



Celebrating a Decade of Excellence



WHAT WE DO

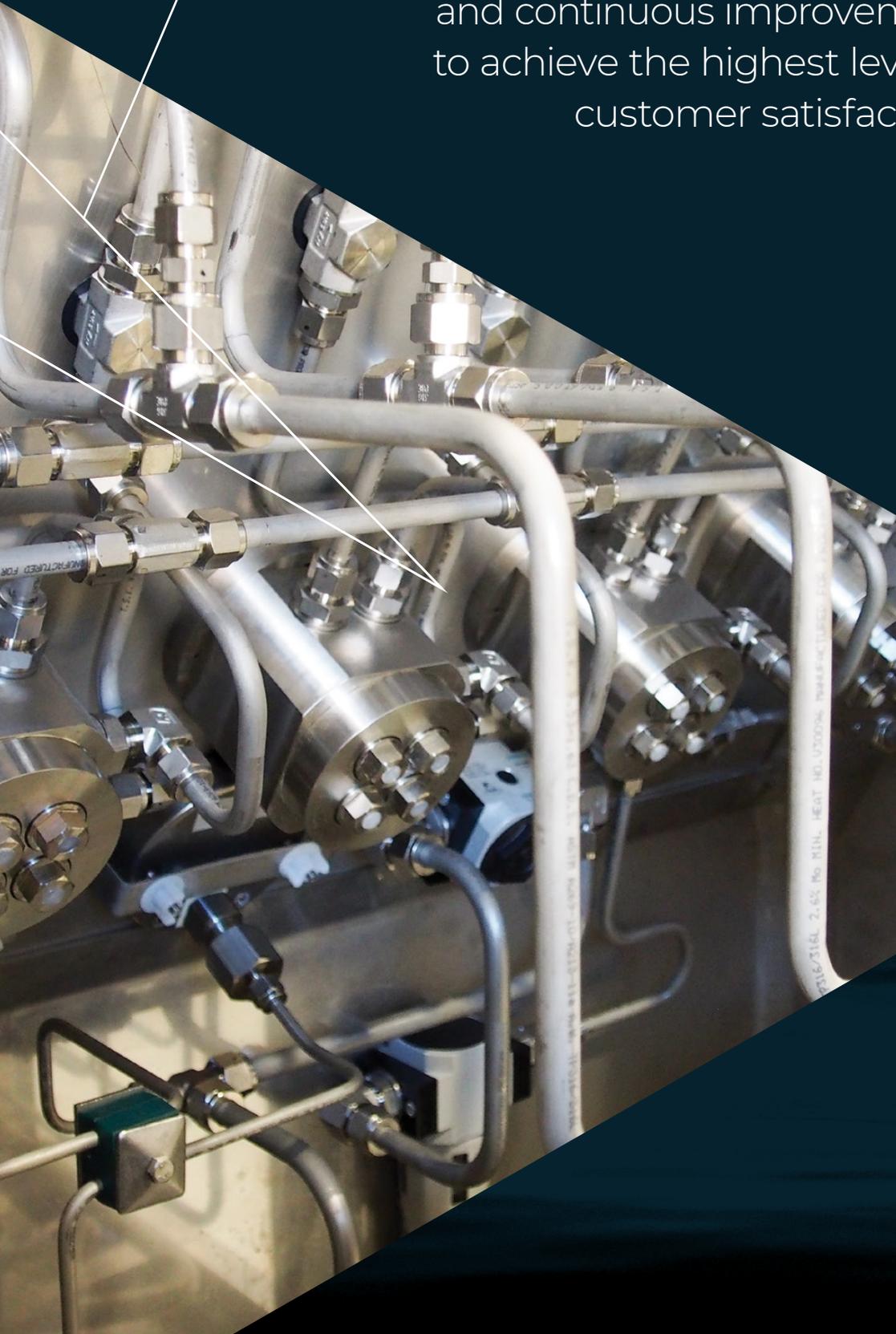
- ▶ Service
- ▶ Engineered Solutions and Project Management
- ▶ Equipment Hire
- ▶ Sales

Capabilities Statement



Vision

To be the recognised leader within the fluid power industry through responsiveness, operational excellence and continuous improvement to achieve the highest level of customer satisfaction.



Values

Our reputation for excellence in the oil and gas, mining, defence and marine sectors is built on integrity.

Passion

- ▶ We are driven to succeed
- ▶ We enjoy taking on challenges where others have said no
- ▶ If required, we will go beyond our means to solve our customer's problem

Safety

- ▶ Zero Harm policy
- ▶ Stop work
- ▶ Think beyond HEA about how the equipment or service will be used by our customers
- ▶ Actively share all learning within the industry via appropriate channels

Communication

- ▶ We communicate early to identify and resolve issues
- ▶ We communicate often to keep all stakeholders updated

Partnership Approach

- ▶ When you engage HEA, we are not just another vendor, we engage actively with our customers to achieve the best outcome
- ▶ We collaborate all projects' learnings with our customers to strengthen our bond and trust

People

- ▶ We train and retain our biggest asset – our employees
- ▶ We create a welcoming, flexible and healthy workplace for all

Quality Assured



Hydraulic Energy Australia's values reflect who we are and what we stand for as a company.



SAFETY

Safety is our way of life and begins and ends with each HEA employee.



QUALITY

Providing premium value to our clients, through outstanding products and unsurpassed service.



CUSTOMER

We develop relationships that make a positive difference in our customers lives.



ONE TEAM

Together we make a difference through respect, pride and continuous improvement.



INTEGRITY

The best version of you is you, so 'be real' and maintain integrity at all times.



ACCOUNTABILITY

Be your own customer and treat others as you would like to be treated.



Service

We have a dedicated and experienced team of engineers, technicians and administration staff to provide a full spectrum of in-house and site-based services on clients' assets.

Site-based Services

We have a team of experienced and qualified hydraulic specialists and necessary equipment to provide the following onshore and offshore services:

- ▶ Scheduled maintenance services
- ▶ Preventative maintenance programs via trending condition monitoring and reporting
- ▶ Facility or equipment audit to define scope of work
- ▶ Shutdown planning, management and delivery of work scopes
- ▶ Tube installation
- ▶ Hydraulic troubleshooting and fault finding
- ▶ Hydraulic pressure testing and flushing
- ▶ Modification and upgrades
- ▶ Equipment installation, commissioning and decommissioning
- ▶ Operator provision for specialised operations

Service contracts and frame agreements

We have a track record of successfully delivering long-term service contracts for client assets including the following:

- ▶ A complete after-market service to manage planned maintenance, repairs and certification in accordance with client-approved procedures.
- ▶ Practical and optimised asset maintenance
- ▶ Manage operational readiness of client equipment
- ▶ Periodic reporting to client on status of their assets
- ▶ Generate price book for standard maintenance scopes to assist clients with their budget planning

In-house Services

In our modern and well-equipped workshop situated in Beckenham, Perth, we offer the following services:

- ▶ Water glycol & mineral oil-based hydraulic systems
- ▶ Pneumatic & electrical powered systems
- ▶ Pressure testing up to 65,000 psi
- ▶ Flushing up to 2,600 lpm
- ▶ Fluid analysis and reporting
- ▶ Bespoke designed clean room
- ▶ Test and tag pressure relief valves
- ▶ Large cylinder strip down and testing
- ▶ Accumulator internal and external inspection
- ▶ Pressure testing and flushing of bladder and piston accumulators
- ▶ Hose supply & manufacture
- ▶ Hose survey, register and maintenance programs
- ▶ Repairs and testing of hydraulic pumps, motors, cylinders and all types of hydraulic equipment
- ▶ Equipment cleaning and wash down
- ▶ Waste disposal
- ▶ Short-term / long-term storage solutions and preservation
- ▶ Lathe and milling work
- ▶ Fabrication and welding

Engineered Solutions and Project Management

We offer a multi-disciplined design service to create standard and custom engineering solutions through a lean project management approach.

We actively encourage innovation, creativity and collaboration with others to solve every technical challenge in an efficient and cost-effective way. Our engineering capabilities to design multidisciplinary fluid power systems include:

- ▶ Dedicated team to generate engineering solutions
- ▶ Technical interface management
- ▶ Planning and delivering system integration testing as part of equipment mobilisation incorporating HEA hire equipment, client provided equipment and new build equipment
- ▶ Document management system to manage client numbering requirements
- ▶ Prepare hydraulic schematic (2D) using AutoCAD
- ▶ Prepare fabrication, sub-assembly and assembly drawings (3D) using Solid Works
- ▶ Perform engineering calculations for client or third party review
- ▶ Prepare engineering work packs for brownfield modifications or refurbishment
- ▶ Engineering, procurement and construction management activities for turnkey projects
- ▶ Undertake regulatory approvals e.g. design registration of accumulators
- ▶ Generate all technical documents including, but not limited to, Drawings, Factory Acceptance Testing procedure, Site Integration Testing procedures, Operational Manuals etc.
- ▶ Technical training

Whether it's a big or small project, our proven engineering delivery model is supported by the following key activities:

- ▶ Identify, understand and clearly establish the problem statement
- ▶ Develop and evaluate engineering concepts
- ▶ Prepare basis of design for client approval
- ▶ Detail design for equipment manufacture and assembly
- ▶ Engineering supervision during manufacture, testing, installation and commissioning
- ▶ After-sale technical support



Sales

We offer a range of products from leading manufacturers around the globe.

In our warehouse situated in Beckenham, Perth, we manage a local stock of products for immediate delivery to our customers. Our sales capabilities include:

- ▶ Supply OEM parts from a wide range of manufacturers, e.g:
 - HP / LP pumps, valves and hydraulic fittings
 - Filtration products
 - Gear, vane & piston pumps / motors
 - 316SS tube and tube fittings (medium and high pressure)
 - 316SS hose tails and ferrules
- Hydraulic hoses including pressure testing & tagging
- Thermoplastic hose
- Pigtail protective wrap for hoses & electrical cable
- ▶ Application support to integrate OEM parts into client's equipment
- ▶ Rapid delivery from anywhere in the world through our logistic partners
- ▶ Customs clearance for imported parts or systems



Equipment Hire

We offer a wide range of tools and equipment readily available for short or long term rental.

All of our rental equipment is designed and built to meet the requirements of onshore and offshore projects. All of our rental fleet is ready for site mobilisation on the same day.

- ▶ Rental fleet includes:
 - Air operated hydraulic power units
 - Electrical hydraulic power units
 - Hazardous area equipment
 - Pressure testing units
 - Flushing units
 - Nitrogen Booster packs
 - Portable filtration trolley
 - Accumulator charging kits
 - Data recorders
- Calibrated pressure gauges
- Chart recorders with NATA calibrated pressure transmitters
- Hose fittings and adapters
- ▶ Technical personnel to write custom procedures for integration of our rental equipment with the client's package
- ▶ Prepare and mobilise rental equipment as per project requirements e.g. project specific fluid, cleanliness requirements, specific pressure settings etc.
- ▶ Technical documentation is included with all rental equipment
- ▶ Experienced and trained personnel to operate rental equipment

Testimonials

Icon have been using the services of Hydraulic Energy Australia since the company first began.

I was responsible for managing a large number of projects that required the manufacture and supply of numerous hydraulic power units, delivery of spare parts, factory acceptance testing and preparation for international freight, along with all the supporting documentation and certification.

HEA provide all of these services under one roof. Their product knowledge is first rate, the quality of components and level of workmanship that goes into their equipment builds is exceptional, and they always deliver on time and on budget. Their technicians have an eye for detail and you can see that they all take pride in their work.

- ICON ENGINEERING

HEA are a professional and experienced team consistently maintaining high standards of quality, performance, on-time delivery, product knowledge and customer service

- AUSTAL SHIPS

HEA's engagement on thyssenkrupp's South Flank Machines Package has been very successful. It benefited project execution and established a positive relationship between two companies.

- THYSSENKRUPP INDUSTRIAL SOLUTIONS (AUSTRALIA)

A Quality Company that has the knowledge, skill and workmanship to provide a Quality service whenever required.

- CAVOTEC AUSTRALIA





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