

teci

TM

**PROJECT PAINT**

**THE FABRIC MANAGER**

**P A R T N E R**

*As a TCI Project Paint Partner You  
could develop a Highly Successful,  
Proven Business, World-wide!*





## Introducing the TCI Project Paint Partnership

The TCI Project Paint Partnership has been developed for individuals and organisations wanting to build a successful business in the field of 'External Corrosion Management', on the proven TCI business model. This is a business opportunity to be seriously considered if you're involved in Coating, Insulation or Corrosion and you are:

- a Consultant with a live practice
- an Inspector hoping to develop in the Fabric Management field
- a Contracting company expanding your 'specialist' services
- a Manufacturer or Distributor wanting to take more control of where and how your products are applied and deliver 'added value'

In fact, if you're involved in any associated aspect of plant maintenance and your goal is to build or increase your business anywhere in the world, the TCI Project Paint Partnership could offer the boost you need to succeed!

## What is TCI Project Paint?

It's a tried-and-tested 'Risk Based' engineering tool used to quantify, control and manage 'External Corrosion and Insulation Maintenance'. It's simple to apply, transparent and auditable in operation and rational in concept. Its forte is the development of justifiable maintenance scopes, optimised for cost over plant life, and identifying where maintenance expenditure may be deferred, reduced or eliminated altogether. For a more in-depth understanding of how and why TCI Project Paint works, please review the TCI Project Paint brochure or visit our website.

## Why Become a TCI Project Paint Partner?

### Profitability

Because the TCI Project Paint concepts can demonstrate high value to our clients, often saving up to 85% of their corrosion maintenance costs, we, in turn, attract a professional level of compensation. As Consultants, bidding and unrealistic contractual constraints are typically not applied to our client agreements, and recognition as a 'cost reducing' service works in our favour too, after all, when a service saves your Client £/\$ millions then compensation should be commensurate.

Even small organisations of two to three individuals can deploy TCI Project Paint and achieve circa £1 million (\$1.6 million) revenues per year, with ongoing (annual) service agreements generating an additional £100k (\$160k) per installation. Larger groups can multiply these revenues many times, and all of this whilst demonstrating massive client savings.

The TCI Project Paint services have an enviable track record, yet, oddly, they're relatively new to many clients. That's because of our low marketing profile to date, relying instead on word of mouth to generate business. That said, the market for TCI Project Paint services is maturing rapidly and most clients know what they want and it's worth to them; market interest and therefore sales are growing exponentially.

### Credibility

TCI have been in business since 1985 and began deploying TCI Project Paint in 1987, it's still the only system 'extensively used' both on and offshore. To date more than 270 assets have applied the TCI concepts and techniques developed through Project Paint, and at any given time our systems are managing around £240 million of client budgets.

The tools and techniques that make-up the TCI Project Paint services have been developed and proven over many years now, with input from almost all of the notable Oil & Gas companies around the world. The, not-insignificant, skills necessary to effectively manage external corrosion already exist in our inventory, have been deployed many times and are fully debugged. By linking a Partner business with the proven track record of TCI, and achieving the standards of business integrity and technical skills we set, even relatively young companies can demonstrate a heritage of excellence to the market place.

### Business Growth

Because TCIPP is a fully mature set of services and tools, it's ready to deploy immediately. As a TCI Project Paint Partner your business could be delivering these services within weeks, acting as a springboard for your own 'value added' services and products. The partnership is designed to offer a ready made business model to those individuals and companies wanting to enter or expand in the 'External Corrosion Management' or Industrial Coatings market. With TCI you have an enviable range of experience to draw upon, from Fabric Management to Corrosion Consultancy and Business Development. We know what works because we've already been round the loops and made the mistakes, so you don't have to!

**Infoline: 44 (0) 1502 530525**



### World-wide opportunities

You become a regional partner – but with a global market place. As a TCI Project Paint Partner you will be the only partner in an assigned region in your discipline, however your market place can be global, allowing you to market wherever your client base may flourish.

### Skills development

As a TCI Project Paint Partner you will have the opportunity to study many aspects of Coatings & Corrosion Management under TCI. The skills you can learn here far exceed those available anywhere else, being the equivalent we teach at a very high level in Oil & Gas engineering departments. In short, your expertise after this level of training will likely not be matched anywhere else in your market place. In addition to the Coatings and Corrosion skills development available our Partners can also learn:

- Technical Skills
  - Techniques of Cost Effective Fabric Maintenance Management
  - TCI Project Paint Installation Management
  - External Corrosion Surveying Techniques
  - Effectiveness Auditing™
- Business Skills
  - How to develop your market place
  - Selling TCI Project Paint Concepts and Services
  - Developing your own 'Added Value' Services & Products with potential franchise opportunities.

### What Is the 'TCI Project Paint Partnership'

Becoming a TCI Project Paint Partner confers you with certain rights to deploy the TCI Concepts, Services and Tools and can include the rights to:

- Deploy TCI Project Paint Management Software
- Manage Client 'Risk Based Maintenance' Portfolios
- Deploy TCI Project Paint services as 'Own Brand'
- Develop Management Strategies using TCI Project Paint Concepts
- Undertake TCI Project Paint Survey Works
- Undertake Annual Audits / Updates of deployed TCI Project Paint systems.
- Deliver Value Added TCI Services & Products
  - Plugs
  - Markers
  - Effectiveness Audit
- Link your own Services & Products to the TCI heritage of successful Fabric Management.

### How Does the TCI Project Paint Partnership Work?

The Partnership programme is based on a contractual agreement, and after initially detailing confidentiality between us, TCI will fully expose the TCI Concepts, Services and Tools and similarly examine the Partners past business performance and reputation etc. Finally a full contract framework will be agreed, at which point the Partner will be eligible for TCI skills training and support in the development of sales and marketing strategies.

To be clear, TCI will only appoint those businesses and individuals who can demonstrate their willingness and ability to achieve the TCI standards of expertise and business integrity. To that end, as a minimum, a Partner will be expected to:

- Deploy only TCI Trained / Certified Personnel on all relevant projects.
- Promote and deploy TCI Project Paint as the Fabric Management System exclusively.
- Maintain accurate records of all TCI services deployment.

### What If I Become a TCI Project Paint Partner?

Businesses deploying the most up-to-date technologies yet demonstrating how they achieve traditional results often gain the largest share of any market. Linking the latest technologies of 'Risk Management' to the more traditional aspects of Painting & Insulation maintenance demonstrates real 'Cost Saving' advantages to your Clients.

A TCI Project Paint Partner can share in the heritage of success, industry trust, recognition and loyalty that TCI have generated over the last two decades.

Adopting the TCI Concepts and deploying the TCI Services and Tools is a proven route to sound business performance, industry acknowledgement and a long term future in the 'External Corrosion Management' field.

**Infoline: 44 (0) 1502 530525**





## **Our recent past Clients have included:**

- Shell - Expro UK
- Shell Global Solutions
- BP Expro - Oil & Chemicals
  - BP Amoco
  - Total - Fina - Elf
    - Esso
    - Conoco
    - QAFCO
  - Phillips Petroleum
    - Zadco
- Brunei Shell Petroleum, BLNG
  - British Gas
  - Atlantic Power & Gas
- AMEC Process & Energy
  - Kvaerner Oil & Gas
    - Brown & Root

**And many others**

*Developed through experience - perfected through time*

TCI Services, The Corrosion Centre, PO Box 38,  
Lowestoft, Suffolk. NR32 3WB. United Kingdom.

**Infoline: 44 (0)1502 530525 Central Fax: 44 (0)1502 531014**

website: [www.tci-services.co.uk](http://www.tci-services.co.uk) e-mail: [partnerinfo@tci-services.co.uk](mailto:partnerinfo@tci-services.co.uk)