



6SConsultants

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Business and Technical Consultancy on Power, Communication and Composite Cable Systems.

6SConsultants can provide all types of consultancy, business and technical assistance to customers, operators, manufacturers, contractors, sub-contractors, insurers, banks, venture capitalist and other institutions involved in the development, deployment integration and operations of all types of Power & Communication cable systems. 6SC has a combined experience of over 50 years in the design, marketing, selling, management and installation of a variety of cable system technologies and have a variety experience in working in a variety of countries around the world.

Recent Consulting Projects

- Risk analysis on a major land/sub-sea power cable system in Australia.
- Due diligence on a cable system in the NW of the USA. This involved looking at the technical, operational and financial aspects and producing an outline operational and financial plan for the future acquisition of the cable system.
- Developing an Insurance Claims Consultancy business with a leading firm of Insurance Brokers.
- Undertaking a review of Maintenance arrangements for Submarine Cable Systems.
- Compiling a Market database of Repeaterless Submarine Systems and 'ad-hoc' editorial of the on-line newsletter SubCableNews (www.subcablenews.com).
- Providing Technical support and on site QA to a major worldwide Cable Manufacturer.
- Project managing a variety of power cable projects throughout the UK.
- Providing on site technical assistance to a major umbilical manufacturer.

Typical Tasks

- Developing, Analysing and re-evaluating business plans associated with individual projects and operations.
- Technical support in Sales and Marketing process, developing Sales proposals, competitor analysis and technology analysis.
- Developing Project Proposals, writing and evaluating tenders, evaluating existing project and site management plans, working with and providing assistance to Legal teams.
- Assisting in analysing insurance proposals, claims and evaluating project and operating risk including site surveys. Advice in arbitration or court proceedings
- Compiling, negotiating, implementing and managing major and minor subcontractors.



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- Providing support, evaluation and management for technical and development operations, developing specifications and quality standards, reviewing manufacturing and quality procedures and results.
- Marine Operational overview and support in working within a project or maintenance environment.

Profiles

Lawrence Smith

Has over 20 years experience in the cable and Telecommunications industries, working at STC (3yrs), GPT Submarine Communications (10Yrs), Siemens Cable & Network Engineering Divisions (3 Yrs) and Pangea Networks (2Yrs). More recently he has been self-employed consultant to the cable industry, insurance market and various telecommunication companies. The expertise includes senior customer facing Project and Contract management, from concept to operations, including dealing with regulatory authorities, lawyers, venture capitalists and bankers. He has worked all over the world in selling, developing, negotiating and project managing a range of cable system projects and has expertise in communication system technologies. Recent experience includes working on risk management proposals for a major Japanese corporation and continues to work on a 'Delay in Start-UP claim' on a major submarine cable system in the Asia Pacific Region.

Has an engineering degree from Liverpool University and an MBA from the City University London.

Rod James

Has over 30 years in the cable industry, working at AEI Cables(20Yrs), GPT Submarine Communications(5Yrs), BICC Power Cables(3Yrs) and Pirelli Cables (2Yrs). Expert in the design, construction, manufacture and installation of all types of cables from 400KV+ super-tension power cables to power/communication composites and optical fibre cables. Many of the projects have been successfully installed in the North Sea Offshore Oil fields, South East Asia and all parts of the world. Skills include customer facing Project and Contract management, the selection, and negotiation of sub-contractors and overseeing of marine/terrestrial installation teams. His expertise includes all forms of land & marine installation and burial techniques. Recently for Pirelli, his experience has involved working in a direct Sales and Technical support role for the submarine power cable group and the UK Terrestrial projects group. At Pirelli cables he was Sales Manager and worked on the final contract for the Basslink cable.

Rod was an apprentice at AEI, designing and manufacturing cables and accessories for terrestrial and submarine applications.