

EXECUTIVE SUMMARY

Mr. Upul Nalinda has been working in the engineering field for over 13 years. He began his career as a design Engineer of Large Japanese M & E construction company call Sin Nippon Air Tech in 2002 after Graduated from University of Moratuwa. After that he has worked with several companies like United Nation (UNOPS), Holcim Lanka & Mahawali Marine.

He formed the company “Esteem Engineering (Pvt) Limited with single permanent employee. The first employee was an engineer by profession. Esteem Engineering was offering the services in Civil Engineering & Architectural Consultancy services to the clients. Due to the increasing demand from the clientele, Esteem Engineering quickly expanded offering services in Architecture, MEP, QS and Project Management, offering their clients a total package in the consultancy.

While he was doing the business, he started the MBA to improve his entrepreneurial and managerial skills. In the MBA class, he met Mr. Amila Priyadarshana as his group member, working as a General Manager Finance at Associated Motorways (Pvt) Limited (AMW). Mr. Amila was a BSc Business Administration graduate at university of Sri Jayawardenepura and by profession he is a chartered accountant with the post qualified experience of ten years.

Since the company at the initial stage, Mr, Nalinda wanted some help to improve the finance side of the business. As Mr. Amila currently works for a private company as per the company regulations he is unable to take a permanent position as a Director in a company while being employed at the AMW. However, he has accepted the role of Finance Director (FD) in developing the proposed business line as a part of the skill project.

With the expansion of the business, the dependency from outside supplier was increasing with respect to the fabrication works. Further, the quality of the work was also not satisfactory and it finally affected adversely to the overall quality of the entire job. There were supplier delays and affected to meeting the project timelines. According to the discussion between Mr. Nalinda and Mr. Amila, a feasibility analysis of starting the fabrication workshop for the company, was conducted with the intention of overcoming the stated issues.