

## COST-SAVING SOLUTIONS

Middle East Engineering Solutions LLC (MEES) is working towards providing economical and effective solutions in the Building services, Acoustics and vibration, Building materials and Automations space, says K G Muralidharan, managing director

### Can you share details about MEES operations in Oman?

Middle East Engineering Solutions LLC (MEES) commenced operations in 2010, with the concept of bringing all MEP solutions under one roof and ensuring quality and tested products from around the world. This is a very big goal, which we are earnestly working to make it a reality. We are blessed with exclusive agencies from pioneers in the respective fields, and we are now proud representatives of 31 exclusive products / solutions. To ensure quality in our works, we are working and certified to ISO standards, and we are ISO certified for Acoustic works. While we started from a one-man show to a team of 25 people and a warehouse and with very strong footprint in the Oman market in all the fields that we are working on, we have been awarded four times by Dossier magazine, including the Best MEP supplier in 2021. With the Blessings of Almighty, we shall move towards in giving economical and effective solutions in the Building services, Acoustics and vibration, Building materials and Automations.

### What are the company's innovative and cost-effective energy saving solutions in the commercial and industrial space?

Well, historically, we are known for unique and innovative product / solutions in this field in Oman, to name a few. In air-conditioning, we are working on a solution with dual path technology solution which will not only give cost saving, by giving a 50 per cent reduction in the running power cost, but also hygienically most suited for common areas as this is utilising 100 per cent fresh air. We are also

integrating HVLS fans along with the Air conditioning, which results in the reduction of heat load, thereby reduced power and costs. In plumbing, we are working on Press technology, not only for PEX pipes but also for Metal pipes for moving water and gas, and totally avoiding usage of Welding/ flanging/ screwing / Adhesive, which helps in avoiding leakages, and also saving time. In this PEX system, we can avoid any joints, up to 25 meters of run, which is a great advantage in the residential and commercial applications and can be covered inside the wall. In the Acoustics, we provide Printed Acoustic panels, high-density Polyester fibre panels, which eliminates any usage of Fabric and Fibreglass products, which is harmful for humans. We are also offering alternative solutions for conventional Plant room acoustics, without the usage of timber and Rock wool, which is again hazardous to humans. In the field of Air quality management, we have solutions that are offered which does not require any maintenance (the conventional system of UV bulbs require replacement every eight months, and the HEPA filters require periodical cleaning and replacement, and also treating the air which only passes through it), and also sterilises not only the air that is passing through it, but also the space which the Air conditioner is serving, and this solution can be applied from the normal split units to central Air conditioning systems.

### How is the company addressing the energy challenges of today and tomorrow?

Well, we are offering solutions for energy savings and recovery in the field of Air conditioning. We are also



working on a solution to generate drinking water from air. This is a proven technology in India and other places. If this solution is successful in Oman, then we are looking at providing drinking water in all Wilayats, without any need of piping / pumping or water transportation through vehicles, and also in the deserts and mountains which are tricky and also expensive, and saves a lot manpower and energy utilisation.

### What are the company's expansion in 2022?

Now, we are working with a strategy of having a sales team out in the market. We are working on an expansion strategy of second line of sales in our seven divisions, so that the service to the clients is not hindered in anyway, even if the sales engineer is busy or not available, as the client is the most important link in our business, and the service and response to the client, should not be effected in anyway. We are also looking into expansion of our warehouse, so that we can stock and sell most of the consumable HVAC and building service items.