



EXCEL MARCO



PACE-Driven, Performance-Focused.

The Excel Marco Innovation Framework

PACE-Driven, Performance-Focused

Our Vision

To be the trusted leader in delivering smart, secure, and sustainable solutions.

Our Mission

Engineering solutions that create stakeholder values, empower people, and accelerate performance through technology.

The PACE-Driven Model



Our solutions

Industrial Internet of Things (IIOT)

- **Facilities Management Solution**
 - Perimeter Security
 - Operational efficiency
 - Maintaining worker health and safety
- **Waste and Water Monitoring**
 - Smart Irrigation
 - Remote Monitoring and Control
 - Leak Detection and Prevention
- **Non-Critical Asset Monitoring System**
 - Resource Optimisation
 - Data Transparency and Accountability
 - Predictive Analysis
- **FPSO/FSO Environment Monitoring**
 - Safety Enhancement
 - Predictive Maintenance
 - Asset Tracking and Management
- **Energy Monitoring Solutions**
 - Real-Time Energy Usage Tracking
 - Power Consumption Analytics
 - Efficiency Optimisation and Reporting

Excel Marco Industrial Systems Pte Ltd is a leading control and automation integrator specialising in **Process Control, Process Safety, Automation and Control Systems, Digitalisation, and Industrial IoT (IIoT)**.

We deliver end-to-end engineering solutions across key industries including Marine, Oil & Gas, Petrochemical, Power Utilities, and Water Treatment.

Our offerings also extend to **Operational Technology (OT)** and **Information Technology (IT)** services, ensuring secure, integrated systems for our clients.

With a wealth of expertise, we deliver smart and sustainable solutions that empower business, boost performance and unlock long-term value.

Leveraging our proven expertise to lead future markets.

Excel Marco is a leading control and automation integrator specializing in:

- Process Control & Safety
- Industrial Control & Safety
- Power & Generator Control
- Industrial IoT

Our target markets:

- Marine & Offshore
- Chemical & Petrochemical
- Power Generation & Water Treatment



As an ISO9001:2015, ISO27001:2022 : IEC61511-1; IEC62443-2-4 certified company, we incorporate a clear business objective to provide SAFETY and CRITICAL CONTROL solutions of the highest quality to our customers.

Our wide variety of engineering services range from functional safety assessment, system design, panel integration, programming to turn-key system solution of Process Control, Safety Instrumented System, Critical Control and Safety-related Programmable Logic Controller (PLC) System.

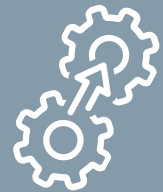
Key Benefits of Excel Marco

Our engineering capabilities are offered worldwide with major engineering and integration facilities located in Singapore and China; as well as positioned to serve international clients in the industries. There are many reasons to choose us as your solutions provider. These are some of the key benefits that we bring to our partners and clients.

Ability to execute **fast track projects** through concurrent engineering, translating into quicker installation and operation.



Seamless integration and 360 visualization of **Real-Time** data sources and applications to enhance **Business Values** through **Operational Excellence**.



Proven engineering methodology ensures **consistent** quality, **reduced** rework and **compliance**.



Single point of contact and responsibility as turn-key solutions provider.



Comprehensive **lifecycle support** from design to post-deployment including **24/7** system reliability and cybersecurity assurance.



High quality solutions with **data integrity and cyber safety** in the age of Industry 4.0 through Integrated Software Quality Management Systems (ISQM) and Achilles Practice Certification (APC)



Key Focus Industries

Our solutions are based on field-proven, state-of-the-art technology for process automation and safety-related control systems with a focus in:



Jack-Up & Semi-Submersible Drilling Rigs



Carbon Capture, Utilisation and Storage



Chemical & Petrochemical



FPSO / FSO Vessels



Offshore Energy & Renewables



Water & Waste Water Treatment Plants



Infrastructure of Airport / Logistics / Port Terminals



Power Utility Infrastructure



IIoT & Data Centre

Value Proposition

Value for Customers

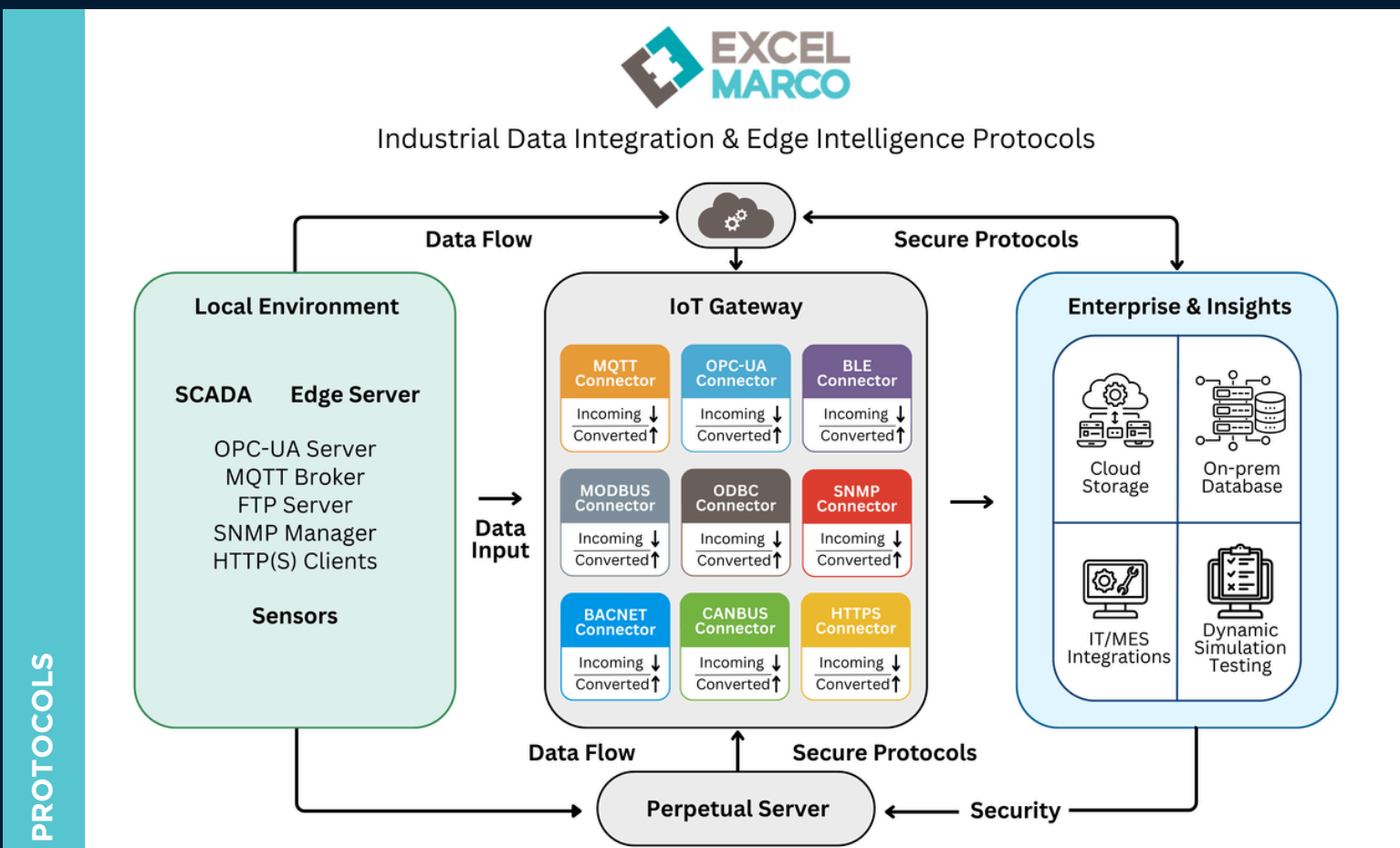
- One-stop, fit-for-purpose solutions bespoke for both operational and digital transformation needs.
- Seamless integration of Commercially-Off-The-Shelf (COTS) components with proprietary systems for simplified maintenance and scalability.
- Multi-protocol and multi-vendor communication compatibility, enabling cross-platform integration.
- Trusted partner in cost-effective, high-performance solutions backed by proven field experience.

Lifecycle Services

- End-to-end support across the full value chain from system design to deployment, upgrade and optimization.
- Lifecycle services include hardware/software upgrades, remote diagnostics, maintenance, and IT/OT system support.
- Strategic regional support hubs ensure fast, dependable response and on-site services.
- Access to Certified Functional Safety Experts (CFSE) and domain specialists across OT/IT.
- One unified point of contact for all automation, cybersecurity, and IT integration needs.

Our Domain Know-how

- Strong tech expertise in the field of Automation / Electrical / Instrumentation.
- Digitalisation - Operations Intelligence.
- Cybersecurity by Design.
- Industrial Internet of Things (IIoT).
- Seamless integration with multiple protocols.



System Solutions and Services

Our service delivery is meticulous and rigorous. We have a committed team of professionals, possessing vast experience in hundreds of projects and proficient in the working knowledge of international technical standards and class society rules including IEC, ABS, DNV-GL, Lloyd's BKI and BV.

We have strong alliances with major hardware manufacturers including Siemens, Rockwell, Mitsubishi and Schneider, and a global network of strategic partners, to serve our customers from project execution to after-sales support.

We specialise in the supply of turn-key solutions for Process Automation and Safety System for the Oil & Gas, Marine, LNG, Water and Critical Infrastructure Industries, specifically for offshore FPSO / FSO, production platforms, refineries and petrochemical plants, offshore support vessels, seawater desalination and waste water treatment plants.

Process Automation and Safety System

- High Integrity Pressure Protection System (HIPPS)
- Supervisory Control and Data Acquisition System (SCADA) / Telemetry
- Functional Safety (SIL) consulting and training
- Integrated Control and Safety System (ICSS)
- Emergency Shutdown System (ESD)
- Burner Management System (BMS)
- Vessel Management System (VMS)
- Distributed Control System (DCS)
- Safety Instrumental System (SIS)
- Fire & Gas System (FGS)

• Tank Gauging System

• Electrical Monitoring System (EMS)

• Power Management System

• Fire Alarm Panel

• Industrial Internet of Things (IIoT)

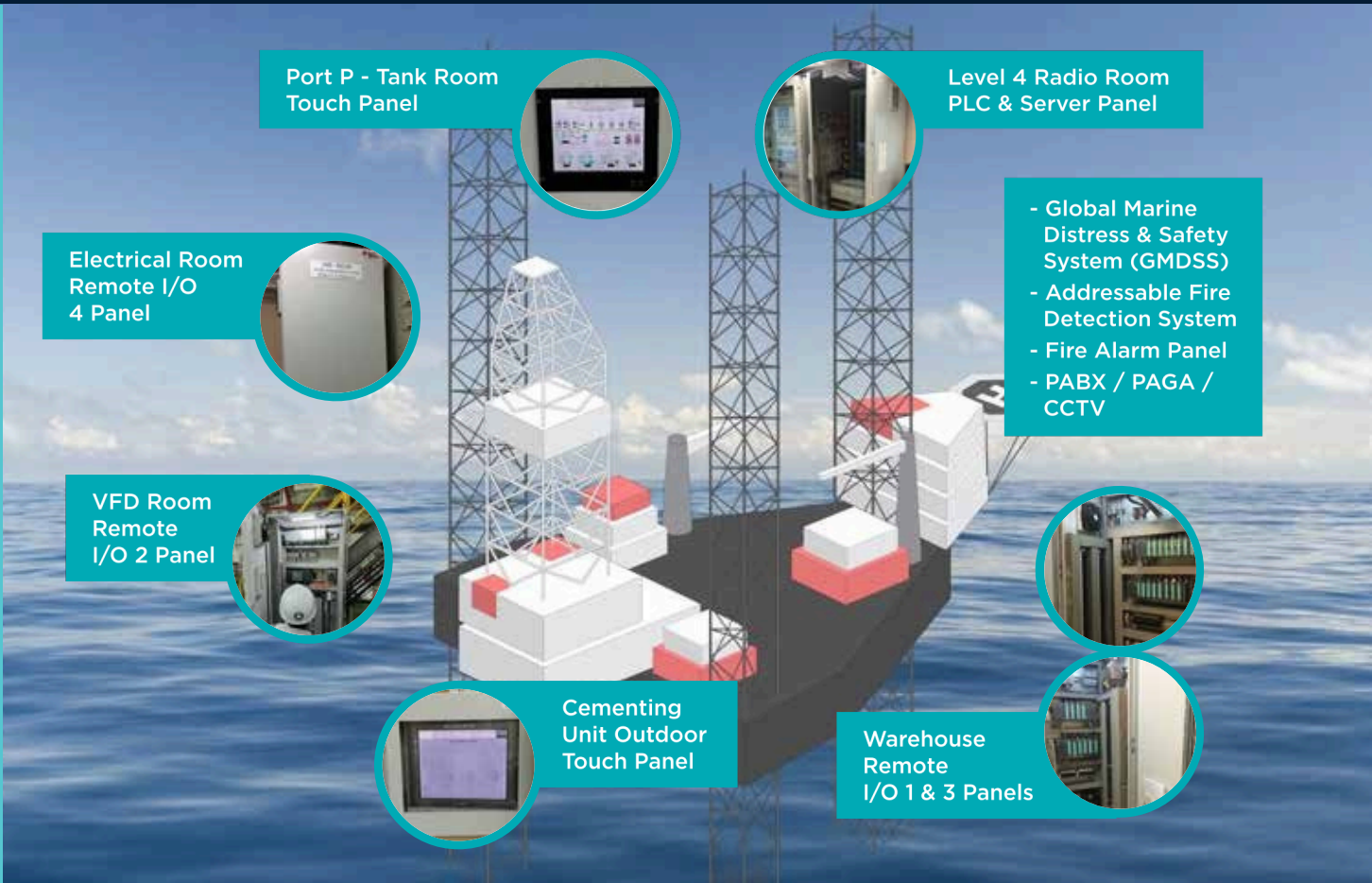
• Digital Workflow

• Cybersecurity Design and Implementation

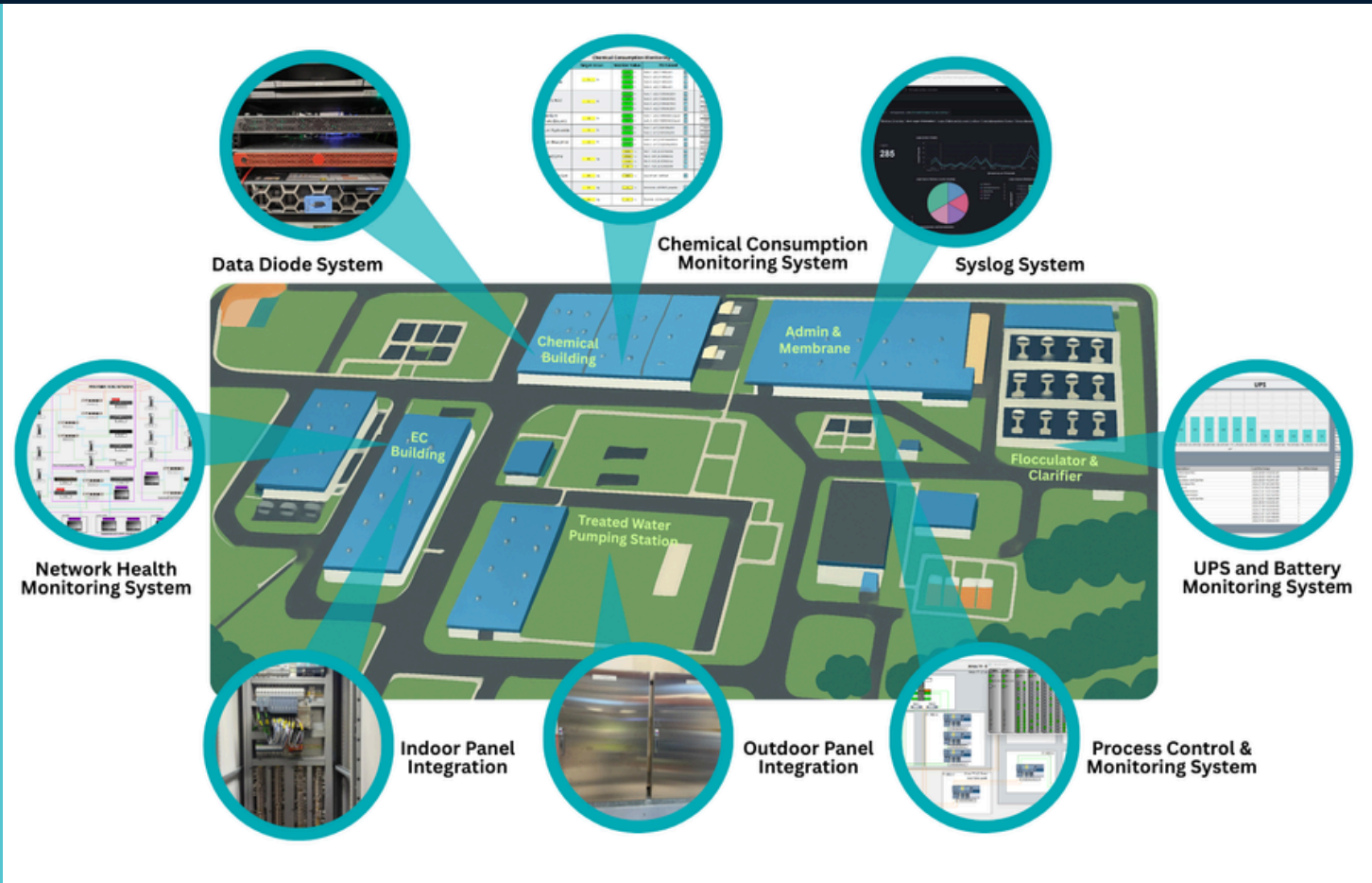
• OT / IT Design Implementation



DRILLING RIG



DESALINATION PLANT



Project and Engineering Services

We offer a wide variety of technical services, ranging from safety assessment, system design, engineering, programming to turn-key system integration of Process Control, Safety Instrumented System, and Enterprise-Connected Digital Infrastructure, including cybersecurity frameworks, and energy plant management systems.

Our engineering capabilities are offered worldwide located in Singapore, China and Malaysia; as well as positioned to serve international clients in the industries.

We design systems conforming to Industrial Standards such as IEC 61508, IEC 61511, IEC 62443, IEC 61850, IEC 60079, IEC 60870, ISA S84.01, NFPA.

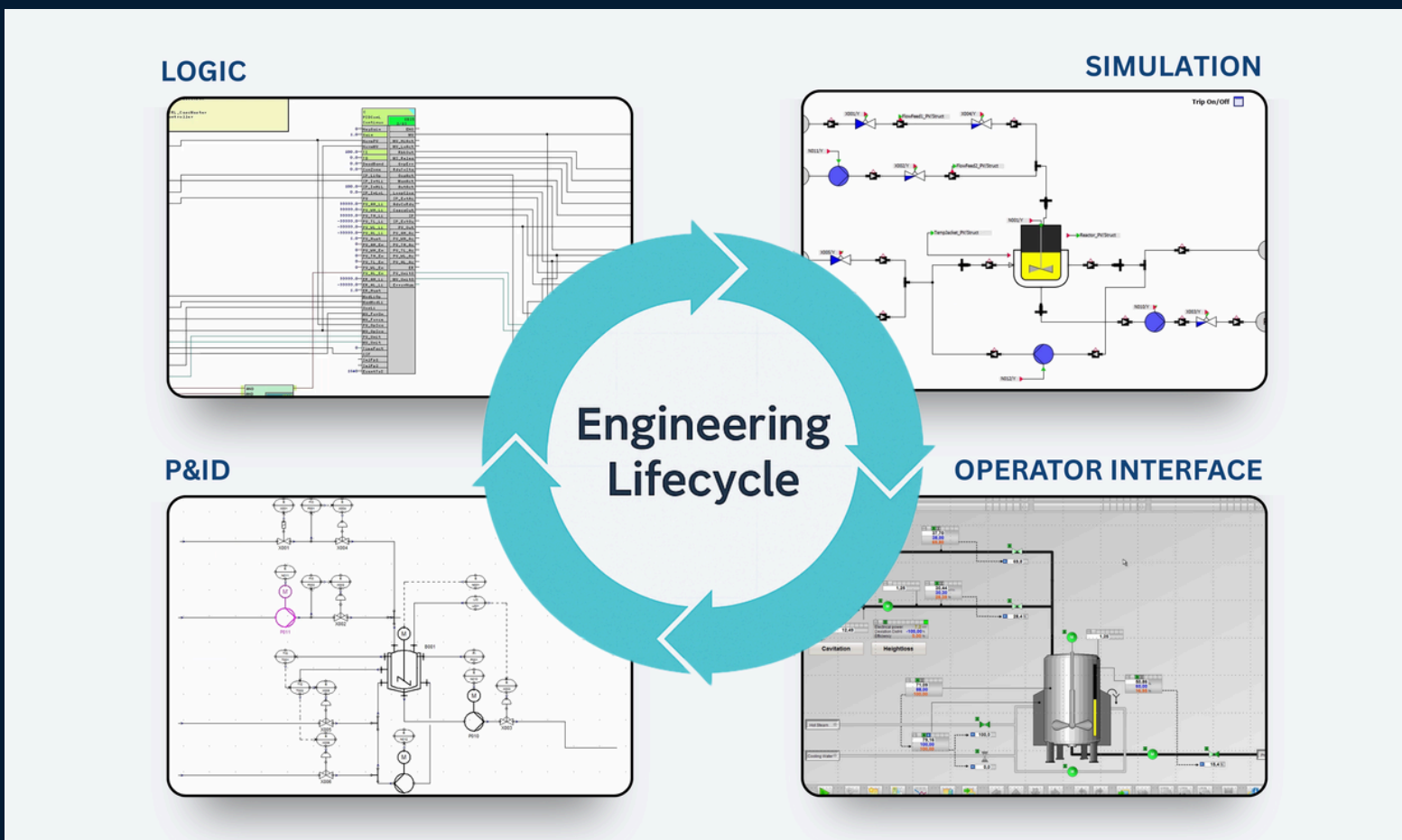
72/85, API 14C, ATEX, ABS, IMO and SOLAS etc.

- Project Management
- Front-End Engineering Assistance
- System Design and Engineering
- Panel Design, Fabrication and Assembly
- DCS/PLC Programming
- HMI Graphics Interface Design and Configuration
- Panel Design and Integration
- Testing and Validation (FAT)
- Virtualized Control System Architecture (VM/Server-Based)
- IT/OT Networking & Cybersecurity Infrastructure
- Startup Commissioning
- Field Commissioning Services
- MES & Enterprise System Integration
- Energy Plant Management Systems
- System Upgrade Support
- Maintenance or Support Program
- In-house or On-site Training

Operator Training Simulator

In a growing and challenging automation world, it is vital to create a completely virtual environment to optimize Profitability, Efficiency and Data Integrity.

As a certified PCS7 Specialist, we have in depth know-how as well as industry domain expertise to deliver a virtual environment for virtual commissioning and realistic operator training.



Functional Safety Services

We offer high value-added services to support the full implementation of safety lifecycle solutions based on IEC 61508 and IEC 61511 standards.

- Consulting Services
- Process Hazards Analysis (PHA) Leadership
- PHA Participation as SIS Expert / Risk Analysis Expert
- Process Failure Modes and Effects Analysis
- Safety Instrumented Function (SIF) Identification
- Safety Integrity Level (SIL) Selection Meeting Leadership
- SIL Selection Support Calculations (incl. consequence & frequency analysis)
- SIL Selection Process and Results Review
- Safety Requirements Specification (SRS) Development
- Safety Requirements Specification Review
- Conceptual SIS Design Assistance / Evaluation

Alarm Management Services

Optimization & Rationalization Services

We help clients achieve safer and more efficient plant operations through structured alarm management strategies, in alignment with industry best practices and standards (e.g., ISA-18.2).

Certifications

- ABS ISQM Product Design Assessment
- ABS TGS Tank Gauging Product Design Assessment
- ABS VMS Product Design Assessment
- Achilles Practices Certification (Cyber Security)
- ASMI Member Certificate
- BCA Contractor Registry Approval
- BizSafe Level Star Certificate
- Functional Safety Management Certificate
- IEC 62443-2-4 Certificate
- ISO9001: 2015 Certificate
- ISO45001 2018 Certificate
- ISO27001: 2022 Certificate
- OHSAS 18001: 2007 Certificate
- TUV IP66 Outdoor Panel Certificate
- Industrial Cyber Security Capability
- SEC's Eco Office Assessment
- Siemens Expert Recognition Solutions Partner PCS7 Applications
- Siemens Expert Recognitions Solutions Partner Process Safety Applications
- Siemens Simatic PCS7 Process Control System
- Siemens Simatic PCS7 Certified Safety Specialist



- Detailed SIS Design Review
- Cost-Benefit Analysis of SIS Projects
- Factory Acceptance Testing Assistance
- Pre-Startup Safety Review / Validation
- SIL Verification
- Periodic Function Test Interval Determination / Optimization
- Periodic Function Test Assistance
- SIS Functional Safety Audit
- General SIS Implementation Consulting
- Development of SIS Operating & Maintenance Procedures
- Development of SIS Testing Plans and Procedures
- Dynamic Simulation Testing for logic verification and operator training

PCS 7 Solutions References by Verticals

PROJECT NAME	FPSO/FSO	LNG/GAS	PLATFORM	WATER
FPSO Jaguar	✓			
FPSO One Guyana	✓			
FPSO Alexandre de Gusmao	✓			
FPSO Sepetiba	✓			
FPSO Atlanta	✓			
FPSO Prosperity	✓			
FPSO Unity	✓			
FPSO Turritella	✓			
FPSO Cidade de Squarema	✓			
FPU Jangkrik		✓		
Integrated Waste Management Facility				✓
Sengkang LNG Plant		✓		
Su Tu Vang CPP			✓	
Siakiap North-Petai Platform			✓	
Lower Seletar Water Works				✓
Tuas Desalination Plant 3				✓

AWARDS AND ACCOLADES

SIEMENS (ASEAN Partners Excellence Award)

AVEVA Distributor (Top Sales Performer)

SIEMENS (Best Performing Partner ASEAN)

Schneider Electric Special Achievement Award

Specialist Solutions Provider

Mitsubishi Heavy Industries Excellent Safety Record Award

NAG Polyethylene Plant Project

Siemens Automation Systems Solution Partner

ASEAN Partners Excellence Award

Siemens Automation Drives Solution Partner

Simatic PCS 7 Technical Qualification

Best Automation Systems Integrator

Control Engineering Asia
Asia Manufacturing Awards

HSL Tuas Desalination Plant Project (Certification of Appreciation)

Strategic Alliances and Partners

Excel Marco operates within several co-operation frameworks with our major suppliers and partners. These companies are aligned with Excel Marco through our mutual corporate goals and strong working relationships established over the years. We have a well-established global network of strategic alliances and partners to serve our customers better.

The value our alliances and partners see in us is our business focus and value-added services that complement their products and services. Technology is only a means to an end. Our value proposition is in providing the technology know-how and application, transforming them into specified solutions that fulfill the needs of our customers.

Together, we make the world a safer and better place by providing solutions to real-world problems. This way, our customers can focus on increasing productivity and therefore generating higher profits.

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SIEMENS



SIEMENS Certified Solution Partner

Excel Marco is the first selected partner who was able to fulfil SIEMENS Solution Partner's comprehensive selection criteria.



Testimonials

"Huge milestone achieved. We made the impossible, possible... I wanted to ensure Excel Marco is recognized for their key contributions to this amazing effort..."

- Exxon Mobil

"Great moment after some 4 years working as a team through the various phases of the project! Thank you all for your contribution to get to this point! "Best FPSO for SBM so far!"

- SBM Offshore

"HSSE Program Performance Reward In recognition of the significant and successful efforts to perform the Work safely offshore PURCHASER, in conjunction with our CLIENT, would like to award the following individuals..."

- SBM Offshore

"Appreciate the team's responsiveness and effort throughout the project."

- PUB



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