



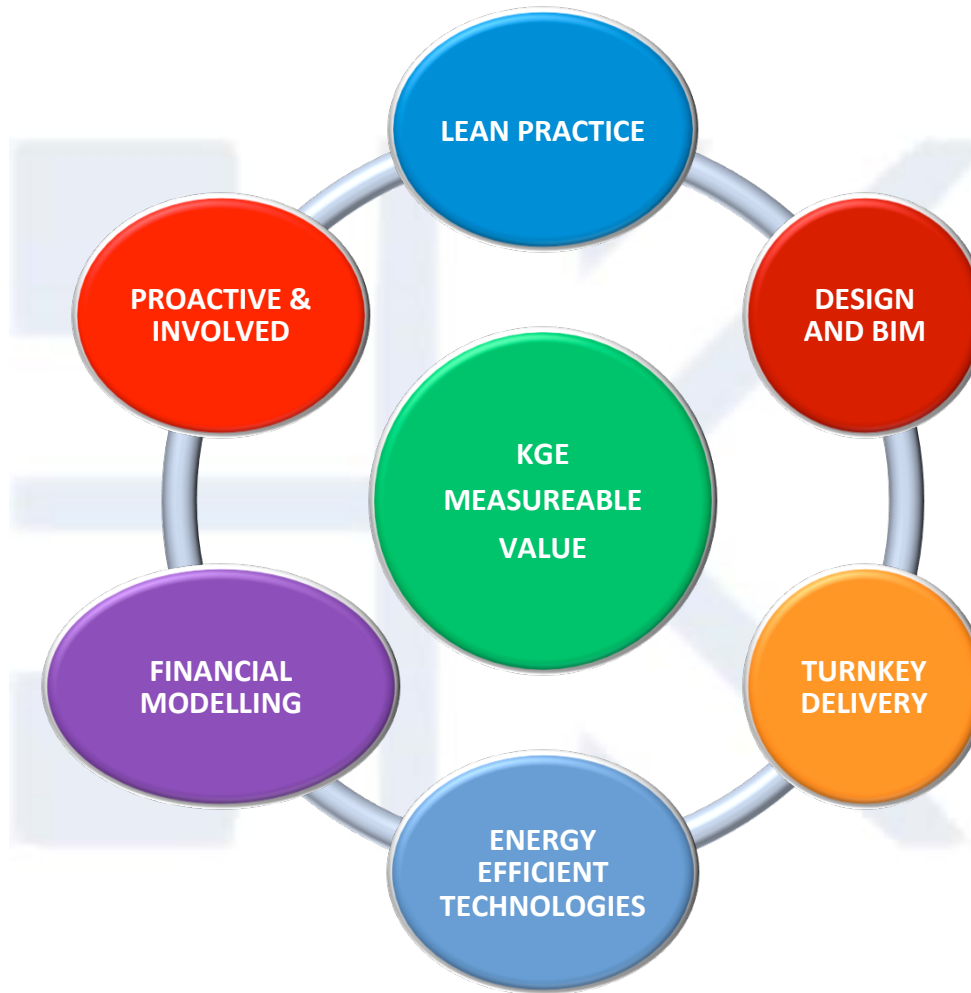
KIRBY CORPORATE PROFILE

Kirby provides world class engineering and construction services to the mission critical, process industrial and clean-tech market sectors

Key Information

- Private Company / 5 Owners / Established 50 years
- Strong Financial Track Record - € 120m turnover and € 13m net assets
- Key Services : Mechanical, Electrical and Data
- 600 employees
- Offices in UK(3#), Ireland(3#) and Belgium(1#)

Kirby Group – Key Differentiators

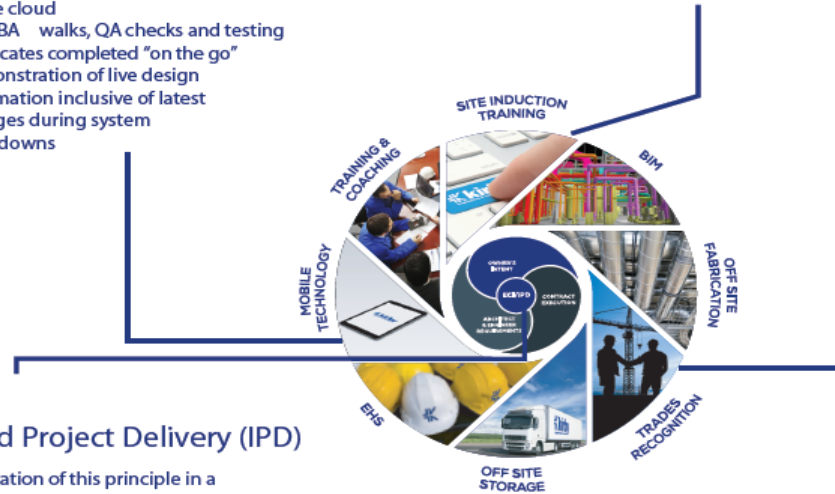


Mobile Technology

- The use of tablets in the field had the following primary benefits:
 - Indirect cost saving of 8%
 - Direct cost saving of 16%
 - Teams can red line drawings and save directly to the cloud
 - SMWBA walks, QA checks and testing certificates completed "on the go"
 - Demonstration of live design information inclusive of latest changes during system walk-downs

Site Induction Training

- Primary benefits of these changes:
 - 8 hours saved for 400+ inductions
 - Saving to trainers time
 - Electronic scheduling and tracking of training records



Integrated Project Delivery (IPD)

- The application of this principle in a collaborative environment enabled the following primary achievements:
 - Identification and resolution of constructability issues (through the integration of design and construction teams) prior to any impact on productivity during the construction phase
 - Substantial saving through reduction in original scope of work by 17%
 - Development, adoption and implementation of a schedule driven productivity dashboard
- Other benefits of IPD principles application:
 - Submittal and approval of alternative materials and suppliers
 - Clear definition of constructability scope
 - Reduction in quantity of RFI's during the construction phase
 - Reuse of existing systems parts and avoidance of unnecessary de-install

Trades Recognition

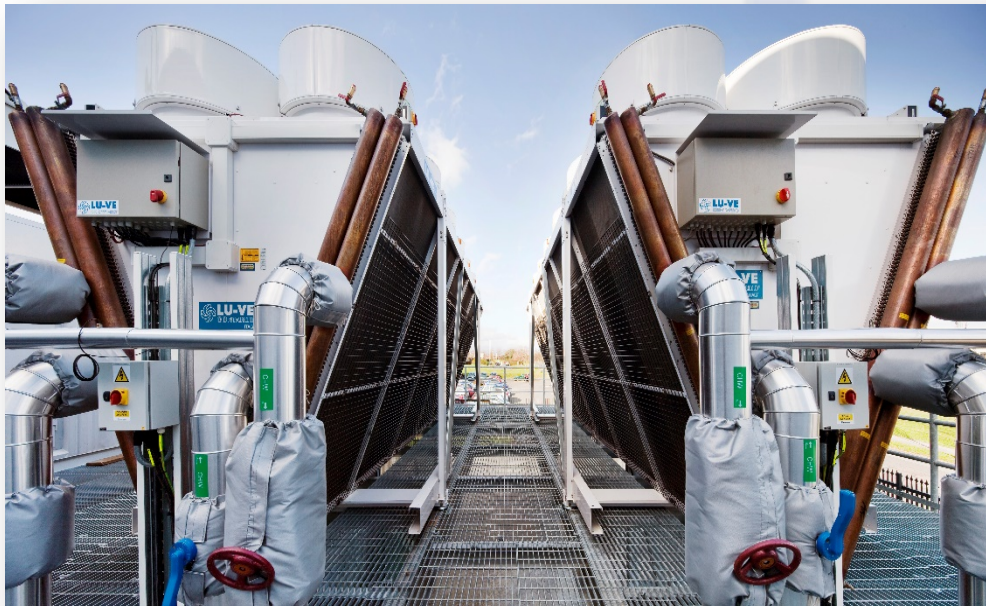
- Primary benefits of these schemes:
- 930,000+ incident and injury free man hours.
 - Achieved all SL1/SL2 and project milestone dates.
 - Lowest SOR rate.

Case Study – Energy Efficiency Technologies

a) Kirby lead technology partner with client :

- identified technology, undertook feasibility studies, secured finance

b) Kirby as lead Design, Build and Commissioning partner with client :



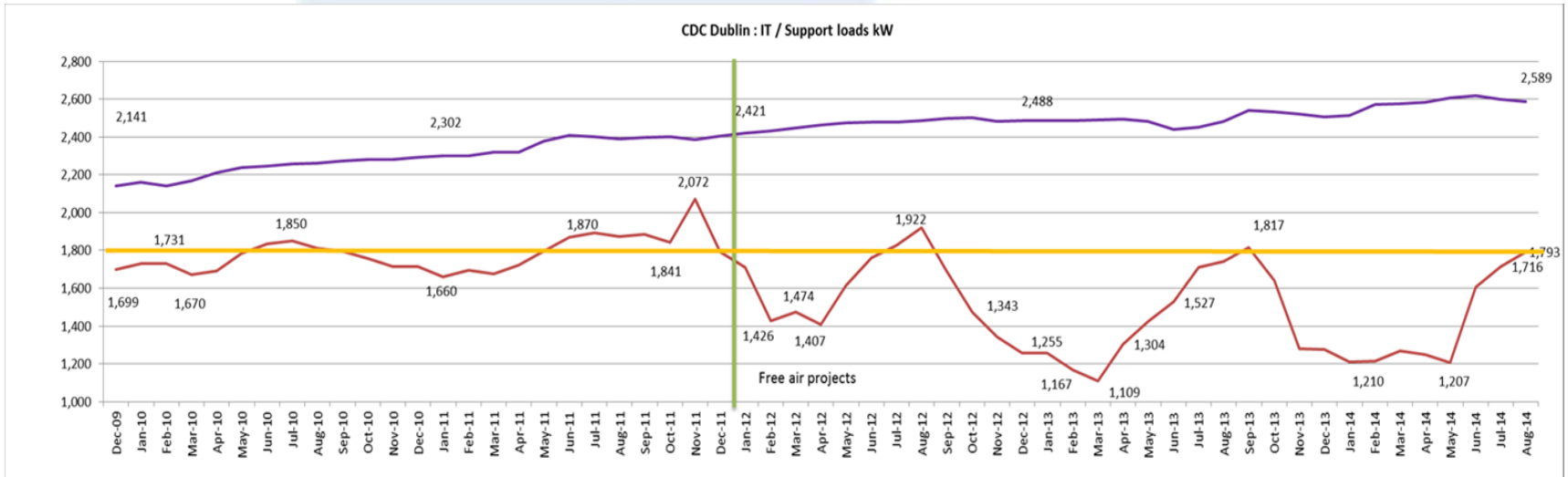
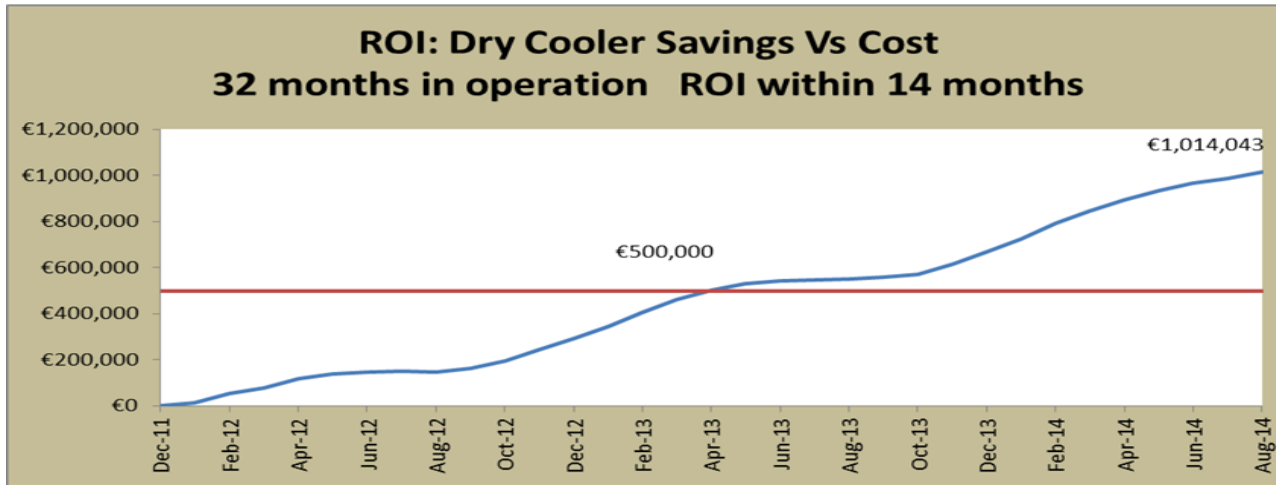
Technology and Environment

Design, Installation and
Commissioning of 3 # Dry Coolers

Partial Free Cooling up to 16C
Full Free Cooling @ 8C and lower

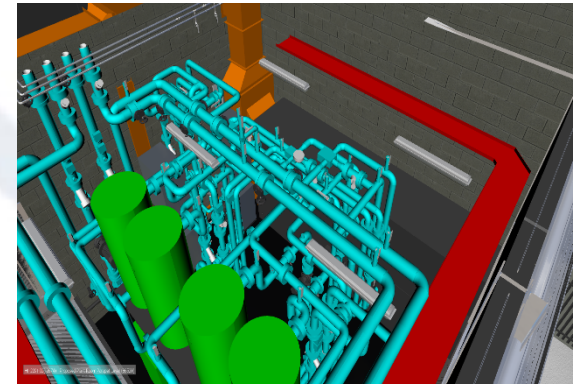
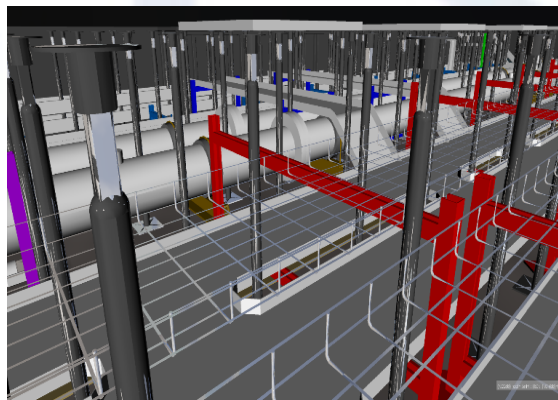
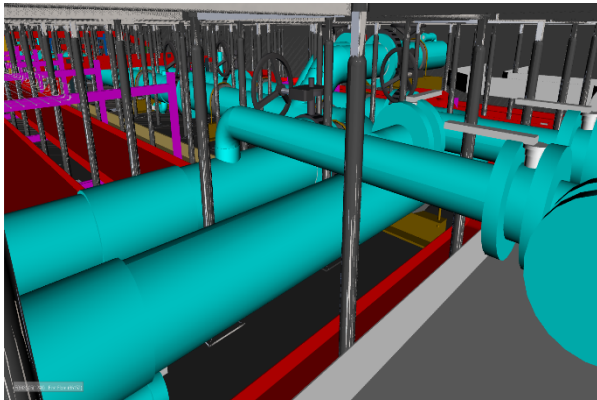
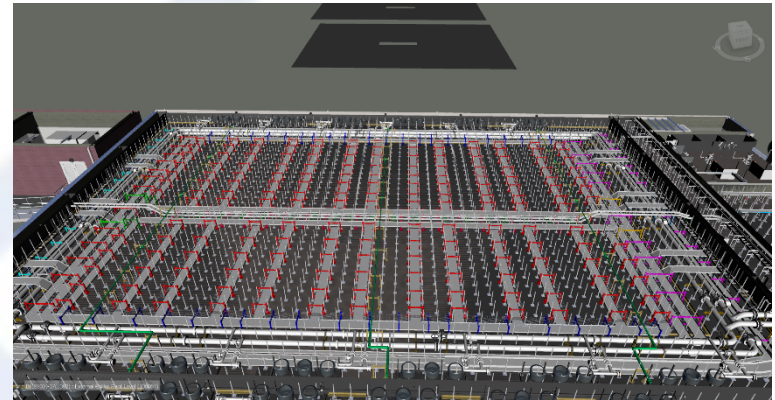
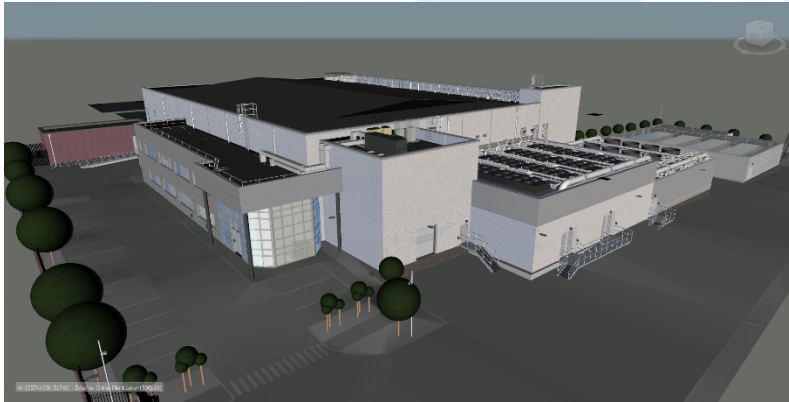
1,723,996KWh reduction
918,000Kgs of CO2 reduction

Case Study – Energy Efficiency : The Results



Case Study – 3D modelling of new build DC

Project Scope : Retrofit of existing warehouse building to accommodate 12MW Tier III designed Data Centre



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