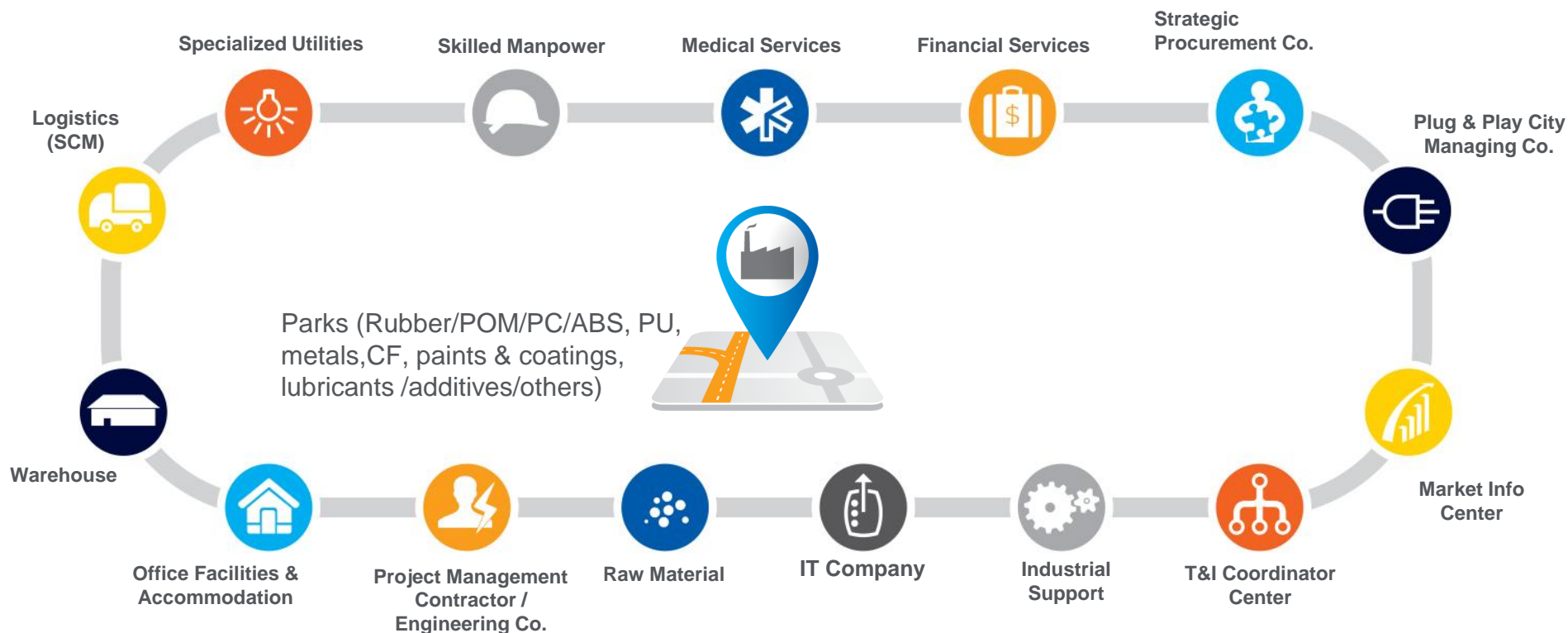


# SPECIALIZED INDUSTRIAL PARKS REALIZATION PROCESS: THE PLUG & PLAY MODEL

CHAMBER OF COMMERCE EASTERN PROVINCE

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# PLUG & PLAY CONCEPT



## Free Zone Plug & Play City Gated and Fenced



Seaport



Airport



Railroads



Roads

## PLUG & PLAY CONCEPT

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Plug & Play model offers a complete integrated infrastructures, general & specialized services, supported by the enablers which bring competitiveness for investors.

In Summary:-

- One-stop shop for all paper work approval and permits
- Synergize your industry presence with other manufacturers
- Access trained workforce
- Rent general services
- Rent specialized industrial services
- Technology and Innovation coordination center on site
- Market information center
- Park strategic procurement services; synergize on volume

## PLUG & PLAY OBJECTIVE AND DEFINITION

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- Plug and Play Cities will produce parts and finished materials for wide industrial application hosted in the kingdom of Saudi Arabia for consumption by markets in Saudi Arabia, Middle East, Africa and Europe
- Plug and Play Cities are geographic concentrations of industry focus competing, complementary, or interdependent firms and industries that do business with each other and/or have common needs for talent, technology, and infrastructure. The firms included in the city may be both competitive and cooperative

## PLUG & PLAY BENEFITS

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- Low capital investment (CapEx), almost less by 30% - 40%
- Low operation cost by 10% due to shared services
- Faster business start up
- Easy entry for investor
- Ready made specialized infrastructure;
  - Under the ground (water, electric power, communication ...etc)
  - Above the ground (building, shared facilities, warehouses ...etc)
- Ready made utilities; steam, waste treatment, cooling water

## PLUG & PLAY BENEFITS

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- Employment in the Plug and Play City is more concentrated in the region and it is emerging area of specialization.
- Increased productivity through specialized inputs, access to information, and synergies
- More rapid innovation through T&I coordination center
- Fast respond to the constant shifting of the market
- Economies of scale can be gained by group purchasing within the park
- Access to a specialized workforce program
- Access to specialized suppliers within the park

## PLUG & PLAY ELEMENTS

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Availability of specialty Industrial services, design for specific industry (operate with low profit margin)

- Strategic procurement services
- Specialized utilities, IT services, and general services (Medical, host the financial services, office facilities & accommodation, safety and security)
- Park operations (run and maintain)
- Marketing information center
- Full industrial services workshops offering machining, services, repair of equipment, and replacement of parts for a variety of industries
- Project management and advisory services for new projects



## PLUG & PLAY ELEMENTS

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Availability of specialty Industrial services, design for specific industry (operate with low profit margin)

- Engineering services
- Supervision of construction measures and commissioning
- Availability of logistic Infrastructure such as warehouse, tanks, packaging facilities
- Specialized logistic service provider for the park industries



# PLUG & PLAY ELEMENTS

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## Market information center

- Provide market information related to park finished goods
- Market intelligence
- Advocate the park's goods to the customers

## T&I Coordination Center

- Provide technical support
- Bring solution and innovation ideas
- Access to SABIC T&I centers



# PLUG & PLAY ELEMENTS

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## Skilled Manpower

- Qualified Saudi labor force
- Specialized skills fit to each park needs

## Accessibility

Served by a diversified transportation network and connections to all major markets:

- Seaport
- Airport
- Railroads
- Roads



Seaport



Airport



Railroads



Roads

# PLUG & PLAY ELEMENTS

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## One-Stop-Shop:

Operating a one-stop-shop for all the necessary licenses, and approvals required:

- Issue the licenses, obtain the registrations, complete the subscriptions, get visas, and approvals
- Provide investors with information on rules and regulations
- Help investors to communicate with the various companies, suppliers, and government agencies involved

# CHEMISTRY THAT MATTERS™



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