

MINOPEX'S UNPARALLELED VALUE PROPOSITION



“

We believe in our product and our service and we live it. Our goal and commitment is long-term, sustainable, mutually beneficial relationship with our clients,”

”

Renira Reddy

21 year old plant optimisation expert **Minopex**, a wholly owned subsidiary of the DRA Group, believes its value proposition positions it as a market leader in its field of expertise, says **Renira Reddy** – Vice President of Business Development for Minopex.

THE MINOPEX VALUE PROPOSITION

1. Cost-effective procurement

Working across multiple process plants has seen Minopex develop bulk buying power with its suppliers. This means equipment items cost less to purchase. In addition, Minopex does not charge any markup on items purchased. “No mark-up costs across multiple items is a substantial saving and a benefit we pass back directly to our clients,” Reddy notes.

2. Best lifecycle costing

Minopex's 21 year experience operating 42 plants across most key commodities has seen it develop a sound understanding of the ‘ins and outs’ of a process plant's performance – across all circuits and equipment items. Consequently, the company has developed a comprehensive understanding in maintenance planning

and inventory management which ensures a plant delivers optimal performance for the majority of its operational lifespan. This equates to improved productivity and improved profits delivery.

3. Shared services

The value-add benefits of working with a contractor that has a shared services structure is significant. “We are able to keep our site structures lean by supporting them with a shared services division which effectively pools resources across multiple sites instead of having dedicated full time resources assigned to projects. Again, this delivers a cost saving to our clients,” says Reddy.

4. Critical stockholding

In many instances, Minopex operates more than a single operation within a country/region. This delivers similar benefits to those of shared services. If a piece of equipment or equipment part is unexpectedly or urgently needed, the company is able to draw from a well-resourced stockholding across multiple sites in agreement with its clients. In many instances this reduces downtime and again benefits the client's bottom line.

5. Fast tracking operational readiness

Preparing a process plant for operation start-up is a lengthy process and requires significant documentation preparation that complies with company and country policies, legislation, conditions of employment, etc. Minopex has over the decades built up a comprehensive set of pre-existing documentation for every operation start-up process. In addition to the documentation, Minopex has a tried and tested operational readiness plan. “This results in the quickest possible ramp-up period which in turn delivers production faster which then generates revenues faster for our clients.”

6. The SWAT team

Minopex has a dedicated SWAT (Specialised Work and Training) team which focuses exclusively on assisting clients with the efficient ramp-up and commissioning of new Greenfield plants or operational assistance on Brownfield projects across any commodity. Also specialising in

operational distress situations, the team are considered unrivalled in turning operations around in the quickest, most efficient and cost effective way possible. The teams are made up as per client requirements and often include shift superintendents, senior process operators and control room operators. "They are also fully equipped to provide hands-on, skills transfer training. With over 10 years of experience as a team, and 16 commissioned projects, their track record proves their capabilities."

7. Training

Minopex appreciates the value of training and offers this service to its clients. In combination with a fully equipped training centre, the company has collated an inclusive and all-encompassing set of training documents that have proven highly effective over time. Hands-on training is also delivered in combination with the highly skilled SWAT team.

8. Community development

Community development is an on-going process and never has an end date. "We understand the importance of working closely with communities and understand the positive impact this delivers to the project as well as the greater economy. "Minopex not only up-skills local community members to transition into key personnel on their plants but also provides assistance in establishing local businesses which can support their operations. Importantly, it always works closely in conjunction with its clients to achieve optimal value from these services.

MINOPEX HAS OPERATED AND MAINTAINED 42 PLANTS (EXCLUDING PLANT COMMISSION CONTRACTS) OVER ITS 21 YEAR HISTORY:

- 13 x coal plants
- 14 x PGM and chrome plants
- 05 x diamond plants
- 03 x chromite plants
- 03 x gold plants
- 04 x base metals and iron ore plants

GROWTH STRATEGY GAINS MOMENTUM

Minopex forms an integral part of parent company DRA Group's strategic growth aspirations over the next few years. To ensure these objectives are achieved, the company has completed a restructure process and is now positioned to further enhance its service delivery and operations performance which will undoubtedly see it rapidly expand its portfolio across the globe.

Minopex's operations and maintenance contracts business model provides a recurring revenue stream and as such is considered a financially attractive component within the DRA Group. Subsequently, the focus to grow this element of the business is a strategic goal which has been given immediate emphasis and priority.

"To achieve this, we need to further enhance the performance of the Minopex business by maximising productivity and improving efficiencies for our clients at every site," says Reddy. "In today's market, clients need close working relationships with key service providers such as ourselves to deliver and often exceed their production expectations in order to help grow their bottom line. This is the role we offer – which has always been focused on world-class optimisation services while driving innovation and technologies."

Mining companies, worldwide, are without question shifting their strategies to adopt new business and operating models to include new technologies at a rapid pace. This fundamental shift has the potential to transform safety outcomes, enhance performance and ultimately unlock opportunities for Minopex's business.

DRA's proprietary mine operations management system (MOMS), which will now be housed within Minopex, can help facilitate this transformation and will in future become an integral component of the Minopex value offering. Moving forward, Minopex will incorporate MOMS into the facilities it operates. The system is a complete enterprise information solution designed to bring together, from pit to port, the various reporting systems (ERP, stores control, plant controls, etc.) within an enterprise into one control system which can be accessed and operated remotely and advances the company's ability to provide a complete enterprise optimisation solution to its clients. "Alongside the Group's vision, we are looking to deliver and operate digital mines, with real time asset management and real time performance optimisation across the entire facility, from concept to closure." **ME**

At around 2 500 personnel, Minopex employs the largest number of people within the operations and contract maintenance sector globally



◀ Instrument Technician

INSPIRED BY THE ORIGINAL INVENTION OF GALILEO IN 1597

**A C H I E V I N G
S U C C E S S
T H R O U G H
P R E C I S I O N
A N D F O C U S**

The compasses were invented to satisfy the need of a universal instrument that could be used to perform arithmetical calculation and geometric operations easily. It is with such precise mathematical knowledge and focus that Minopex handles each clients' minerals processing plant with excellence.

Fig. I.

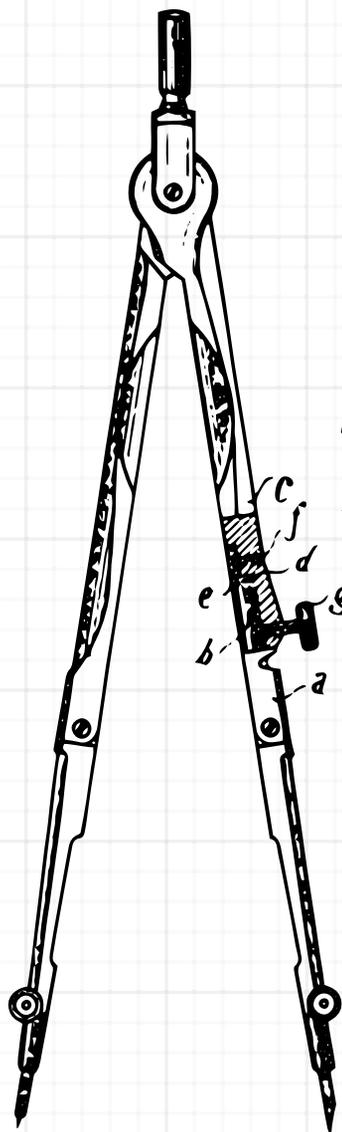


Fig. III.

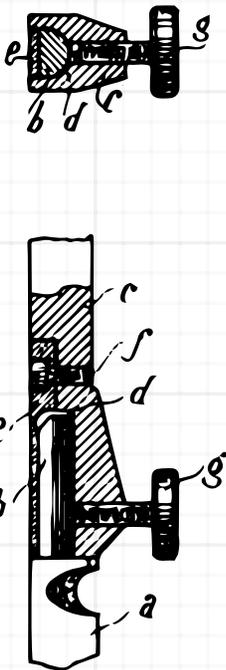
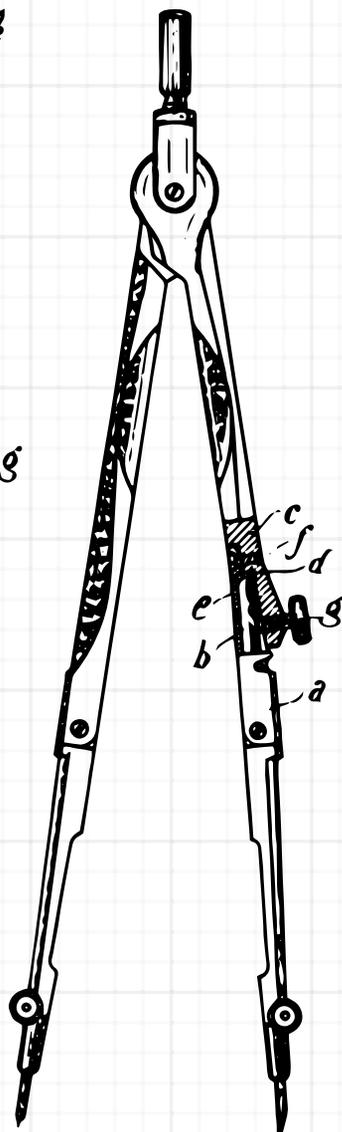


Fig. II.



INVENTOR
Gerg Schrenner

As a leading specialist in the field of outsourced operation and maintenance of minerals processing plants, we stop at nothing to constantly innovate new approaches to managing your greenfield or brownfield operation in the quickest, most efficient and affordable way possible. To discover how our knowledge can significantly reduce your costs, minimise business risk and power productivity, contact us today on +27 11 785 7000 or e-mail minopex@minopex.com

