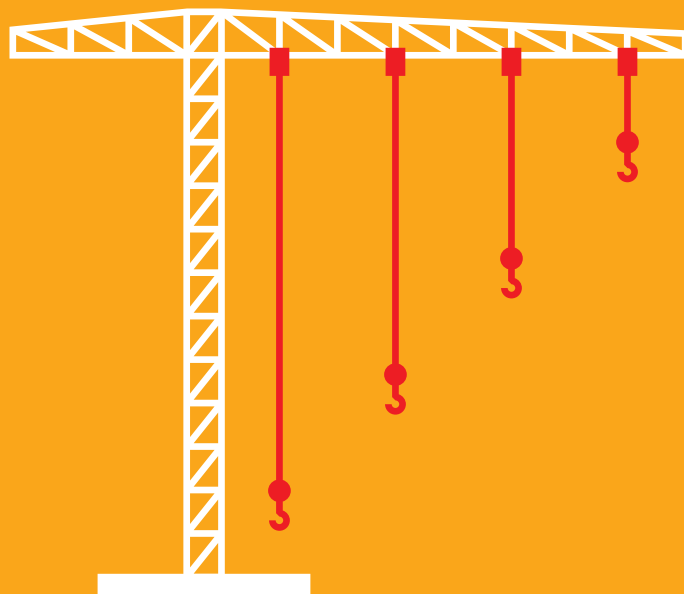

Be trusted for safety?

Know how.

With funding from the European Union, we helped IMA-Energy LLC achieve ISO certification and expand their client base to large international firms.



Electrical installation, Azerbaijan

We helped IMA-Energy LLC, an electrical mounting and installation firm in Azerbaijan, put in place the correct procedures to receive ISO certification in Environmental Management and Occupational Health and Safety. Within a year of completing the project, IMA-Energy was taken on as a vendor for several large international firms and their turnover increased by 127%.

A fast-growing, dynamic firm, IMA-Energy wanted quality and safety to be their trademark. They needed the certification to confirm that they met international standards in these areas.

We connected IMA-Energy with a local consultant, Zygon Caspian Consulting.



IMA-Energy wanted to develop their reputation based on safety and quality.

The consultant:

- Developed a Health, Safety and Environment Policy
- Created new evacuation procedures
- Established new procedures for internal auditing, risk assessments, incident reporting and environmental management
- Wrote a manual for the company to use to train their staff in the new systems.

After the project, IMA-Energy successfully received both ISO certifications they were pursuing. This led them to participating in local and international tenders and cooperating with several international companies, including McDermott, the State Oil Company of the Azerbaijan Republic (SOCAR), Global Energy and the Four Seasons Hotel. In 2012, they were included in BP's vendor list, and were one of the companies invited by BP to participate in the Oil and Gas exhibition in Baku. Within a year of the project, they had increased their number of employees by 11% and turnover by 127%.

IMA-Energy have now gone on to do more projects with us. We recently connected the company to an Italian expert in engineering who will help them develop the quality and information management systems and organisational structure to support their rapid growth.

www.ebrd.com/knowhow

Turnover
+127%

Employees
+11%

Productivity
+104%

Client contribution
€7,118

Total project value
€17,795