

MEP

MIDDLE EAST

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Essential information for mechanical, electrical, plumbing and HVAC professionals

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AWARDS
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TOP 25 CONSULTANTS

US\$2.756bn
2014 group revenue

US\$350mn
2014 revenue

2,400
employees

US\$141mn
2014 revenue

US\$106mn
2014 revenue

THE DROP IN OIL PRICE HASN'T EFFECTED THE LOCAL CONSULTING COMMUNITY, WHICH GOES FROM STRENGTH TO STRENGTH DRIVEN BY MASSIVE INFRASTRUCTURE INVESTMENT AND A LACK OF SPECIALISED SKILLS IN THE REGION

CHILL IN, NOT OUT
CHILLER INDUSTRY RACES
TO KEEP UP WITH DEMAND

TERMINAL VELOCITY
TURNER & TOWNSEND
FOCUSES ON AIRPORTS



**ATKINS | KHATIB & ALAMI | CH2M | WSP | PARSON BRINCKERHOFF | HYDER CONSULTING | AECOM
| KEO INTERNATIONAL CONSULTANTS | SSH DESIGN | ARAB ENGINEERING BUREAU | ARUP | RAMBOLL
| BUROHAPPOLD ENGINEERING | TED JACOB ENGINEERING | WME CONSULTANTS | HOARE LEA | BLACK
& WHITE | ME ENGINEERS | P&T ARCHITECTS & ENGINEERS | DC PRO ENGINEERING | HILSON MORAN
| CKR CONSULTING | BLUEHAUS ENGINEERING | MOTT MACDONALD | DAR AL HANDASAH | IHCC**

ALSO: THE NEED FOR PARTNERSHIP ON PROJECTS

TOP 25 CONSULTANTS



TOP 25 CONSULTANTS



THE CONSULTING COMMUNITY IN THE MIDDLE EAST IS IN RUDE HEALTH. THE DROP IN OIL PRICES COULD YET IMPACT ON THE SECTOR'S VIBRANT START TO 2015. HOWEVER, THE 2020 EXPO AND THE FIFA WORLD CUP CONTINUE TO FUEL INDUSTRY GROWTH. ALL CONSULTANTS ARE PREDICTING STRONG REVENUE GROWTH OVER THE REMAINDER OF THE YEAR. A KEY FACTOR BEHIND THE GROWTH: A LACK OF LOCAL SKILLS. INTERNATIONAL AND LOCAL PARTNERS ARE FORMING PROJECT SPECIFIC JOINT VENTURES AS THEY SCRAMBLE FOR A SHARE OF THE MAJOR PROJECTS. WHETHER THERE IS A STRATEGY TO 'TRANSFER' SOME OF THOSE SKILLS IS ANOTHER MATTER. IN THE MEANTIME, WORLD IS WATCHING TO SEE IF THE REGION CAN DELIVER ITS AMBITIOUS CONSTRUCTION SCHEDULE

CONSULTANTS

TOP 25 CONSULTANTS

ATKINS

Business is booming for Atkins as rail, metro and other infrastructure projects continue to drive the local business.

"Our Middle East business has delivered a good second-half performance driven primarily by significant rail and metro projects," said a recent trading statement from the consultancy firm.

"Looking forward, we continue to see a good pipeline of work across our focus sectors of rail, infrastructure and property."

Last year's global group revenue hit US\$2.756bn, with a healthy US\$265mn generated in the region. Atkins employs almost 18,000 full-time staff, of which 2,428 are Middle East-based, including 1,136 qualified engineers.

Dubai Tram, which opened in November, was one of Atkins' biggest projects last year, for which the firm delivered MEP, underground utilities and fire engineering designs for the 51,000m² tram depot, along with a variety of design services across the entire network.

Major projects for 2015 include continued work on Doha Metro's Red Line South on which Atkins is lead designer, including MEP design. The firm is also the lead consultant on Doha Metro's Gold Line.

In Saudi Arabia meanwhile, the firm is heavily involved in the Riyadh Metro project, acting as the lead designer for three of the planned six lines.

Looking ahead, Cathy Christer, Atkins' regional design director of MEP, says investing in staff is vital for it to retain top talent. "That's partly about training and development, but in itself that's no longer enough; companies need to be supporting the health and wellness of their people so they feel really supported."

The number of graduates on the region's Atkins' Graduate Development Programme has doubled, while the Middle East Women's Business Network has been established to offer mentoring, networking and specific training. Atkins employs 468 women in its Middle East operation.

Sustainability remains a cornerstone of its business. "We've been one of the strongest proponents of sustainable business practices in our industry for the last decade. This charts back to our initial sponsorship of BUID's chair of sustainable design and our support as a founder member of the Qatar and Emirates Green Building Councils.

"One of the most exciting developments in the last 12 months is our introduction of established carbon tools into the region. Our carbon knowledge-base has been deployed by the UK Rail Safety Standards Board and offers huge potential for the region."

US\$2.756bn group revenue in 2014



Khatib & Alami

Last year the Beirut-based heavyweight engineering consultancy brought its considerable experience to a slew of major utilities projects in the Middle East, which generated a healthy US\$350mn (AED1.2bn) in revenue. On home soil this included advanced metering infrastructure pilot projects (in a joint venture with ACC) for Electricité du Liban (EDL), as well as a distribution service provider and power distribution network for Beirut and Bekaa.

In Saudi Arabia Khatib & Alami undertook electrical infrastructure work at Medina's Prince Mohammad bin Abdulaziz International Airport.

This year, together with ACC, Khatib & Alami will perform a physical network survey on all EDL's existing network assets and facilities to assess their present condition, before developing an investment and implementation strategy to expand the network's capabilities.

In the UAE, the firm is helping Abu Dhabi Water & Electricity Authority (ADWEA) to design a scalable infrastructure featuring smart grids consisting of intelligent devices, linked networks and automated components across the entire utility chain.

Projected revenues for 2015 are expected to exceed US\$495m (AED1.78bn). The company has a team of 6,000 working within the region, 44% of whom are engineers. Khatib & Alami has invested 1% of its revenues in training programmes.

US\$350mn

The firm's 2014
revenue

TOP 25 CONSULTANTS

CH2M

CH2M, which has 2,400 employees across the Middle East, North Africa and India region, is involved with some of the biggest projects in the GCC. Contract wins across the region in the last 12 months include design and construction supervision (in a joint venture with Parsons) on the Dubai Canal Project; programme management consultancy for FIFA World Cup 2022 in Qatar; programme management consultant (in another JV with Mace) for Dubai Expo 2020; and programme management office for Riyadh Metro.

The mega project work makes for some interesting financials. For the fiscal year January to December 2014, the company's global revenues were US\$6.1 billion, with the Facilities and Urban Environments Market Group (incorporating MEP) generating revenues of US\$818mn.

According to Mark Small, head of building services, (MEP), CH2M has a robust history the Middle East, delivering programme management services across an array of markets, including advanced technology, transportation, water, energy and environmental.

"Our projects are well known for successfully combining aesthetic and technical excellence, and for incorporating our confidence in the belief that innovation and excellence can be achieved at any budget," says Small.

When challenged recently by National Bank of Abu Dhabi (NBAD) to find ways to reduce data centre costs and energy consumption in a remote desert location, CH2M's solution – using ultra energy-efficient modular 'pod' units – was deemed so impressive that it was patented, and is now being replicated for other clients.

In terms of green business practices, Small says "CH2M was among the first in our sector to issue a sustainability report in 2005. We tackle sustainability via two main tracks: corporate sustainability, where we apply best standards to our own internal operations, people and resources; and to our engineering solutions, helping our clients address their challenges."

The group invests US\$1.8mn per year in training across the Middle East, North Africa and India.

2,400 employees



WSP | Parsons Brinckerhoff

WSP's acquisition of Parsons Brinckerhoff in March created one of the largest multidisciplinary consulting firms worldwide. Since then, the industry behemoth has been nimble in the Middle East, stealing in to win a number of major consulting jobs.

Regional wins for WSP | Parsons Brinckerhoff include providing engineering consultancy for the next stages of The Royal Atlantis Resort and Residences on Dubai's Palm Jumeirah, with WSP | PB providing a range of services including structural, building services, vertical transportation, ICT and communications, geotechnical and façade engineering.

Meanwhile in Abu Dhabi, WSP - working as a sub-consultant to Gensler architects - developed the concept design and supported in the infrastructure design of Sowwah Central shopping mall, complete with 5-star hotel and residential tower.

"The two key markets for WSP | PB building services are presently the UAE — in particular Dubai — and Qatar. These markets continue to deliver a major proportion of our revenue and are projected to do so during 2015 and subsequent years," says Ray Moore, director of building services.

Looking ahead, Moore predicts a major test for the building services team as it tried to diversify its market share regionally: "With this in mind we are actively pursuing opportunities in other GCC countries," he says. "Another major challenge is to continue delivering quality design in a market that is reducing the programme period for the completion of projects."

WSP was a big winner at last year's MEP Middle East Awards, bagging Electrical Project of the Year for Mohammed Bin Rashid Al Maktoum Solar Park project, and MEP Executive of the Year which went to Ray Moore.

Dubai and Qatar: WSP | PB's key markets



TOP 25 CONSULTANTS

Hyder Consulting

Last year was one of almost unparalleled change for the team at Hyder Consulting. After a protracted process, the firm was eventually purchased in October, by Dutch building designer, Arcadis. However, the change in ownership didn't impact on the firm's ability to win and execute a number of deals.

Major design and engineering projects undertaken in the region last year include Doha Expressway for Group 5; Security Forces Medical City (SFMC) in Riyadh; and a detailed master plan for Qatar Cultural & Sports Hub (QCSH) in Doha. Revenues for the 2014 financial year as of 31st December were US\$141mn (AED518.2mn). The consulting company had secured an order book (gross) of US\$321mn (AED1.18bn) at the end of 2014.

Early wins in 2015, include providing engineering consultancy services for Jeddah Municipality, alongside design and engineering work on Dubai's Jumeirah Open Beach Zone for Meeras. Attracting and retaining local consulting talent remains the most pressing challenge for the firm. Hyder invested over US\$230,000 last year on training programmes, including Skillsoft Leadership Advantage and Professional Advantage online learning suites, as well as technical training for engineers, senior leadership development programmes and graduate development schemes. The firm has a team of 1,376 in the region, including approximately 900 qualified engineers.

According to Reid Donovan, Dubai-based regional director of MEP, sustainability remains an important premise underlying Hyder's operations — whether for clients, business efficiency or people engagement. "Our in-house sustainable design teams bring together experts from across the globe in delivering design solutions, taking projects through sustainable design certification or regulatory authority approvals. We grow the number of people engaged in the sustainability agenda and develop people's capabilities to align with the needs of society. Our engagement in platforms like WBCSD, the UN Global Compact and the Emirates Green Building Council underlines this."

US\$141mn

group revenue in 2014

Aecom

Infrastucture and real estate project work is driving Aecom's business in the Middle East. The consulting heavyweight has a massive 4,400 employees in the region (including 390 in the MEP department alone), which are engaged in a number of flagship projects.

Highlights for 2014 included an 18-month contract from Jeddah Metro Company to supply expert staff to support the preliminary planning and design work for various phases of Jeddah's Public Transport Project.

In the UAE, Aecom was appointed by Damac as the lead consultant for its residential development in Dubai, Akoya Oxygen. Aecom's scope includes master planning, traffic impact assessment, environment impact assessment and infrastructure design, along with the design of the first 1,000 luxury villas in phase 1 of the project.

Aecom was also the lead designer and then construction supervisor on Abu Dhabi's Yas Mall – a project that went on to win the Commercial Project of the Year gong at the Construction Week Awards in December.

Aecom, which celebrates its 25th anniversary this year, reported global revenues of US\$19 billion between January and December 2014.

The firm is currently integrating BIM as a core component of its project delivery. "Over the past couple of years we've been focused on integrating BIM into our project delivery," says Don Davidson, Aecom's Abu Dhabi-based director of mechanical and sustainability.

"We're now looking at taking BIM to the next level by using the spatial and attribute information to create augmented reality experiences that allow the client to view their project in context before it is built. Post-construction we're looking at how augmented reality can support engagement with the asset information model (AIM), which is an evolution of BIM."

In terms of MEP, this would mean that instead of wading through boxes of drawings, specifications and inspection reports, the MEP engineer gets the right information for the job in hand through an integrated data model.

"Using a head-mounted display, such as Microsoft's HoloLens or Google Glass, information such as inspection results or instructions are overlaid to a user's vision, where and when they need it. Augmented reality provides a lens into the large data set produced in design and construction, exposing just what the MEP engineer needs at their location and in context to what they're doing."



TOP 25 CONSULTANTS

KEO International Consultants

After a bumper 2014, KEO International Consultants has made a strong start to 2015. The firm has secured major contracts to provide architectural and infrastructure design, construction supervision, structural and MEP engineering and sustainability services for QP District in Qatar; master planning and architectural design for Saudi Arabia's King Abdulla Economic City; as well as design review, architectural design, structural and MEP engineering and construction supervision and management for the four-tower development, Damac Towers by Paramount Hotels & Resorts, in Dubai.

KEO's rapid growth doesn't come without challenges. Currently, the firm is migrating from the 2D world of AutoCad to BIM/Revit.

"This will require companies to invest in new hardware and software, to train their staff, and to implement new strategies and procedures for work flows, all whilst remaining competitive in the market place," says Darrel Strobel, managing director, MEP engineering, KEO International Consultants.

"As consultants make this transition, gaining experience and knowledge from working on a BIM platform, we will be required to explain the differences to the traditional work flows and outline the benefits BIM brings to potential clients and developers," he adds.

Environmental and sustainability management is a major component of KEO's business strategy. "We provide a range of sustainability services, from design to construction stage, including consulting for government authorities in developing their sustainability policies," says Strobel.

"KEO's sustainability experts have proven records of project success and are also involved in public speaking in construction forums and conferences across the Middle East and beyond," he adds.

KEO provided sustainability services to Qatar Olympic Committee on the Lusail Multipurpose Hall, which recently achieved a 4-star Global Sustainability Assessment System rating — the first sports hall in the region to earn such a ranking.

In 2014, KEO also won the MEP Consultant of the Year at MEP Middle East Awards. On the same night KEO claimed four separate nominations for KEO individuals and three project-specific nominations — including Overall GCC Project of the Year for the Westin Doha Hotel and Spa.



TOP 25 CONSULTANTS

SSH Design

SSH Design, a Kuwait-based consulting firm has delivered a varied portfolio in 2014, especially on home soil. Project wins include lead the consultant contract on new houses for Kuwait Oil Company; the first phase of the new building design of the NBK-sponsored Children's Hospital Oncology Centre; and lead consultant providing full design services for Sheikh Abdullah Al-Salem Cultural Museum. This year, SSH is involved in energy conservation and passive design protocols for Junoot Resort, an eco-tourism development in Oman; and is master plan and villas design consultant on Bahrain's Ras Al Barr Resort. SSH Design generated US\$106mn in revenue in 2014. In 2015, it expects to increase its revenue to \$122mn. The firm employs 978 people, including 378 engineers.

US\$122mn
projected revenues
for Jan-Dec 2015

TOP 25 CONSULTANTS

Arab Engineering Bureau

A slew of major projects wins in Qatar translated into a busy 2014 for Arab Engineering Bureau (AEB). The firm was design and engineering consultant, project management and construction supervision consultant on the Kempinski Marsa Malaz hotel on The Pearl – Doha; as well as construction supervisor on the Qatar Academy at Al Khor.

In 2015, the firm is working on Doha Festival City as the detail design and construction supervision consultant, while it has also been appointed as the main consultant by QIMC on its mixed-use tower in West Bay, and building designer on Lusail City's Marina district cooling plant.

AEB's 'green' credentials include being a founding member of Qatar Green Building Council (QGBC), a member of the US Green Building Council (USGBC) and Estidama. "Diversity in design and unique capability, along with promoting innovation and modern technology systems, enhancing architectural and engineering works in our established markets, are key factors in our continued success across the GCC," says Hani Hawamdeh, AEB's Doha-based chief technical officer.

"Our organisational structure allows for a maximum input, optimum flow of communication and integration, which results in successful project delivery," he adds.



Arup Gulf

Last year witnessed Arup complete major projects, including Dubai's World Expo 2020 master plan (engineering including renewables, and grid connection); along with multidisciplinary engineering design for Qatar Faculty of Islamic Studies, Doha's Weill Cornell Medical College and Qatar Foundation HQ. This year the team is providing multidiscipline engineering design with Jean Nouvell Architects on Qatar National Museum, as well as engineering advisory services for the FIFA master plan and engineering design with Foster + Partners on Qatar's Lusail Stadium.

For the financial year 2013-14, Arup Gulf's turnover was US\$53.1mn, which included revenues from its Middle East operation.

Training programmes play an important role within Arup with over 150 courses in technical, management and leadership, business and interpersonal skills delivered each year.

In addition to membership of 60 different professional

bodies, including the Association for Consultancy and Engineering (ACE), Arup is a founding and board member of the Emirates Green Building Council and Qatar Green Building Council.

Rapid changes in the marketplace and the accelerating convergence of smart technologies in buildings present several challenges for MEP engineers, says Rob Ruse, Arup's Dubai-based associate director and MEP leader for the Middle East. "The biggest challenge we are addressing over the next 12 months is broadening the use of BIM beyond the design team environment, and bridging the gap into building operational use," he adds.

Arup has adopted 14 global sustainability KPIs for which data is gathered and monitored on an ongoing basis for each office in each region. The firm also participates in the global Carbon Disclosure Project and the Climate Action Registry, through which Arup publicly discloses its management processes and performance trends in relation to carbon management.



TOP 25 CONSULTANTS

Ramboll

Ramboll Middle East's strategy of diversification — both geographically and across market sectors — is paying dividends. Its focus on the UAE, Qatar and Saudi Arabia has witnessed the firm secure a number of big commissions, enabling it to develop and expand its own resource base. The MEP team has doubled in size over the last 12 months and has been restructured to ensure project excellence. "We have rolled out multiple activities focused on improving operational effectiveness to advance the performance of engineering design delivery across project teams, sectors and Ramboll globally," says Bill Jolly, Dubai-based director of MEP and sustainability.

"The whole team has a new dynamic knowledge-sharing structure created to entice a fully integrated design process, allowing the MEP [team] to implement international best practice, while achieving the most creative, cost-effective sustainable solutions for all projects across the construction sector and Middle East region," he adds.

Last year the firm undertook substantial MEP design

work on Msheireb Downtown Doha phase 4 and full multi-disciplinary consultancy services on Doha's Marina Mall.

In the UAE, Ramboll carried out conceptual MEP feasibility studies for the Heart of Europe development on Dubai's The World Islands. The firm also won the MEP Middle East 2014 Award for Mechanical Project of the Year in recognition of its work on Abu Dhabi's Khalifa University.

The restructuring over the last 12 months has not only maximised operational effectiveness, but has ensured the MEP teams are organised to improve their professional development. "All staff have personal professional development plans, which are monitored on a regular basis," says Joy. Ramboll has a team of 285 people in the region, including 181 engineers.

Like other consultants, Ramboll has spent much of the last 18 months investing in BIM skills and infrastructure. All MEP projects are delivered in BIM.

Revenue for 2014 was US\$28m (AED103mn) and it is projecting US\$39.4mn (AED145mn) in revenue for 2015.



BuroHappold

Last year BuroHappold Engineering's MEP team made impressive progress on a number of flagship projects in the Middle East, including the topping out of the dome on The Louvre Abu Dhabi.

In Saudi Arabia the tubular veil of external cladding was completed on the King Abdulaziz Centre for World Culture. Meanwhile, in Kuwait, Sabah al Ahmad Sea City is taking shape. BuroHappold is providing a wide scope of services on the project, including master planning, coastal modelling, earthworks and ground improvement, as well as coastal engineering design, transportation planning, highway engineering and infrastructure design.

The consulting firm has started 2015 strongly with commissions on the King Abdullah Economic City in Saudi Arabia and Hamad Medical City in Qatar.

Looking ahead the BuroHappold Engineering MEP team continues to focus on digital technologies with regards to the way it works through the complete life cycle of buildings — from concept to delivery and construction

through to operation and closing the loop by embedding that knowledge in the next generation of projects.

From a project perspective BuroHappold Engineering has a key role on ground-breaking sustainability projects across the region, such as The Louvre Abu Dhabi for TDIC, Junoot eco-resort development in Oman, Varyap Meridian in Turkey, restoration work on Atturaf (Saudi Arabia's UNESCO heritage site in Riyadh) and Qatar's Heart of Doha.

Globally, the firm is responsible for the highest-ever BREEAM rating (One Angel Square in Manchester, UK), the first LEED Platinum High Rise in Europe (Torre Iberdrola in Bilbao, Spain) and one of the world's 'greenest' skyscrapers: the Tower at PNC Plaza in Pittsburgh, US.

BuroHappold reported global revenues for 2014 of US\$219.5mn. It employs 1,700 people worldwide.

The company scooped Engineering Consultancy of the Year at the 2014 Middle East Architect Awards. In the same week the firm's Menna Dessouki was named Young Engineer of the Year at the MEP Middle East Awards.



TOP 25 CONSULTANTS



Ted Jacob Engineering

In the words of Bob Mitchell, principal of Ted Jacob Engineering Group's Dubai office: "2014 was our busiest year since the establishment of the company." Over the last 12 months, the team completed large residential and commercial projects, as well as the design of the Solar Innovation Centre for DEWA.

This year has also seen major projects get underway in Saudi Arabia, the UAE, Iraq and India. "We provide MEP design services from concept design for all of our projects, and in most of them we also provide structural engineering. Besides these services, TJEG works as lead consultant for around 20% of our portfolio," says Mitchell. The Dubai branch of TJEG has seen significant growth in the past year and has a team of 90 employees (60% of whom are qualified engineers), divided between the main office in Dubai and the different sites in Dubai and Abu Dhabi. Mitchell says the focus for this year is Saudi Arabia and the UAE. "We have recently appointed general managers for Abu Dhabi and Saudi Arabia in our effort to provide a local service to our existing clients, as well as to enhance our commitment to our long-term growth in the Middle East," explains Mitchell.

The company posted a turnover of US\$11.4mn (AED42mn) last year and is forecasting US\$16.3mn (AED60mn) in revenue for 2015.



WME Consultants

This year WME Consultants engaged on projects for some of the region's biggest players. The firm's structural and building services engineers are working on the detailed design of four super-high rise towers for Emaar's The Address Residence Fountain Views in Downtown Dubai. The complex will be connected to the local district cooling network and, as the towers are high, ensuring returning water temperatures are at acceptable levels is a challenge.

Meanwhile on Dubai's Palm Jumeirah, WME's structural, building services fire engineers, sustainability and AV/IT consultants are taking the 45-storey Palm Hotel project from concept stage to tender and supervision.

WME has also been engaged by AFRGE to undertake the redevelopment and expansion of Dubai Festival City Mall. Initially involving a detailed feasibility and conceptual level study, this expanded to provide structural design services through to construction documentation for the mall modification with an area of 72,000m² over four floors.

Looking ahead at 2015, MEP director Louise Collins says: "Due to Expo 2020, the market has boomed with plenty of interesting developments around and has resulted in aggressive delivery deadlines. WME has taken it as a challenge and is always targeting for continuous improvements in quality and productivity."



Hoare Lea

As a group, Hoare Lea employees more than 750 people in offices in Europe, the Middle East and India, with 30 staff across its offices in the UAE and Qatar – 24 of which are qualified engineers. Major projects completed last year include providing an independent commissioning agent role to meet the Estidama requirements on Yas Mall in Abu Dhabi, as well as MEP design consultancy services for Masdar HQ.

This year work is underway on Doha Metro's Green Line and Abu Dhabi Cruise Terminal. For both projects Hoare Lea is providing MEP design, acoustics, lighting, sustainability, VT and fire engineering consultancy services.

"We have secured a number of new developments within the mixed-use, retail, hospitality and residential sectors – particularly in Abu Dhabi and Dubai – therefore we see this as important market," says Abu Dhabi-based director and general manager, Ian Gow.

"Based on recent project wins at Midfield Terminal project, Abu Dhabi Cruise Terminal and Doha Metro Green Line, we will look to develop further opportunities within the transport sector. We will also maintain our focus on high-end design and build projects, along with other work that requires our specialist knowledge."

Gow predicts the biggest challenges will be staff retention. "We need to make certain that we continue to develop and reward good people within the business to ensure that we deliver a service that meets or exceeds our clients' expectations on all projects," he says.

Hoare Lea has also invested approximately US\$1.5mn in training across the group.

TOP 25 CONSULTANTS

Black & White Engineering

Black & White (B&W) Engineering has continued to go from strength to strength since its management buyout and rebranding in August 2014, from what was then Red Engineering Middle East (REME).

Since then B&W has won business in the UAE, Azerbaijan, Oman, Qatar and Saudi Arabia. The company's revenues for 2014 financial year were just shy of US\$7.6mn (AED28mn), while projected revenue for 2015 is US\$9.8mn (AED36mn). "With a team of 85 people that includes some of the best engineering talent available in the region, we are perfectly positioned to continue to offer our clients the high level of service they have come to expect from us," comments company CEO, Mick Cairns.

Last year B&W provided MEP, specialist design and site supervision services on The Boulevard Hotel in Azerbaijan's Baku White City; while on Oman Mall B&W provided MEP concept and schematic design, as well as design of the mall's ICT, BGM and security systems. Key projects for this year include, Dubai Marina's The Residences at Marina Gate, a development comprising three towers reaching 54, 58 and 65 floors respectively. For the project B&W has created "a highly efficient MEP design," according to Cairns. "Hopefully this energy efficient residential building design and associated cost evaluations can be used as an example to future developers and investors to bring green building discussions on to the agenda before the concept is dismissed as unaffordable."

The engineering consultant has also recently been appointed to provide full detailed MEP design for Baku Mall in Azerbaijan, set to become the largest retail centre in the country; while on Tiara United Towers in Dubai's Business Bay B&W will continue to develop a low energy design strategy to minimise and control solar heat gains, along with using thermal modelling to accurately size building services and avoid over-specification.

"Finding and recruiting talented people who can help us achieve our ambitious growth target of 25%" is, in Cairns' opinion, likely to be one of the main challenges on the horizon.

In the last 12 months the firm has invested around AED1mn in training programmes, including engineering software and associated training, AutoCAD, finance and health and safety training.

US\$7.6mn revenue in 2014



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ME Engineers

The Saudi Arabian market is paying dividends for ME Engineers, with the firm named as MEP/ICT design consultant for Saudi Aramco's Kingdom-wide, 11 stadium project. Since the company's inception in 1981, it has specialised in stadium MEP design, having worked on 120 stadia and arenas worldwide.

According to Dr. Toufic Hawat, regional manager for Middle East & North Africa, the company's profit is around 12% of revenues. Last year revenue was US\$45mn, while the projected revenue for 2015 is expected to increase by about 15%.

MEE has 14 offices worldwide. It's Middle East business focuses in Qatar, Saudi Arabia, Oman and the UAE.



"The GCC offices in the UAE and Qatar are still expanding and we are trying to hire the specialist engineers to satisfy our client requirements and the highly technical projects," reports Hawat.

Investment in design software and training programmes include BIM, RCDD, M&E and CAD/REVIT. The firm employs 620 people, of which 350 are qualified engineers. MEE invests approximately 5% of its revenues, in fees and time, in training. The firm has also secured MEP/ICT design consultant and construction administration for a Las Vegas arena and overlay design for the 2018 FIFA World Cup.

Sustainable business practice remains high on the agenda. "MEE is one of the top 25 green designers worldwide, with 80% of our engineers licensed LEED/BRIM/GSAS specialists," says Hawat.

P&T Architects and Engineers

Projects completed last year include the 70-storey Burj Rafal, including Kempinski Hotel and Residences, in Riyadh, for which P&T was lead consultant providing architecture, structure and MEP engineering services. In 2015 the firm is handling major projects in Dubai as lead consultant, including the Viceroy Hotel Palm Jumeirah, Hameni Residential Tower in JVC and Kensington Krystal Tower in Dubai Maritime City; as well as four luxury hotels in Jordan, the Solis Hotel in Qatar and a 1,500-bed hospital in Riyadh.

With 2,135 staff globally, of which 153 are based in the UAE, P&T's key markets within the region are UAE, Saudi Arabia, Qatar, Jordan, Oman and Bahrain.



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TOP 25 CONSULTANTS

DC Pro Engineering

It's shaping up to be another busy year for DC Pro Engineering which, under the astute leadership of CEO George Berbari, is on track for a projected revenue of US\$6.8 million (AED25mn), up from US\$5.6mn (AED20.8mn) in 2014.

Last year its 46 employees – 20 of whom are qualified engineers – completed work on the Kingdom Tower in Jeddah. DC's scope of work included the complete MEP design verification and validations, as well as preparation of shop drawings of the entire tower and podium areas for all services including chilled water, HVAC, pressure breaking heat exchangers, drainage, LPG, diesel generators, fire protection, power and lighting, as well as other mechanical and electrical systems.

Elsewhere in 2014, DC Pro audited the existing electrical and HVAC systems at

Dubai's Dragon Mart in order to resolve multiple issues and provide recommendations for electrical and cooling load requirements.

So far this year, the team is keeping busy on projects such as the Khalifa Energy Centre in Doha. With a capacity of 87,000 tons, DC Pro's scope of work includes design of the process, MEP, structural and architectural of the energy centre. Meanwhile at Dubai's The Polo Residence, a residential development near Meydan with 22 buildings, DC Pro's involvement includes the design of the MEP services for all buildings in the complex.

Looking ahead, Berbari says the focus is on "continuous technical development, the adaption of new, sustainable and power-saving solutions, good customer relationships, as well as adapting [and] creating innovative designs."



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Hilson Moran

Shortlisted as MEP Consultant of the Year in 2014's MEP Middle East Awards, last year the firm generated US\$2.35mn (AED8.65mn) from business in the region, mainly in the UAE and Qatar.

Last year the firm completed significant projects in the UAE, including phase one of Abu Dhabi's Cranleigh School, where Hilson Moran designed the MEP, fire protection, facade access, acoustics, security services and Estidama consultancy; in addition to the base build construction of the Abu Dhabi Islamic Bank.

Meanwhile in 2015, Hilson Moran is involved in the design of the National Bank of Abu Dhabi's HQ building where it is responsible for the MEP, fire protection, VT, facade access, acoustics, IT, security services and Estidama consultancy; in addition to providing sustainability consultancy and MEP review for some of the Doha Metro stations in Qatar.

"Other markets for us in the region are [Saudi Arabia], together with new opportunities coming from Oman and

Kuwait," says Hilson Moran's international director Tony Morris.

"Recruitment within the industry has long been a challenge and the key to unlocking this is a strong focus and investment in young engineers," continues Morris.

To address the issue Hilson Moran has forged links with local and international universities, operating accredited graduate training schemes within the business, using the Hilson Moran Academy to provide continued professional development. The firm encourages staff to complete 45 hours of continual professional development seminars each year. Hilson Moran has 27 people working on projects in the Middle East, split between its local offices or the UK.



TOP 25 CONSULTANTS

01 CKR Consulting

CKR is going from strength to strength thanks to a slew of recent project wins. Last year saw the team apply its IT and AV expertise to Dubai's Taj Downtown. In 2015 CKR is busy with key projects, including phase 4 of Dubai's Madinat Jumeirah resort and a 600 rack data centre for a hotel in Dubai Festival City.

In Kenya the firm is undertaking MEP and IT-AV at the Radisson Blu Hotel in Nairobi.

"Sustainable design and energy conservation [are] a benchmark for all our designs," says Anil Menon, director of the Dubai office. "All our designs are vetted by our

in-house LEED/Estidama-certified engineers. In addition we are certified at EHS-Trakhees as a Green Building Consultant and Commissioning Agency."

With investment being made in training programmes, such as data centre certification, uptime tier designing, energy management, technology specialist and sustainable design, Menon is keeping a sharp lookout for future challenges to the business in the form of "pricing wars, non-payment and multidisciplinary consultancies ruling the roost."



600 rack data centre

02 Bluehaus Engineering

Last year Bluehaus Engineering, the MEP and engineering division of Bluehaus Group, racked up its biggest revenue year since it was established in 2010.

Bluehaus Engineering was also shortlisted for Boutique MEP Consultancy of the Year at 2014's MEP Middle East Awards.

Major projects include full MEP detailed design and on-site supervision for the Chalhoub Group at Abu Dhabi's Yas Mall and Weatherford Oil & Gas in Abu Dhabi and Dubai.

With profit accounting for 22% of revenue, 2015 is poised to be yet another fruitful year. Revenue is expected to double that of 2014. The firm has 60% of project bookings already signed off for 2015. Key projects this year include full MEP detailed de-

sign and on-site supervision for Al Futtaim Motors (ALAC/Lexus), Haliburton in Dubai and HOK (Eli Lilly in Riyadh).

Bluehaus currently employs 21 full-time staff of which 15 are qualified engineers. Key Middle Eastern markets in order of size for the company are the UAE, Saudi Arabia, Qatar, Egypt and Oman.

"Recruiting outstanding candidates and establishing a presence in new and emerging markets," represent the biggest challenge to the business in the next 12 months, according to Dubai-based, business development manager Stephen Dwane.

Bluehaus has invested AED70,000 in training programmes over the last year to ensure staff are up-to-date with the latest skills including BIM – Revit, Autodesk, Amtech software and LEED sustainability training.

Meanwhile the MEP division "has reduced internal printing by 52% in 2013 and a further 23% in 2014, and fully implemented LEED design principles for all our designs," says Dwane.



TOP 25 CONSULTANTS

Mott MacDonald

Mott MacDonald has continued to grow its regional operation throughout 2014 and into 2015. The firm has increased its regional and offshore capacity by over 20%, with a aggressive recruitment drive for 'quality' engineers.

Major metro contracts in Doha continue to form the core of the workload complemented by education, power and commercial projects across the region.

Revenue from building and infrastructure sectors in the region increased by 30% year-on-year. A further increase is expected for 2015. Internal restructuring has helped to consolidate existing business plans and streamline operations to drive efficiency and project delivery as the business moves forward.

"As always, we acknowledge the need for excellent client care and support, which is embedded in our five core values, 'PRIDE' - progress, respect, integrity, drive and excellence," says David Cox, regional managing director for Middle East and South Asia (MESA).

BIM continues to be an important area of focus, comments Cox: "Mott MacDonald's commitment to BIM continues to drive technical excellence, with all engineering staff conversant with BIM through internal training initiatives. We continue to successfully develop our global delivery model, combining deep local understanding with the best of international expertise and support from our BIM centre of excellence in India, bringing the best client value."



24

Dar Al-Handasah

It's been an impressive 12 months for Dar Al-Handasah, part of the Dar Group. The firm won international recognition for its role on King Abdulaziz International Airport (KAIA), which won the Engineering Project of the Year award at the 8th Global Infrastructure Leadership Forum held in New York earlier this year.

The firm provided project management, design review according to LEED requirements, as well as construction management and supervision on the project. Meanwhile a consortium including Dar Al-Handasah, bagged the contract to provide consultancy services and develop a master plan for Egypt's Suez Canal area development project.



KAIA was named Engineering Project of the Year at the 8th Global Infrastructure Leadership Forum

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International Hospitals
Construction Company

IHCC continues to build upon its extensive experience in the construction of regional, state-of-the-art healthcare facilities by providing a range of services from concept and architecture design to management consulting. At the end of 2014 the firm won the contract to build another of the region's Saudi German Hospitals, this time a 300-bed facility in the UAE's emirate of Ajman. IHCC will oversee the process from the design stage to the fit out of advanced medical equipment for the 1mn ft² facility. IHCC has been involved in the design and delivery of all Saudi German Hospitals in the region, including Jeddah and Dubai.



Methodology

Putting together any sort of 'listing' feature is a fraught process. The challenges stem partly from the intangible nature of what we are trying to measure; namely influence, and are then compounded by the quality of information we can draw upon. Most of it is inconsistent, incomplete and entirely unverifiable; making it that much harder to draw a like for like comparison between different companies.

Some companies failed to respond, others declined to participate, some pulled out at the last minute and most firms didn't complete all fields of our questionnaire. However, thank you to all those companies that took the time and energy to complete our questionnaire.

Research into the list began at the start of April, when myself and the editor of Construction Week compiled a loose list of approximately 40 consultants. Additional research whittled this down further before our

questionnaires were sent out. Our form was designed to create a level playing field — as much as possible we wanted to be comparing apples with apples. Our initial focus area was on revenues achieved in 2014, and the forecast for 2015; however, that alone failed to provide an accurate measuring stick across all companies.

Consequently, we also looked at the team size of the local operation, asking about the number of engineers based in the region, as well as the number of GCC nationals and women working at the company.

Other information was requested, including recent project wins, the profit of the company as a percentage of company revenues, the amount a firm has invested in training in the last 12 months, the areas it has invested in, and how the company has embraced sustainable business practices. The second half of the brief survey focused on the company leadership.

Overall the results have been fascinating, and it is a shame that we don't have the pages available to reproduce all the information we received.

The published results are dependent on the quality of information we received. Those companies that were more open, tended to fair better on the list.

In the absence of locally available listed information, an element of subjective judgement in the listing becomes inevitable. If you don't agree with the list please feel free to get in touch.

Please bear in mind what I said earlier about the quality of information; with better data we could compile an infallible list. However, that probably wouldn't be as much fun.

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