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## SNAPSHOT Meet and Greet SCD Partner Danesh Services

Takoradi company claims training and efficiencies lead to definitive business opportunities with MNCs



Photo: Danesh Services company logo

***In spite of low oil prices across the energy sector, SMEs such as Danesh Services are thriving. Applying international best practices alongside certifications, they are recording increases in contracts as well as employees. SCD has become the pillar which has boosted Danesh's morale and brought them into the limelight.***

Late 2015 and early 2016 seem like trying times for companies in the oil industry. Worldwide, a slump in the price of crude has led to significantly reduced activity related not just to investment in newly located fields, but as well ensuing level of service activity often times fulfilled by local companies like *Danesh Services* of Takoradi, Ghana.

Danesh CEO Francis Eshun claims the company is outperforming targets and expectations, and in fact is investing and increasing its presence and visibility across the local market. He attributes much of the firm's success to its strategic partnership with the Ghana SCD Program.

Participation in SCD trainings has led to remarkable improvements not just to Danesh' administrative but as well technical operations; participation in EHS, QMS and Procurement, as well as efforts related to commercial transparency have led the way for internal restructuring of the firm. Mr. Eshun states that not only has morale been affected amongst staff, but financial performance has been astounding – efforts to revamp its collections process has resulted in payment of an outstanding contract worth nearly 50,000 GHc, and a massive increase in revenues during the last four months of 2015 was recorded, with more envisioned on the way as efforts are taken to bid on new tender opportunities.”

Companies such as Procorre Consulting, SA have awarded them contracts. Danesh has also over the past 6 months been servicing well-known UK firm *Technip* with 'Meet and Greet' services, HR outsourcing and Administrative/Payroll services valued at *236,000 GHc each 3 months*. This contract is anticipated for continuation and expansion as *Technip* becomes even more confident on Danesh' ability to deliver. Other firms, such as Tullow Oil, and Harlequin all at present have pending discussions for contracting of Danesh Services for their own respective operations.

A TRACE certified company, Danesh Services has high hopes for a bright future in 2016 and beyond – one such opportunity is with the Ghana National Petroleum Company to provide personnel and HR management services for upward of 250 employees on an infrastructure project located in northern Ghana.