

**Client:** ICS Triplex (Part of Rockwell Automation) – U.K

**Brief:** The company was/is a UK manufacturer of PLC Control Systems of the highest integrity to control critical processes. (One of 3 major companies globally)



**Background / Context:** Having introduced them to the market, Alport worked with to achieve significant business growth in a short period of time. Whilst the install-base continued to grow there were significant challenges to support and service the technology due to its global uniqueness. Being the local partner, it was Allport's responsibility to ensure the clients satisfaction

**Objectives of the Service :** Develop a Remote Team trained on this special technology for back-end support and to be able to undertake site work in the region (including Bangladesh and Sri Lanka). Further work was undertaken for the development of software, owing to the overall skills in-house and this led to the development of a manufacturing facility .

### Steps Taken to Implement the Solution:

- Recruitment and management of suitable personnel for sales
- Recruitment and management of suitable personnel for service
- Acquisition of a suitable premises / workshop
- Training undertaken both in the UK and India
- Identification of a Software company to develop the software
- Management and co-ordination of activities of personnel to service the Indian region
- Extension of services to Bangladesh and Sri Lanka
- Local Manufacturing of the Product

**Outcome :** A team was recruited/ managed and workshop developed here in Indian to undertake sales and service in the India and Bangladesh, Sri Lanka region. Further a software company was identified and employed to undertake the software development and the product was manufactured locally in India and successfully supplied to Indian customers.

CLIENT TESTIMONIALS ARE ON SUBSEQUENT PAGES

CLIENT TESTIMONIAL (2000)



Dated: April 25, 2000

Industrial Control Services Triplex,  
Hall road, Maldon,  
Essex – CM9 7LA, U. K.

Dear Mr. Cooper,

This is to confirm that we have in total received and installed 13 ICS TMR Systems for plant wide application of ESD and F&G system on Haldia Petrochemicals Project. Seven ICS Trusted systems have been employed for the Fire & Gas application which are networked together to provide plant wide safety system. Six ICS TMR Systems (Three Regent +Plus and Three Trusted Hybrid) have been employed on ESD System of Naphtha Cracker Associated Units, LLDPE and Integrated Offsites Plants. All the systems supplied are already commissioned and operational.

I would like to take this opportunity to acknowledge efforts of ICS and also those of your representative M/s. Allport International in the success of this project

Yours sincerely,

A handwritten signature in dark ink, appearing to read "Vijay D. Nagarkar", is written above the printed name.

(Vijay D. Nagarkar)  
Control Systems Manager, Bechtel PMT

CLIENT TESTIMONIAL (2000)



SITE OFFICE :  
PO. BOX NO. - 12,  
DURGACHAK, HALDIA,  
DIST. : MIDNAPORE,  
PIN : 721602, WEST BENGAL  
TEL : (03224) 74-007/384/40  
(03224) 74-818/876/87  
FAX : (03224) 74-420/74-88C

245  
RECEIVED 17 MAY 2000

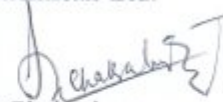
29 April 2000

TO WHOM IT MAY CONCERN

M/s. ICS Triplex plc, U.K. have supplied a number of ICS 'Regent Plus' and 'Trusted' TMR PLC based systems for Emergency Shut Down and Fire & Gas applications for our Petrochemical Complex. The systems have now been commissioned. Our experiences on the 'Regent Plus' systems have been good. 'Trusted' systems, which are a new development and state-of-the-art, have had some teething troubles which ICS have since attended.

Our overall impression about ICS' capabilities as a supplier of TMR PLC systems is satisfactory.

For Haldia Petrochemicals Ltd.

  
S Chakraborty  
Project Director

## CLIENT TESTIMONIAL (2000)



हिन्दुस्तान पेट्रोलियम कॉर्पोरेशन लिमिटेड

(भारत सरकार संस्थान) रजिस्टर्ड ऑफिस: 17 जमशेदजी टाटा रोड, मुंबई - 400 020

HINDUSTAN PETROLEUM CORPORATION LIMITED

(A GOVERNMENT OF INDIA ENTERPRISE) REGISTERED OFFICE : 17 JAMSHEDJI TATA ROAD, MUMBAI - 400 020

928  
RECEIVED 06 SEP 2000

विशाख रिफाइनरी पोस्ट बॉक्स नं. 15, विशाखपट्टनम - 530 011 (आंध्रप्रदेश), फोन : 578200/28, तार : हैपेट्रेफ  
VISAKH REFINERY, POST BOX NO. 15, VISAKHAPATNAM - 530 011 (A.P.), PHONES : 578200/28, GRAMS : HIPETREF

August 28, 2000

### TO WHOMSOEVER IT MAY CONCERN

**ESD System supplied by M/s. ICS Triplex UK  
& commissioned by M/s. ALLPORT Delhi for  
MAB and CAB project.**

This is to certify that M/s. ICS Triplex, UK have supplied "Regent Plus + "TMR PLC for Emergency Shut down (ESD) System on MAB and CAB at HPCL Visakh Refinery. System was commissioned successfully by Allport Delhi and is operational. M/s. BHEL supplied the Main Air Blower (MAB) and Co Air Blower (CAB) and project engineering was done by M/s. Engineers India Limited. We appreciate the cooperation and efforts put in by Allport for commissioning the system timely for completion of the project.

HPCL experience with ICS, as safety system supplier is satisfactory.

  
B. K. NAMDEO  
DGM - VREP

## CLIENT TESTIMONIAL (2001)



**TECNIMONT ICB**  
ENGINEERS & CONSTRUCTORS

KSV/0251/9721  
December 3, 2001.

### TO WHOMSOEVER IT MAY CONCERN

#### Sub: LLDPE Project of Haldia Petrochemical Ltd

M/s Allport International has supplied 6 nos of Marshalling cabinets to Tecnimont ICB for ESD System of LLDPE Plant at Haldia Petrochemical Complex at Haldia in 1999. Tecnimont ICB was responsible for onshore detailed engineering, supplies and construction for this project.

Marshalling cabinets were engineered, manufactured, integrated and tested by Allport International who conducted successful FAT at Delhi, which was witnessed by Tecnimont ICB.

Marshalling cabinets were interfaced with ICS Triplex TMR PLC ESD System at site and successfully commissioned.

Systems are operational at site and we are satisfied with the performance of M/s Allport International Pvt Ltd.

This is issued at the request of M/s Allport International.

For Tecnimont ICB Pvt. Ltd.,

Kuldip S. Viridi  
Vice President (Projects)

TECNIMONT ICB Pvt Ltd

Bldg. No. 2, Plot No. 504, Chinholi Bunder, Link Road, Malad (W), Mumbai 400 064-India  
Phone: +91-22-694 5555 Fax: +91-22-694 5599 E-mail: info@ticb.com

## CLIENT TESTIMONIAL (2004)



### **Petronet LNG Limited**

Regd. Off.: World Trade Centre, First Floor, Babar Road  
Barakhamba Lane, New Delhi - 110 001 (INDIA)  
Tel.: 23413616, 23411411 Fax: 23414271

Dated: 17 November 2004

#### **TO WHOMSOEVER IT MAY CONCERN**

##### Sub: FGS Safety System at Petronet LNG, Dahej.

M/S Allport International has supplied the complete ICS Triplex "Trusted" TMR Fire & Gas and Spill Detection PLC System for Petronet LNG, Dahej Project through the turnkey contractor. M/s TEIL was responsible for onshore detailed engineering, supplies and construction for this project.

The scope included a Six Hundred I/O based Triple Modular Redundancy PLC System along with System Cabinets, Marshalling Cabinets, Consoles, Fire Protection Mimic Panel and Fire Detection Mimic Panel.

The main controller system located in the Control Room is connected to the Remote I/O system located at Jetty through a four-kilometer triplicated fibre optic link.

TMR PLC System was engineered, manufactured, integrated, tested and commissioned by Allport International who conducted successful FAT at their works in Delhi and SAT at Dahej site, which was witnessed by TEIL, Petronet LNG Ltd. and Foster Wheeler (PMC).

System is operational at site since December 2003 and we are satisfied with the performance of Allport International Pvt. Ltd.

  
(Anil K. Joshi)  
SE(E)