

SA's infrastructure projects entice US firm

Carli Lourens

Trade and Industry Editor

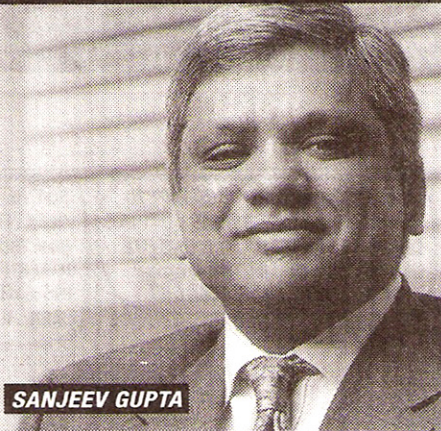
SA's multibillion rand infrastructure ambitions have prompted US project management company Realization Technologies to set up a South African arm.

The US firm helps speed up the delivery of projects in sectors ranging from steel to medical. About 99% of all projects worldwide were delivered late, over budget, or are not delivered to scale, Realization CEO Sanjeev Gupta said yesterday.

At least half of the 180 organisations the firm had assisted to date had seen "significant acceleration of projects or significant improvement of projects," he said. Shorter project delivery times help save project costs and allow new assets to start earning returns sooner. "We're excited

SPEEDING UP DELIVERY

- SA venture is the first fully fledged arm outside the US
- Company to help speed up delivery of projects
- Shorter delivery times help save project costs
- Partnership with empowerment entity in the offering



SANJEEV GUPTA

Graphic: SHAUN UTHUM

about all the things going on in SA," he said, citing government's infrastructure plans but also large planned private sector projects.

The company has associates

in India and Europe, but the South African venture marks its first fully-fledged arm outside of the US.

It has already assisted AECI's

African Explosives in setting up a project management office.

Gupta said the South African company would target infrastructure and minerals processing industries, among others.

He said the company was in SA for the long run. He hoped it would be the biggest of its type in SA in the next 30 to 40 years. The company was talking to two large empowerment entities that were interested in a partnership with the South African arm, called Realization Africa, it said.

Gupta said the company's turnover in that country was growing at about 50% a year. It counts ABB, Lucent, Medtronic and the US Air Force and US Navy among its clients.