



# NEWMAN EVENTUS

PLAN  
ACTION  
OUTCOME

SUPPORTING BUSINESSES WHERE AND WHEN IT MATTERS

## WHO WE ARE

Newman Eventus is a boutique consultancy supporting small and medium-sized organisations involved in project delivery, production, or equipment supply in the areas of battery materials, metal refining, chemicals, and oil & gas.

Drawing on a unique blend of technical, commercial, and administrative capabilities and over twenty years of international industry experience, we provide specialised business consulting, project management, and troubleshooting services with an emphasis on outcomes.



**22** years of experience

**50+** projects

**5** continents

Our expertise derives from over 20 years' hands-on industry experience working in senior positions for top-tier companies across the world. In particular, our exposure to the cathode material production process gives us a unique insight into the supply chain and manufacturing challenges faced by the battery materials sector.

## WHY CHOOSE US?



**Capability**



**Flexibility**



**Experience**

Newman Eventus are pragmatic problem solvers whose goal is to help our clients actually achieve business objectives, rather than merely propose solutions. We actively take on the ownership and management of tasks for our clients, and are happy to work independently or within a team as required.

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# SERVICES > EQUIPMENT SALES & MARKETING SUPPORT



Selling specialist production equipment is often a challenge, especially when the customer is unsure of what they need yet treat the process as a simple transaction and the vendor as little more than a commodity supplier. Securing a firm order is particularly difficult when the vendor is unfamiliar with the capital project process through which their customer's procurement is taking place.

## HOW WE CAN HELP

- > **Are you spending too much time responding to enquiries and writing proposals?**
- > **Are you good at selling to engineers but not to managers?**
- > **Are you tired of waiting for customers to commit to an order?**
- > **Do keep being asked for information you don't have?**
- > **Are you doing too much work for free?**
- > **Do you struggle to work with EPC contractors?**

Newman Eventus have over twenty years' experience of client-side specialist technology procurement into a capital project and of working with production equipment vendors. With our help your sales will increase as we ensure the process goes smoothly from initial enquiry to purchase order.

[Visit our website to find out more →](#)

# TRAINING

Newman Eventus can help your engineering and sales teams deliver better business outcomes through a 1-day training course which will enable them to:

- Understand how they fit into a customer's overall capital project and associated procurement program.
- Understand the customer's main drivers and how they can best respond to them at each stage of the project.
- Ask pertinent questions of a customer Project Engineer or Process Technology Lead to ascertain what stage the project is in, identify what information is required, and anticipate a rough order placement date.
- Engage effectively with customers, FEED contractors, and EPC companies to ensure their resources are efficiently allocated, unnecessary work eliminated, and non-reimbursable works minimised.



# SERVICES > VENDOR ENGAGEMENT & PROCUREMENT

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In an era of rapidly changing technology and increasingly stringent environmental regulations, a major challenge for production and manufacturing companies is how to adopt new technologies and existing technologies for new applications.

## HOW WE CAN HELP

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- > **Is your project in conflict with your internal procurement procedures?**
- > **Do you need specialist contractors or vendors but don't know how to engage them?**
- > **Has a vendor stopped cooperating?**

Newman Eventus have over twenty years' experience bringing specialist production equipment and new technologies into client organisations and are perfectly placed to ensure your procurement process is fit for purpose, aligns with your business needs, and goes smoothly from initial enquiry to purchase order.

[Visit our website to find out more →](#)

# SERVICES > SCALE-UP PROGRAMMES & PILOT PLANTS



## SCALE-UP PROGRAMMES

One of the biggest challenges for the owners of a new process technology is the scale-up from idea to laboratory to pilot plant to commercial operations. A key to success is having a complete development roadmap showing key activities and milestones which aligns with your business strategy.

Newman Eventus can help develop your scale-up programme by:

- Reviewing your business strategy
- Providing specialist industry knowledge
- Ensuring you are targeting the right market segment
- Identifying a clear route to commercialisation
- Testing your assumptions
- Identifying and mitigating risk
- Identifying and engaging with partners
- Carrying out capital project concept and feasibility studies
- Ensuring CAPEX and other programme costs are minimised

# PILOT PLANTS

Newman Eventus can help you realise your pilot plant by:

- Identifying pilot plant objectives (what do you want it to do, why, and for whom?)
- Selecting pilot plant equipment (what process or technologies need to be demonstrated?)
- Engaging vendors and developing a procurement strategy
- Carrying out concept and feasibility studies
- Leading site identification and selection activities
- Leading engineering activities
- Managing the pilot plant project on your behalf

[Visit our website to find out more →](#)



## SERVICES > PROJECT MANAGEMENT



Our staff have a proven track record of client-side project delivery spanning more than 20 years, specialising in the management of small, one-off projects or sub-projects, particularly those which are difficult, unexpected, or unusual in some way and require us to show initiative, make timely decisions, and work with minimal support or client direction.

We are particularly suited to:

- Interim project management
- Concept and feasibility studies
- Pilot plant projects
- Vendor engagement
- Contractor management
- Change management

## EXPERIENCE

We have experience in the following areas of client-side project execution in the battery materials and oil and gas industries:

- Conceptual design and concept selection

- Pre-FEED and FEED
- Contractor selection and management
- Equipment selection, procurement, and vendor management
- Detailed design and EPC
- Fabrication and construction
- Handover to operations
- Brownfield modifications and retrofitting

Our experience covers:

- Europe (the UK, France, and Finland)
- The Middle East (Kuwait, UAE, Qatar, and Oman)
- The former Soviet Union (Russia, Kazakhstan, and Azerbaijan)
- West Africa (Nigeria, Angola, Gabon, and Congo)
- Australia

[Visit our website to see our project management experience →](#)



## INDUSTRIES > BATTERY MATERIALS



Newman Eventus has the expertise, experience, and industry relationships to support a variety of activities in the battery materials supply chain.

### CONSULTING

#### > Do you need expertise and guidance on the battery materials industry?

Newman Eventus can provide consulting services in the following areas:

- NCM CAM supply chain and risks
- NCM CAM manufacturing process from base metals
- Equipment selection
- Technology/programme scale-up and pilot plants
- Capital project delivery

### NCM PRECURSOR AND CAM MANUFACTURE

#### > Are you a European battery manufacturer seeking to reduce risks in your supply chain?

Newman Eventus can help give you the ability to manufacture small to medium quantities of NCM precursor and CAM in-house at low cost, leaving you less vulnerable to supply chain disruptions and giving you control over your feedstock specifications.

## Precursor

Newman Eventus is a founding partner and stakeholder in [Amber Energy](https://www.amber-energy.com), which engineers, fabricates, and installs metal sulphate mixing, reaction, filtration, and drying packages for the manufacture of NCM CAM precursors (the “wet” section) to a range of output specifications.

[www.amber-energy.com](https://www.amber-energy.com)



## Cathode Active Materials (CAM)

Newman Eventus have experience in the engineering and delivery of NCM CAM production lines (the “dry” section) and enjoy working relationships with world-leading vendors of the following technologies:

- Roller-hearth kilns and rotary calciners
- Dry grinding
- Spray drying and coating
- Containment
- Powder transfer

Using our industry experience and leveraging our relationships with technology vendors we are able to carry out concept, feasibility, and FEED studies for a complete CAM production facility, which gives you greater control over your supply chain and reduces the risk to your capital investment.



# EV BATTERY RECYCLING

## ➤ Are you looking to incorporate recycling technology into your production facility?

Newman Eventus enjoys working relationships with leading suppliers of EV battery recycling technologies, and have the expertise to help develop a plant which uses the synergies between recycling and the precursor manufacturing step to minimise your CAPEX and OPEX. We are able to offer the following services regarding EV battery recycling:

- Technology selection and vendor engagement
- Integration of recycling technology into the CAM manufacturing process
- Concept and feasibility studies
- Pilot plant realisation



## ➤ Are you trying to sell your EV battery recycling technology?

Deploying a new technology into a client organisation can be a lengthy and frustrating experience for vendors, especially if they are unfamiliar with the capital project procurement process.

Newman Eventus have over twenty years' experience of client-side specialist technology procurement into a capital project and of working with technology vendors. We can maximise your chances of success by guiding you through the process, ensuring you deliver the right information at the right time and avoid wasting time and money.

# TECHNOLOGY SCALE-UP & PILOT PLANTS

## > Do you have a great new battery technology but are unsure how to scale-up to commercialisation?

One of the biggest challenges for owners of a new battery technology is the scale-up from laboratory to pilot plant and securing its adoption by end users at commercial scale. A condition of success is having a comprehensive development roadmap showing key activities and milestones which aligns with your business strategy, without which even the best technology will fail.

Newman Eventus can help you succeed through the development of commercial plans with a clear understanding of objectives and execution methodologies, ensuring both the technology and organisation are aligned to cost and schedules and the final goal of profitability.



## > Do you need help with your pilot plant?

Pilot plants have characteristics which differ substantially from commercial-scale facilities, and these must be understood as fully as their purpose and scope if costs are to be minimised. Newman Eventus have experience in designing and building pilot plants in the European battery materials industry and are ready to help you deliver your own pilot technology project.

[Visit our website to see our battery materials project management experience →](#)

## INDUSTRIES > MINING & METAL REFINING



## NCM CAM PRECURSOR MANUFACTURE



- > **Are you a nickel, cobalt, or manganese mining company or metal refiner looking to enter the battery materials industry, or capture more of the value chain?**

With companies seeking to reduce the CAPEX of their CAM manufacturing facilities, the outsourcing of precursor production to third parties under strategic supply agreements is set to increase. In addition, with EV batteries heading towards standardisation through initiatives such as the European Battery Alliance, the large-scale manufacture of CAM precursor to standard specifications is only a matter of time.

Newman Eventus is a founding partner and stakeholder in [Amber Energy](#), which engineers, fabricates, and installs metal sulphate mixing, reaction, filtration, and drying packages for the manufacture of NCM CAM precursors to a range of output specifications.

[Click here to find out more about Amber Energy →](#)

# METALS DISSOLVING & SULPHATE MANUFACTURE

If you are a mining company producing nickel, cobalt, or mixed hydroxide precipitates (MHP) looking to manufacture battery-grade metal sulphates, Newman Eventus can provide consulting and managerial services in the following areas:

- Expertise in the CAM supply chain, market analyses, and business opportunities
- Concept and feasibility studies, which include: preliminary process designs, CAPEX and OPEX estimates, schedules, space and utility requirements, major hazards and risks
- Equipment vendor and specialist contractor engagement and selection, leveraging our existing relationships



## INDUSTRIES > CHEMICALS



### CHLOR-ALKALI

- **Are you in need of a low-cost SRS, brine purification package, or brine loop?**

Our partners Techlink are a leading supplier of turnkey packages for the chlor-alkali industry, including:

- Sulphate removal systems (SRS) using the latest nanofiltration membrane technology
- Brine purification systems using PTFE Tefflux® membranes
- Containerised brine loops and HCl synthesis columns



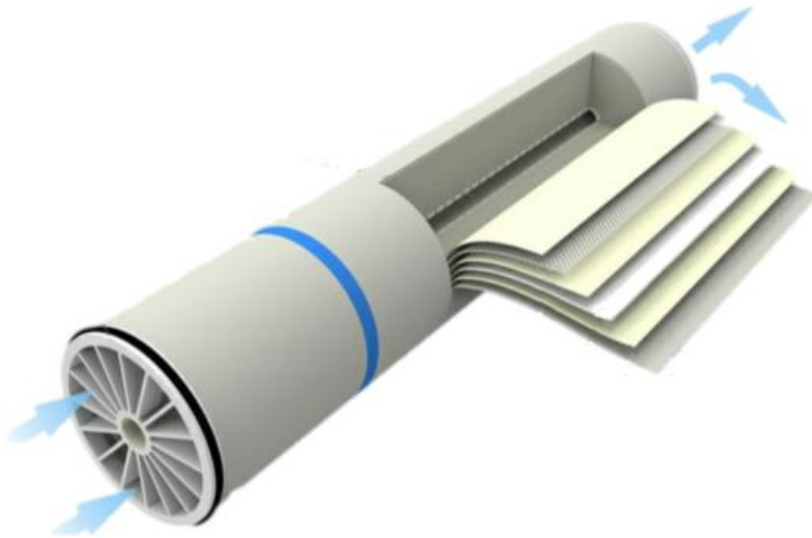
[www.tech-link.com](http://www.tech-link.com)

We have partnered to bring you advanced process packages delivered through a capital projects structure tailored to meet the requirements of your business case. Together we offer:

- Concept and Feasibility studies
- Full project management and execution
- Management of risks
- Flexible designs

- Flexible designs
- Low CAPEX and OPEX
- Short delivery times

This unique combination of Newman Eventus' project management skills and Techlink's ability to design and deliver fit-for-purpose process equipment is what your business has been waiting for.



## INDUSTRIES > OIL & GAS



### > Do you need an interim project manager?

Newman Eventus have over 15 years' experience of engineering and project management in the international oil and gas industry, including:

- All stages of the project: concept, feasibility, FEED, detailed engineering, construction, commissioning, and operations
- Greenfield and brownfield projects
- Site modifications
- Onshore production facilities
- Offshore platforms and FPSOs
- Oil, condensates, associated and non-associated gas, and LNG
- High H<sub>2</sub>S environments

Our experience covers::

- The UK
- Middle East (Kuwait, UAE, Qatar, and Oman)
- The former Soviet Union (Russia, Kazakhstan, and Azerbaijan)
- West Africa (Nigeria, Angola, Gabon, and Congo)
- Australia

If you have a short-term requirement for a project manager or project management expertise, please contact us today.

[Visit our website to see our oil and gas project management experience →](#)

# CONSULTING CASE STUDIES

## INCREASING SALES IN AN INTERNATIONAL ENGINEERING COMPANY

For one international engineering company with over 20 years of technical innovation and a track record of successful project delivery, a major challenger remained: how to increase sales in a changed commercial landscape?

With their expertise primarily being technical and an ability to identify and solve problems at the operational level, our Client was having difficulty breaking through to plant managers and decision-makers. They turned to Newman Eventus to devise a marketing approach which targeted senior management and budget holders, resulting in an increase in sales.

[Click here to find out more →](#)



## HELPING A TECHNOLOGY COMPANY RESPOND TO ENQUIRIES MORE EFFICIENTLY

Businesses cannot afford to ignore enquiries or decline invitations to tender. But if they lack time and resources to prepare estimates and write proposals, what is the solution?

Being a small company they could not afford to hire new staff, but ongoing projects and new product development were suffering as key people were tasked with responding to a high volume of enquiries. They engaged Newman Eventus to find a solution which enabled them to strike the right balance between operations and responding to enquiries without increasing costs or headcount.

[Click here to find out more →](#)

## TRAINING AN EQUIPMENT VENDOR TO MANAGE UNFAMILIAR CLIENTS AND EPC COMPANIES

Even established vendors who are leaders in their field can struggle when their technology gets adopted in a new field and they have to deal with unfamiliar clients and different ways of working.

Dealing with a customer who didn't know what they needed and an intermediary engineering company unfamiliar with their technology, two years of misunderstandings and frustration took their toll on engineers and management alike. They engaged Newman Eventus to help them better understand the nature of their customers, anticipate problems and their causes, and propose improved ways of working.

[Click here to find out more →](#)



## MINIMISING THE COSTS OF TENDERING FOR A SPECIALIST LIFTING EQUIPMENT COMPANY

How to strike an optimum balance between participation in a competitive market and minimising financial exposure during the tendering process?

When companies demand bidders include bespoke engineering deliverables as part of their proposal, the costs of participating in a tender are substantial and only recoverable if your bid is successful. One supplier asked Newman Eventus for assistance in identifying potential options for minimising the financial exposure which comes with participating in such a market.

[Click here to find out more →](#)

# ABOUT US

**eventus** [ih-ven-tuh s]

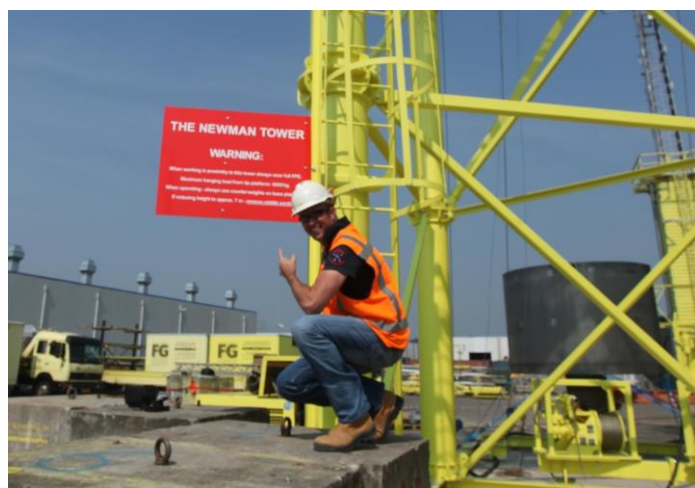
*noun, pl. (Latin)*

1. outcomes, results, success

## HISTORY

Over an 18-year career as an engineer and project manager in the international oil industry, Timothy Newman learned that most organisations have a short-term requirement for a dynamic, goal-driven, self-reliant individual who can be assigned a specific task – and in many instances that was him.

Regardless of his job title and formal duties, Timothy's employers consistently called upon him to tackle unusual or persistent problems. Whether it was fabricating and installing a bespoke piece of lifting equipment, supervising rock-dumping works on an ice-breaking ship in the run-up to Christmas, inspecting a lighthouse on Sakhalin Island, or setting up a project office in a new country on a week's notice, Timothy was hand-picked in the knowledge he would deliver regardless of circumstances.



However, the characteristics which made him suitable for these tasks meant he struggled to settle into the traditional corporate roles on which long careers are built, and he often found himself frustrated over hierarchal decisions, bureaucracy, and micromanagement.

Seeking to understand the problem more fully, Timothy embarked on an MBA in Human Resources Management to learn about the cultural nature of organisations, the incentives at play, and the resulting behaviours of employees. He realised he was better suited to work with dynamic, goal-driven organisations in industries where the time between decisions and outcomes is short. When his studies concluded he joined the newly-formed battery materials division of a blue-chip chemical company where he gained valuable industry knowledge and witnessed the HR and technical challenges of an organisation trying to grow in a fast-paced business environment.



In 2021 Timothy left his corporate role and, inspired by one of his MBA professors and drawing on his niche battery materials knowledge and international experience in the oil and gas industry, founded Newman Eventus to help small and medium-sized technical companies tackle short-term challenges and achieve better outcomes. He has since been joined by two of his former industry colleagues.

[Click here to see our staff profiles →](#)

## OUR APPROACH

With our goal-driven approach we:

- Take ownership, exercise judgement, and make bold decisions.
- Are highly pragmatic.
- Never lose sight of the ultimate business objectives, customers, and shareholders.
- Do not allow the business objectives to be obscured by, or become subordinate to, internal or political goals.
- Understand that processes, while important, must contribute towards achieving the business objectives.
- Identify and monitor what represents genuine progress.

# OUR PRINCIPLES

At Newman Eventus we consistently demonstrate the principles inherent to us as professionals.



## INTEGRITY

Each shall carry out their work to the best of their professional ability.



## ACCOUNTABILITY

Each shall take full ownership of their work and be accountable for its satisfactory completion.



## FAIRNESS

Each shall work within the spirit of the business relationship to ensure mutual satisfaction on all sides.



## TRANSPARENCY

Each shall be open and honest in their dealings with others and make no attempt to conceal pertinent information or mislead.

# PROFESSIONAL STANDARDS

In the execution of our work we uphold professional standards ensuring quality of service, trust in relationships, and complete client satisfaction.



## Communication

Clear and open communication and sharing of information.



## Organisation

Work carried out in a well-organised and structured manner.



## Flexibility

Providing services tailored to customer needs.



## Rigorousness

Work carried out correctly and to a professional standard.



## Traceability

The basis of decisions and actions referenced wherever possible.



## Consistency

Consistency is maintained throughout the project and across deliverables.

# CONTACT US



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