



Claude Beauport's Experience

Techniques & technical know-how

Claude Beauport is Accredited Associated of the IIB
(Institute for Independent Business)



see a presentation page in French: [IIB](#)

General Management

- people management
- Business plan
- P&L
- reporting
- etc..

Management and co-ordination between different subsidiaries

- General Management
- Developing and set-up concepts
- Implementation

Market analysis

- Market structure
- side client market volume
- side sub-suppliers (actual local costs estimation)
- side competitors
- type of design accepted on the market
- quality required
- market price

Marketing Management

- Key Account Marketing (very deeply technically oriented)
- Management Information System (MIS)

Setup of market approach

- How to enter into the market
- advertising and commercial approach
- to be recruited and accepted as supplier
- to project the right image (quality, reliability, etc....)
- acting as Consultant (*Technical & Economical*) for potential Clients
- to get the inquiries

Tenders submission

- from specification analysis down to cashflow, including optimisation, design (thermal analysis, hydraulic analysis, heat exchanger set-up, civil and structural design etc..), pricing, and tenders drafting and presentation
- Negotiation with subcontractors and suppliers, mainly (new countries):

- civil and construction companies
- piping and valve suppliers
- internal components suppliers (polyethylene, polypropylene, PVC, etc..)
- mechanical equipment: fans, gearbox, e-motors ...
- hardware : HDG steel, handrail, ladder, hand-railing, staircases ...
- fabricators
- Defence and negotiation of projects with the Clients and/or their Consulting Engineering

Product improvement and development, new concepts

- Water saving : Systems as parallel condensers
- Pre-assembled systems for Cooling Towers and Air Cooled Condensers
- Cooling towers for specially dirty water

Project and Site management

- Complete implementation from design (thermal analysis, hydraulic analysis, heat exchanger set-up, civil and structural design etc..) up to commissioning. Including budget and schedule
- Negotiation with subcontractors and suppliers, mainly:
 - civil and construction companies
 - piping and valve suppliers
 - internal components suppliers (polyethylene, polypropylene, PVC, etc..)
 - mechanical equipment: fans, gearbox, e-motors ...
 - hardware : HDG steel, handrail, ladder, hand-railing, staircases ...
 - fabricators
- Contact the Clients and/or their Consulting Engineering

Searching Partners & Collaborators

Construction & Site experience

Civil Technology

- Specially for NATURAL DRAFT COOLING TOWERS
- Special Scaffolding Technology for shell construction
- Method of construction
- Minimising Construction time

Design all discipline related to COOLING TOWERS and AIR COOLERS and SYSTEMS associated with that equipment.

- Conceptual design
- thermal design
- thermodynamic of water/steam and humid air and heat transfer.
- structural : static and dynamic analysis, vibration, earthquake etc. .
- Classical but also thin shell structure (also large Natural Draft Cooling Towers). That applies also to all civil aspects like foundations etc..
- mechanical : fans, gears, motors, etc. ...
- hydraulic ...
- stress analysis
- process optimisation

- logic control
- flow chart
- Design and analysis taking in consideration different required codes (DIN, BS, Australian Standard, South African Standard, NEN, Indian Standard etc..), TEMA, API, etc..

Manufacturing Technology

- Cooling Towers Components
- Plastics: thermoforming, Mould injection, FRP
- Timber
- Heat Exchangers
- Air Cooler Component (Finning, Welded Headers, etc..)

Computer Science

- Computer techniques: large system (IBM) and also PC
- Operating Systems MD-DOS, WINDOWS
- programming languages FORTRAN, BASIC, Visual Basic
- Software WORD, EXCEL, ACCESS, PowerPoint, Publisher, Front Page, MS-Project, Autosketch, Schedule, CORELDRAW, MULTIMEDIA, CAD etc..
- Programme development
- Finite element programmes
- Programme for automatic tender preparation for quasi-standard parameterised product.
- Computerised MIS for projects
- Marketing presentation with animation on computer
- Web (this website www.prenma.eu is made by Claude)

Special Management Subjects (see also the page [Change Management](#))

- Key Account Marketing Management & MIS
- Business Transformation (change management)
- Globalisation.
- Lean Management

International experience

Australia, Belgium, France, Germany, India, China, Indonesia, Iran, Malaysia, Netherlands, New Zealand, Singapore, Spain, Thailand, USA, South Africa, Romania, Slovakia, Hungary

Nota Bene

see also the page related to [Production](#), [Energy/Facility](#), [Project Management](#)

This document may also be viewed with all active links on internet at the address:
<http://www.prenma.eu/IM/TechniquesKH.htm>