



# RONCHO ENERGY

Energy Solutions | ICT Solutions | Engineering Services



## Corporate PROFILE

Technology at Work



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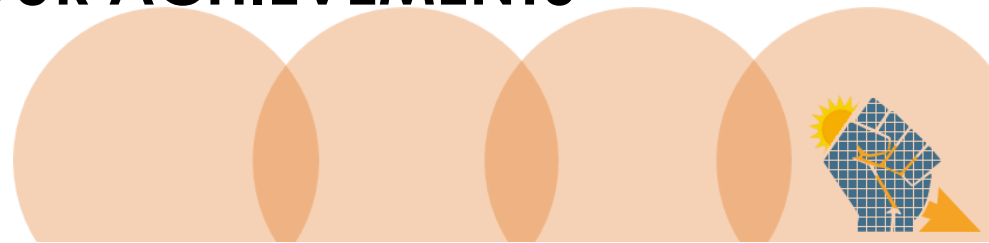
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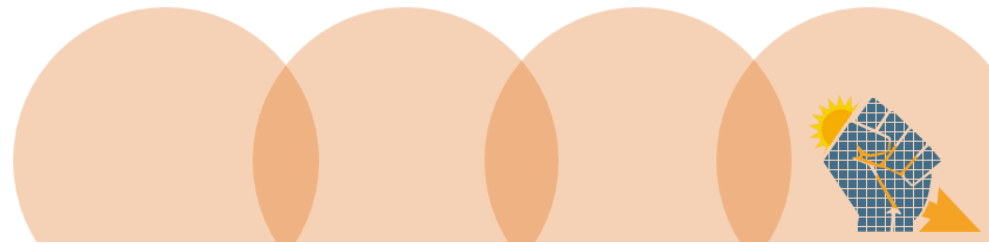
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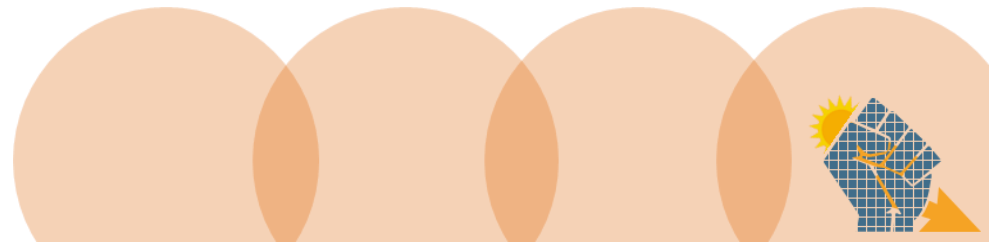


# WHO WE ARE



# WHO WE ARE

- Roncho Energy mobilises engineering and technology concepts to tackle 11 out of 17 sustainable development goals. Our key objectives are to improve access to clean energy and access to information within Nigeria.



# WHO WE ARE

- Roncho Energy is a limited liability company incorporated since 2007.
- We provide **affordable and clean energy solutions, ICT solutions, and engineering services.**

- **Our Vision**

Roncho Energy will become the leading provider of technology solutions for clean energy and ICT systems in Nigeria by creating innovative solutions that are available, affordable and scalable.

- **Our Mission**

- To provide technology solutions by applying creative and innovative concepts to improve access to clean energy and information in Nigeria.

- **Find Us At:**

**PORT HARCOURT**

163A Okporo Road,  
Rumuodara

**LAGOS**

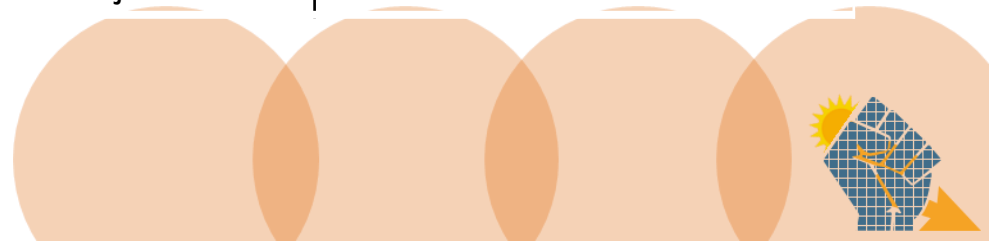
31B Remi Fani Kayode  
GRA, Ikeja

**ABUJA**

Deogratias Plaza, Opp.  
Modern Market, Utako

[info@ronchoenergy.com](mailto:info@ronchoenergy.com)

+234 803 735 7252

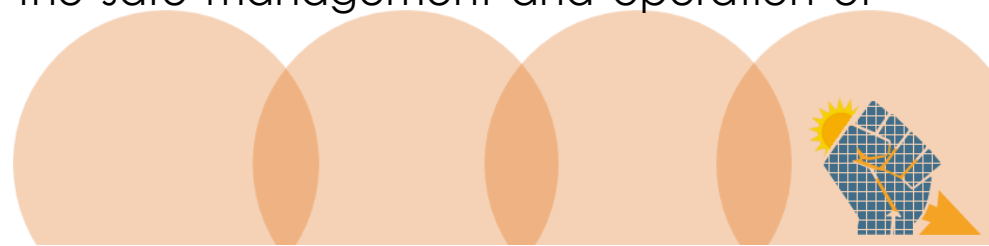


# WHO WE ARE

## Our Commitment to **QUALITY, HEALTH, SAFETY & ENVIRONMENT**

- Eliminate HSE incidents across our operations
- Prevent pollution
- Investigate and prevent recurrence of quality and HSE-related non-conformances.
- Set tough but achievable QHSE objectives, monitor progress and ensure continuous improvement.
- Minimise our impact on the environment.
- Train and develop all our employees
- Ensure compliance with applicable local and international legislation.

The company's integrated management system is based on the principles of ISO 9001: 2008, ISO 14001:2004 and OHSAS 18001 and incorporates the requirements of the IMO: ISM code for the safe management and operation of our facilities and projects.





# WHO WE ARE

- Technologies we use

T E S L A

GRUNDFOS®

EAUXWELL

Trojan®  
BATTERY COMPANY

orb energy  
YOU'VE GOT THE POWER

SMA

ABB

Schneider  
Electric

GE Grid Solutions

ZAP®

EATON foseera

freeplay™  
Energy for life

Niwa

FuturaSun®  
anticipate tomorrow

SINOWARE

WAKA WAKA  
share the sun

(RC 217019)  
RONCHO – WALTECH JV

LUMINOUS

Zinox®

yudala  
...the largest online & offline retail chain

HIKVISION®

Compulab

ATEC-3D



J.DITTRICH ELECTRONIC  
innovative gas measuring systems

dji flexenclosure



BOSCH  
Invented for life

SENERTEC

CLIMEON  
Business for a better world

redT  
energy storage

TRUNZ  
Water Systems  
Swiss Made

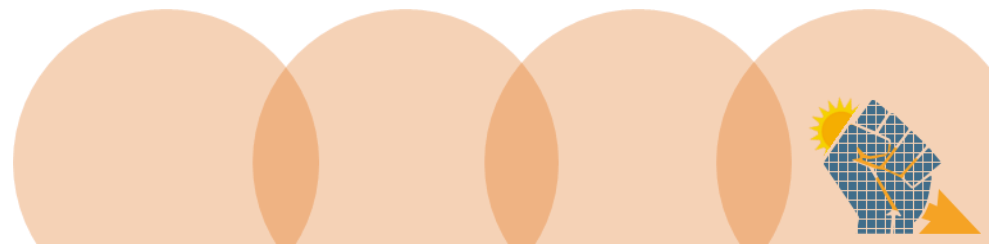
HOTSPOT ENERGY  
Air Conditioner Water Heater

CCL



# WHO WE ARE

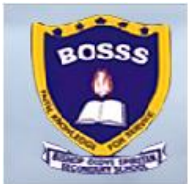
- Our Partners - Development & Finance





# WHO WE ARE

- Our Key Clients

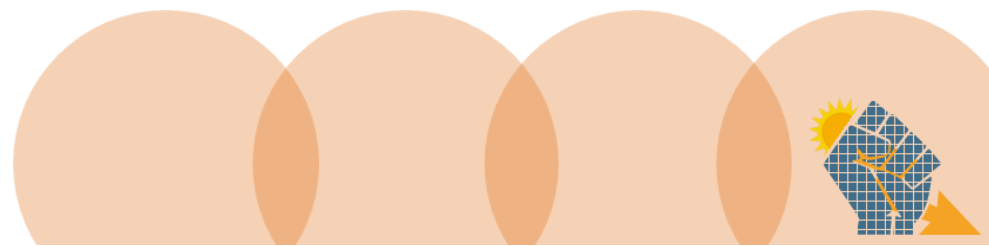


# WHO WE ARE

- Licenses & Registrations



# WHAT WE DO



# WHAT WE DO



- **Energy Solutions (Development, Installation, O&M)**
  - Standalone Solar Systems (PV & Hybrid)
  - Energy Back-Up (UPS) systems
  - Solar-Powered Grids (Mini-Grids, Grid-Connected, Grid-Interleave)
  - Solar-Enabled Applications (Street Lights, Water pumps, water purification and Air-conditioning)
  - Grid Extension Projects including HVAC installations.
- **ICT Solutions (Development, Installation, O&M)**
  - Building/Facility Management Systems
    - (CCTV, Access Control, Alarms, PAGA Systems)
  - Bespoke Software/Applications
  - Computing Hardware, Networking and Server Management
- **Engineering Services**
  - Procurement, Installation, Operation & Maintenance
  - Consultancy Services
  - Information & Communication Systems & Technologies







# RONCHO ENERGY

Energy Solutions



## ENERGY Solutions

Technology at Work





# Standalone Solar Solutions

## Solar Plug & Play Products

We offer affordable Solar Plug & Play products that tackle the most essential power needs for underserved communities.

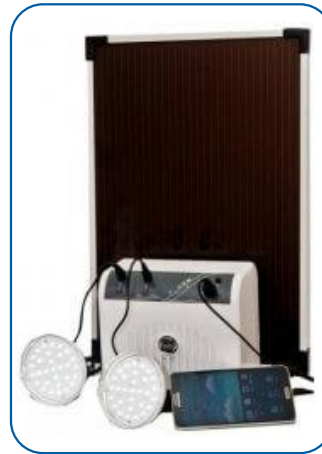
### Flagship products (Orb Energy)



**Solectric 10**

Solar Lantern

- ✓ Charges mobile phones



**Solectric 15**

Small Home Lighting

- ✓ 2 LED Bulbs included
- ✓ Charges mobile phones



**Solectric 30**

Small Home Lighting

- ✓ 4 LED Bulbs included
- ✓ Charges mobile phones



# Standalone Solar Solutions

## Solar Plug & Play Products



### Solectric 120

Small Home Entertainment System

- ✓ 40W Solar Panel
- ✓ Power Console with in-built battery
- ✓ 4 LED Bulbs included
- ✓ 22" DC LED TV included
- ✓ Easy to install

How to order ([sales@ronchoenergy.com](mailto:sales@ronchoenergy.com), 090 6992 0242):

**We have distributors that make these plug and play products available anywhere in Nigeria. Contact us to connect you to the right channel.**

**yudala**  
...the largest online & offline retail chain  
(Online)

**Ibrahim Umar**  
(North East & South)

**Brands Optimal**  
(West)



# Standalone Solar Solutions

Component-Based Solar Solutions for your **home or office**

(SOLAR PANELS + INVERTER + ENERGY STORAGE)



# Standalone Solar Solutions

**Component-Based Solar Solutions for your **home or office****

Solar Panels + Inverters + Energy Storage are best for clients that:

- ✓ receive little or no electricity;
- ✓ want to reduce or stop paying electricity bills;
- ✓ Want to reduce or stop spending money on fuel.

At Roncho Energy we consult with our clients using a 5-stage process that guarantees maximum value from your investment in a power solution.

## **5-stage Installation Process**

- Capture Client Requirements
- Preliminary System Design (Establish main system components)
- Site Assessment
- Final Bill of Material (Logistics, Civil Works and Finalised BOS)
- Mobilisation, Installation & Commissioning



# Standalone Solar Solutions

Component-Based Solar Solutions for your **home or office**

## Supported Components / Products

Solar Panel 



Inverters 



Batteries



BOS  
Parts





# Standalone Solar Solutions

Component-Based Solar Solutions for your **home or office**

**CONTACT US TO DISCUSS YOUR PROJECT ([inf@ronchoenergy.com](mailto:inf@ronchoenergy.com))**

## Payment Options <sup>1</sup>



**Direct purchase**



**Hire purchase**



**Lease Agreement**



**Power Purchase Agreement**

A **Direct purchase** requires full payment for the solution. This is attractive to customers that want to own the solution upfront.

A **Hire purchase** allows our customers to split the payment for the solution over several months.

A **Lease agreement** allows our customers to rent (but not own) the solar solutions.

A **Power Purchase Agreement** is similar to the lease arrangement, except that the client only pays for kWh consumed from the system. *This option is only available to businesses.*

<sup>1</sup> Some payment options require detailed due diligence including but not limited to financial checks to be performed on prospective clients before an offer is made. An offer is made solely at the discretion of Roncho Energy. Interest rates, Insurance, maintenance fees and other charges may apply.



# Energy Back-Up Solutions

Back-Up Solutions for your **home, office and facilities**

(INVERTER + ENERGY STORAGE)



# Energy Back-Up Solutions

Back-Up Solutions for your **home, office and facilities**

Energy storage systems are best for clients that:

- ✓ receive at least 6 hours of electricity (from grid or generator);
- ✓ Want to reduce or stop spending money on fuel.

At Roncho Energy we consult with our clients using a 5-stage process that guarantees maximum value from your investment in a power solution.

## 5-stage Installation Process

- Capture Client Requirements
- Preliminary System Design (Establish main system components)
- Site Assessment
- Final Bill of Material (Logistics, Civil Works and Finalised BOS)
- Mobilisation, Installation & Commissioning



# Energy Back-Up Solutions

Back-Up Solutions for your **home, office and facilities**

## Supported Components / Products

### Inverter



### Storage



### BOS Parts





# Energy Back-Up Solutions

We are technology flexible, and can deploy your project using:



**Lead-Acid Battery Stacks**



**Vanadium Redox Flow Battery**



**Lithium Ion Batteries**





# Energy Back-Up Solutions

Flagship Product – Lead Acid Batteries (Trojan)

**Lead Acid battery at its best !!! Designed for Nigerian weather.**



**Technology**

Deep cycle, Flooded

**DoD vs Cycle**

1650 cycles @ 50% DoD

**Expected Lifetime**

8 yrs based on IEC61427

**Supported Applications**

Solar self-consumption

Back-up power

**Warranty**

>1 yr (case by case)


**Smart carbon integrated to compensate for PSOC.**



# Energy Back-Up Solutions

Flagship Solution – Lithium Ion Batteries (Tesla Power Wall)

Seamless backup power. With or without solar.



<b>Usable Capacity</b>	13.5 kWh
<b>Depth of Discharge</b>	100%
<b>Efficiency</b>	90% round-trip
<b>Power</b>	7kW peak / 5kW continuous
<b>Supported Applications</b>	Solar self-consumption Back-up power
<b>Warranty</b>	10 years
<b>Scalable</b>	Up to 10 Powerwall units

**\* 1 Power Wall is equivalent to 11 units of 12V-200Ah Lead Acid battery.**



# Energy Back-Up Solutions

**Flagship Product – Flow Batteries (RedT Vanadium Flow Machine)**

**Secure your power supplies and cut diesel costs with redT at the heart of your off-grid system**

Facilities often suffer from unreliable, expensive energy connections even when a backup diesel generator is provided. By storing and time shifting generated energy, redT flow machines provide dependable power to keep your site operating 24/7.

- ✓ Rugged
- ✓ Durable and secure
- ✓ Low maintenance
- ✓ Remote monitoring
- ✓ Discharge power for over 4 hours and cycle many times per day.



# Energy Back-Up Solutions

Telecomms and Outdoor Installations

flexenclosure

eSite 

**eSite™ x10** is the world's first hybrid power system purpose built for outdoor telecom sites and to outdoor telecom standards. It has a sealed, patented, tamper-proof unit with passive convection cooling, no filters, no moving parts and it requires no maintenance.

The eSite™ x10 is specifically designed for off-grid and bad grid cell sites. It cuts diesel costs, CO2 emissions and energy related OPEX by up to 90%.



**CONTACT US TO DISCUSS YOUR PROJECT**



# Energy Back-Up Solutions

Telecomms and Outdoor Installations

flexenclosure



## AWARDS WON BY THIS SOLUTION



## CUSTOMERS THAT USE THIS SOLUTION



CONTACT US TO DISCUSS YOUR PROJECT





# Energy Back-Up Solutions

Back-Up Solutions for your **home, office or facility**

CONTACT US TO DISCUSS YOUR PROJECT ([sales@ronchoenergy.com](mailto:sales@ronchoenergy.com))

## Payment Options <sup>1</sup>



**Direct purchase**



**Hire purchase**



**Lease Agreement**



**Power Purchase Agreement**

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# Solar-Powered Grids

## Isolated Mini-Grid



<http://www.ennera.com/en/detail-solution/minigrids>



# Solar-Powered Grids

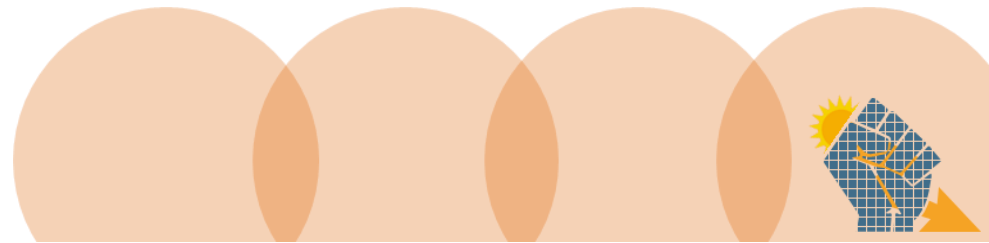
## Isolated Mini-Grid

Access to electricity is the backbone of the economic development of a country. There are currently more than 1,500 million people in the world with no access to electricity at home.

The development of mini-grids is a competitive alternative to the expansion of national transmission and distribution grids, which can be commercially infeasible for some communities.

Our Mini Grid solutions are:

- ✓ Designed to operate under extreme conditions (remote locations)
- ✓ Ease of handling and operation: remote control
- ✓ Limited maintenance
- ✓ Quick installation: standard industrial container
- ✓ Customised solution for each situation
- ✓ Competitive pricing



# Solar-Powered Grids

## Isolated Mini-Grid – Compact Containerised Solution

Isolated Mini-Grids comprise three main sub-systems: generation; distribution; and demand side. We offer containerised solutions that significantly reduce implementation, commissioning & maintenance time.



<http://www.ennera.com/en/detail-solution/minigrids>





# Solar-Powered Grids

## OEM Support for our Solar-Powered Grid projects



**Technical & Project Partners for over 3 years**



Orb Energy Private Limited designs, manufactures, markets, sells, installs, and services solar photovoltaic and solar water heating systems for residential and commercial customers. The company's products include solar inverters, solar lighting, solar street lights, solar rooftop, solar power plants, solar water pumping system, modular and centralized solar water heating systems, and heat pumps. It also franchises its branches to customers to sell its products. The company offers its products through a network of branches. Orb Energy Private Limited was founded in 2006 and is based in Bengaluru, India with an additional office in Singapore.

As a leading global specialist in photovoltaic system technology, SMA is setting the standards today for the decentralized, digital and renewable energy supply of tomorrow. More than 3,000 SMA employees in 20 countries have devoted themselves to this task. Our innovative solutions for every type of photovoltaic application offer people and companies worldwide greater independence in meeting their energy needs. In collaboration with our partners and customers, we are helping people transition to a self-sufficient, decentralized and renewable energy supply.





# Solar-Powered Grids

## Isolated Mini-Grids

CONTACT US TO DISCUSS YOUR **MINI-GRID** PROJECT  
([sales@ronchoenergy.com](mailto:sales@ronchoenergy.com))

### Payment Options <sup>1</sup>



**EPC - Turnkey**



**Power Purchase Agreement**

An **EPC-Turn Key arrangement** The client purchases a mini-grid system on a turnkey basis. Roncho Energy will take charge of the engineering, procurement and construction of the plant, as well as of the preliminary feasibility studies and the permits. This is attractive to customers that want to own and run a mini-grid solution in order to sell power to a community.

In a **Power Purchase Agreement** Roncho Energy shall be in charge of EPC as well as funding and operating the plant. This is the option that allows a greater flexibility. However the client will agree to consume an agreed quantity of electricity.

<sup>1</sup> Some payment options require detailed due diligence including but not limited to financial checks to be performed on prospective clients before an offer is made. An offer is made solely at the discretion of Roncho Energy. Interest rates, Insurance, maintenance fees and other charges may apply.



# Solar Enabled Applications

## Solar Street Lights



### Commercial Solar LED Street Lighting

Roncho Energy's solar powered street lighting systems are an efficient means to provide lighting without the need for standard utility power.

- ✓ Cost savings (No monthly bills).
- ✓ Neat and safe (No Cables).
- ✓ Several sizes (30W, 40W, 60W) available for different applications (highways, freeways, neighbourhood streets, rural roads, etc.)
- ✓ Improve security, sustainability and an overall green image.



# Solar Enabled Applications

## Solar Water pumps



# Solar Enabled Applications

## Solar water purification



### Containerised Solar Water Purification

Roncho Energy's field tested and experienced water treatment technologies can come equipped with different filtration technologies depending on the raw water:

- Ultrafiltration (river water, lake water, well water).
- Reverse Osmosis (sea water, salted well water, brackish water)

The ultrafiltration membrane removes organic contaminants, viruses, bacteria, cysts, etc. down to a size of 0.04 micron.

In addition to water desalination the Reverse Osmosis technology removes all contaminants, viruses, bacteria, cysts etc. down to a size of 0.01 micron.

No toxic chemical treatment is applied.





# Solar Enabled Applications

Solar DC Air-conditioner: Cool your home & office from Solar Energy





# Solar Enabled Applications



**48V Indoor Wall-Mount Unit**



**48V Outdoor Unit**



**48V DC Power System**

## **Solar DC Air-conditioner**

12,000 BTU DC Air Conditioner For Off-Grid Solar & Telecom Applications. It's designed to conserve power, and operate reliably for many years without maintenance

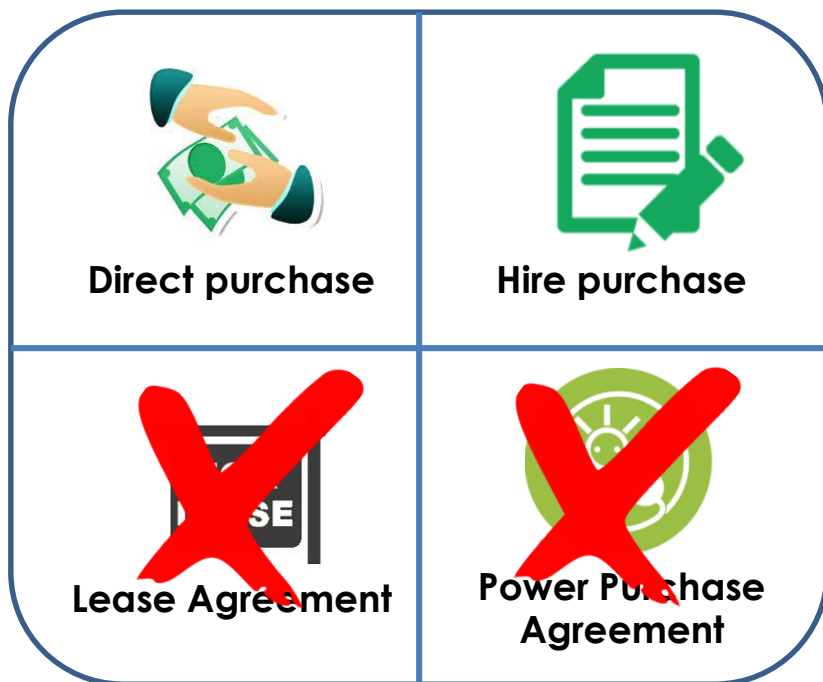
- System can be designed for 10, 15, 20 and 24 hr Operation.
- All DC - No inverter or AC supply needed
- Variable Speed & Capacity
- SeaSpray Anti-Corrosion Technology
- Can provide Cooling or Heating
- Exceptionally Quiet Operation



# Solar Enabled Applications

CONTACT US TO DISCUSS YOUR PROJECT ([sales@ronchoenergy.com](mailto:sales@ronchoenergy.com))

## Payment Options <sup>1</sup>



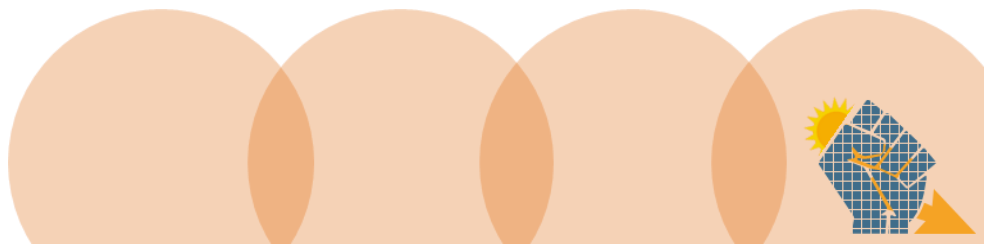
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# Grid-Extension Projects



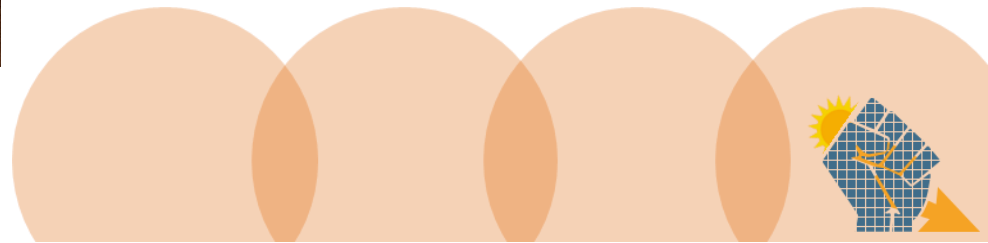
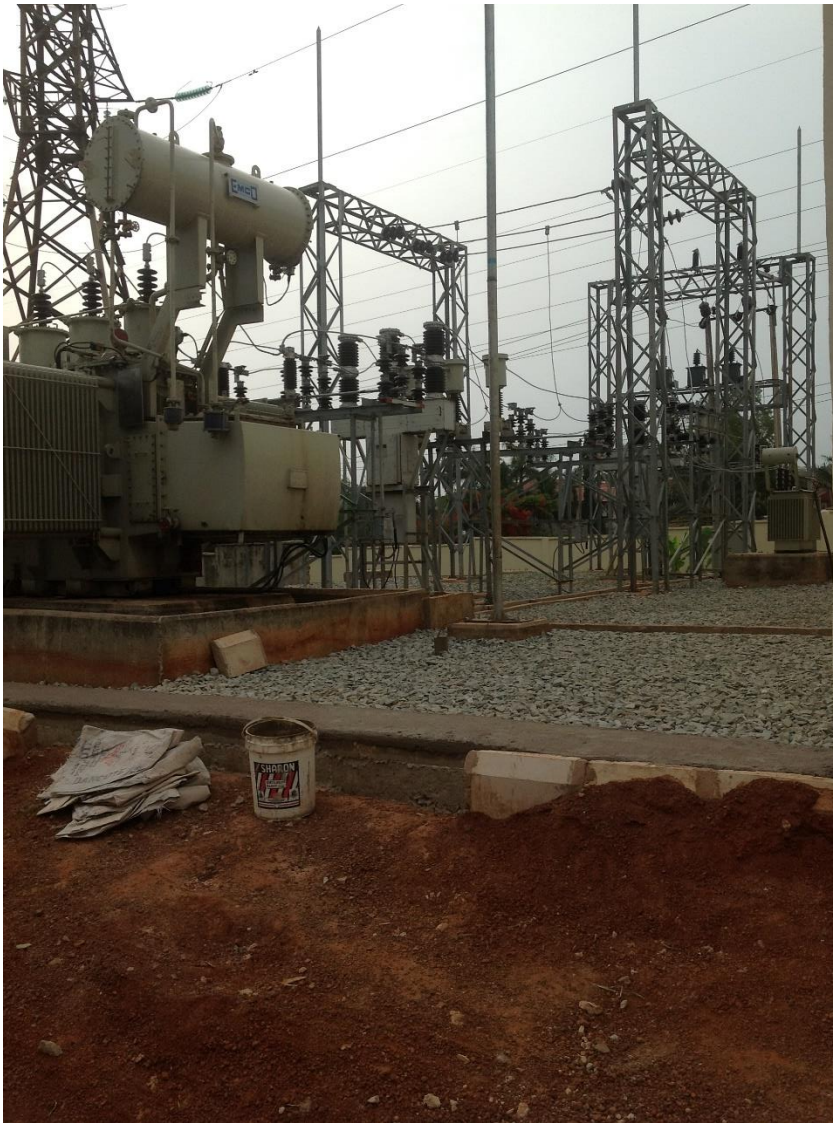
## Roncho – Waltech Joint Venture

To complement their suite of offerings, Roncho Energy and Waltech Engineering entered into a Joint Venture.

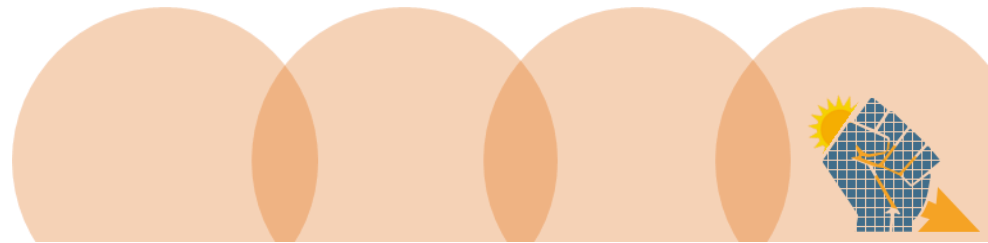
This Joint Venture boasts a combined expertise of over 30 years in the grid extension project sector.

Contact Us to discuss your grid extension and HVAC projects.

✉ [sales@ronchoenergy.com](mailto:sales@ronchoenergy.com)



# Energy Project Portfolio





# Case Study

- **System Integration: 3kW PV solution with battery bank and grid input for home at urban location.**
  - System Integration (Integration Completed, O&M contract ongoing)





# Case Study

- **Case Study: 2kW islanded PV solution with battery bank for home at rural location.**
  - System Integration (Integration Completed, O&M contract ongoing)



# Case Study

- **System Integration: 4kW PV solution with battery bank and grid input for home at urban location.**
  - System Integration (Integration Completed, O&M contract ongoing)





# Case Study

- **Case Study: 40kW PV – Diesel hybrid plant for bank at peri-urban islanded location.**
  - Project Development | System Integration | O&M)
  - Development Completed



# Case Study

- **Case Study: Hybrid Battery-back up system with smart Auto Transfer Switch for bank at urban islanded location.**
  - System Integration & O&M (Awarded – Execution Ongoing)





# Case Study

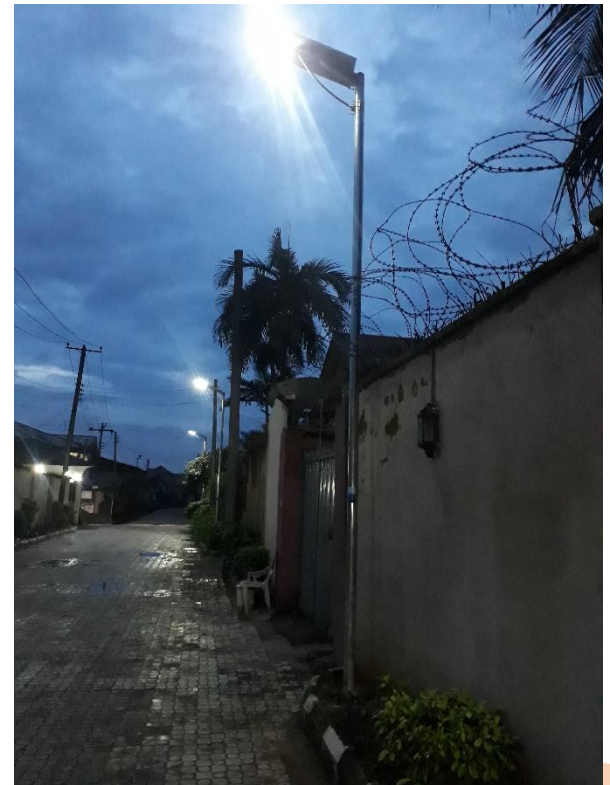
- **Case Study: Energy storage Infrastructure management of a bank's nationwide network (286 locations, 20.6 MWh of storage)**
  - Process Optimisation | O&M (Awarded, Completed)
  - Completed (Handled a total of 8590 batteries)





# Case Study

- **Case Study: Solar Street Lighting for an Estate road network**
  - Project Development | System Integration | O&M)
  - Completed



# Case Study

- **Case Study: 57kW Dense penetration of Small Solar Home Systems for DFID-UKAID**
  - System Integration (Awarded, Execution Ongoing)
  - Project Scope: 1,140 small solar solutions installed to improve access to electricity.

3W  
Solar Panel



5W  
Solar Panel



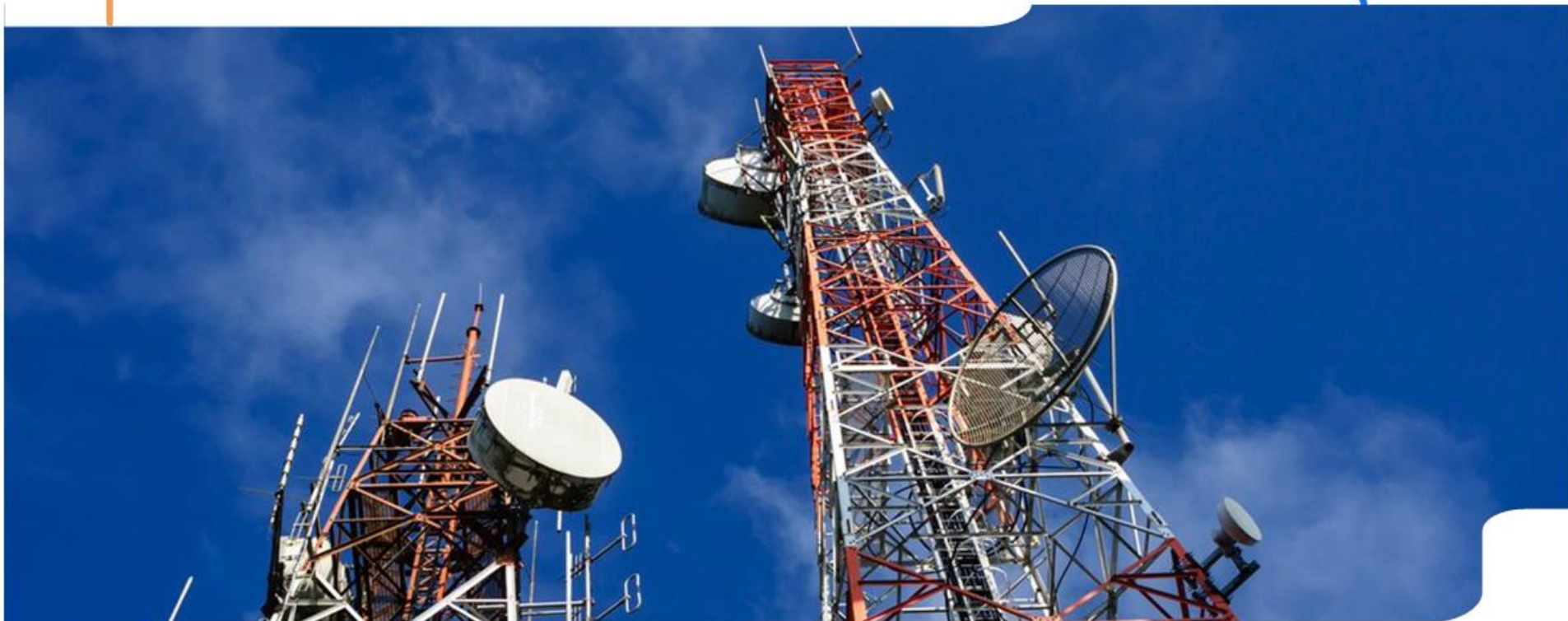
10W  
Solar Panel





# RONCHO ENERGY

ICT Solutions



## ICT Solutions

Technology at Work





# Computing & Networking

- Structured Networking Solutions



**Contact Us to discuss your Networking projects**



# Computing & Networking

- Server Architecture Design | Management | Maintenance



**Contact Us to discuss your server management projects**





# Computing & Networking

- Computing Hardware



**Contact Us to discuss your Home & Office Computing requirements**



# Computing & Networking

- Computing Hardware powered by  Compulab

## Fitlet mini PC – Fanless Computer for Compact & Industrial Applications



fitlet is a fanless mini PC with high performance, excellent graphics, up to 4 LAN ports and 5 year warranty. fitlet is among the smallest PCs available and packs more features than any similar PC.

**Contact Us to discuss your Industrial Computing requirements**



# Computing & Networking

- Computing Hardware powered by  Compulab

## Filet2 PC – Fanless Computer for Compact & Industrial Applications



filet2 is based on quad-core Apollo-Lake Atom with up to 16 GB RAM.

It provides performance that not long ago required a Core CPU that could not be fitted in such a small passively-cooled footprint due to higher power consumption.

**Contact Us to discuss your Industrial Computing requirements**



# Computing & Networking

- Computing Hardware powered by  CompuLab

## FitPC 4 – Fanless Computer for Compact & Industrial Applications



- ✓ AMD “Jaguar” Quad-core 2
- ✓ Dual HDMI, dual Gbit Ethernet
- ✓ Linux or Windows 7
- ✓ Fanless, ruggedized, all aluminum miniature casing
- ✓ 3 year warranty

fit-PC4 is based on AMD Embedded G-series system-on-chip with 64-bit quad-core CPU and AMD radeon HD GPU. Rich functionality, connectivity and modularity, low power consumption and silent operation made the fit-PC4 stand out.

**Contact Us to discuss your Industrial Computing requirements**





# Computing & Networking

- Computing Hardware powered by  Compulab

## Airtop – Natural Airflow Desktop for Everyday use



Airtop is a small and silent high performance desktop PC.

Zero fans, Zero noise, Zero Maintenance.

- ✓ 7 4K displays
- ✓ 6 Gbit Ethernet ports & internal storage devices
- ✓ 5 year warranty
- ✓ 4 Hard disks
- ✓ 3 serial ports & extension cards
- ✓ 2 Gbit Ethernet ports, 2 SIM cards, 2 power supplies – main and backup
- ✓ 1 graphics card.

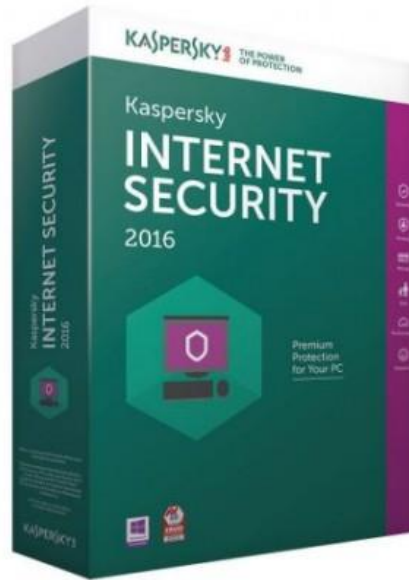
**Contact Us to discuss your Industrial Computing requirements**



# Computing & Networking

Our other solutions include:

- **Computing Software**
  - Operating systems
  - Essential Applications



- We also design and maintain custom-made Applications (IN-HOUSE)

**Contact Us to discuss your Software requirements**



# Building/Facility Control

- CCTV Solutions powered by **HIKVISION**® and



**BOSCH**

Invented for life



Call Us to discuss your CCTV project



# Building/Facility Control



- Access Control Solutions powered by  **BOSCH**  
Invented for life

- Investing in the right technology is central to the protection of your employees, site visitors and ultimately the success of your company. While you naturally want your business premises to be as open and welcoming as possible – as well as making it easy for staff and visitors to move around the building – you need to ensure maximum protection against unauthorized intruders.

**Comprehensive access control offer**

**Flexible solutions for any project**



**Contact Us to discuss your project**





# Building/Facility Control

- **PAGA (Public Address & General Alarm) Systems by**



**BOSCH**

Invented for life



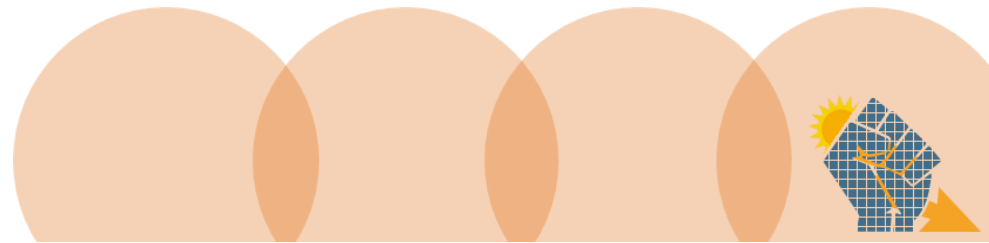
High-quality public address and voice evacuation systems are essential for dealing with security and safety challenges.

To be truly effective, a public address and emergency sound system must deliver exceptional performance and reliability. Roncho Energy provides PAGA solutions for major transportation terminals, houses of worship, public buildings, office buildings, schools and shopping malls in Nigeria.

**Contact Us to discuss your PAGA project**



# ICT Project Portfolio

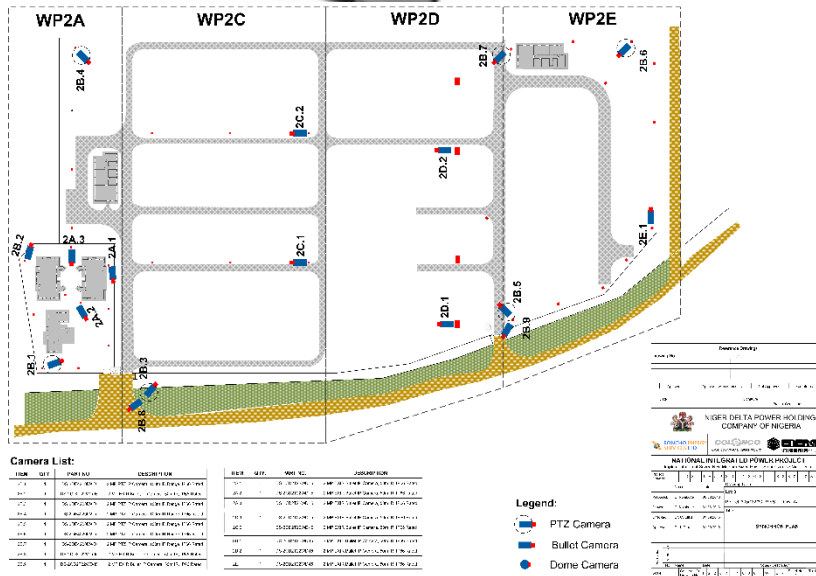


# ICT Project Portfolio



- **Case Study: Development of CCTV solution for a Power Transmission facility at remote location.**

- Project Development
- Development Completed



# ICT Portfolio



- **Case Study: CCTV solution for Secondary School at urban location.**

- Project Development | System Integration | O&M (On-going)
- Implementation Completed/ O&M On-going

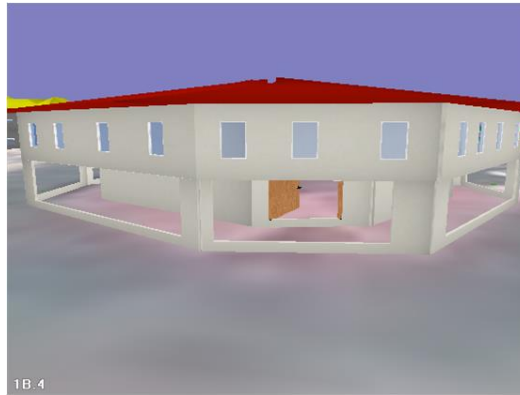




# ICT Portfolio



- **Case Study: CCTV solution for perimeter surveillance of Secondary School at peri-urban location.**
  - Project Development | System Integration (On-going) | O&M
  - Development Completed / Implementation On-going





# RONCHO ENERGY

Engineering Services



## Engineering SERVICES

Technology at Work



# ENGINEERING SERVICES



- **Procurement & Installation**

We are licensed to provide the following products by the Department of Petroleum resources and under our NIPEX registration.



**Direct Fired Heaters  
& Accessories**



**Steam Boilers &  
Accessories**



**Electric Heaters &  
Accessories**



**Stacks, Flares and  
Accessories**



**Coolers, Condensers  
& Accessories**



**Heat Exchangers  
& Accessories**



**Distribution &  
Control Equipment**



**Rectifiers, Inverters  
& Converters**





# ENGINEERING SERVICES

- Procurement & Installation



**Lamps, Lighting  
Fixtures & Equipment**



**Cables, Cords &  
Accessories**



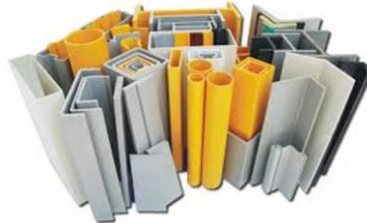
**Gaskets, Jointings,  
Packings, Tightenings**



**Stacks, Flares and  
Accessories**



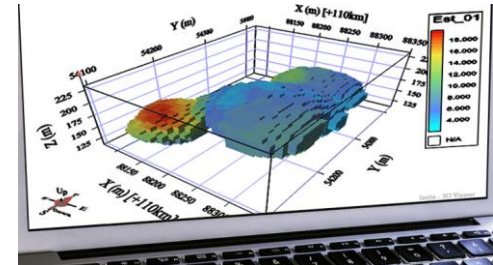
**Metal bearings &  
Seals**



**Heat Exchangers  
& Accessories**



**Network Installation  
& Support Services**



**Computer-Based  
Modelling Simulation &  
Training**



**CAD / CAP Services**

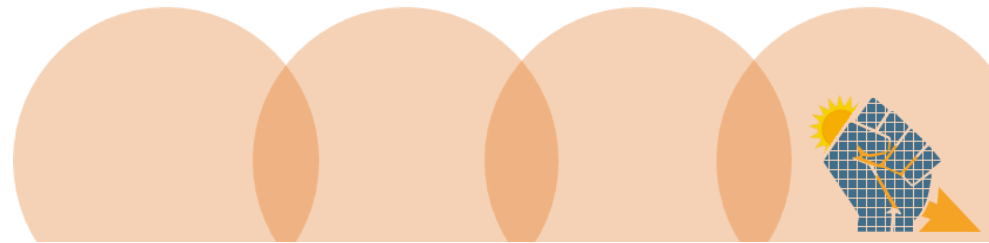




# ENGINEERING SERVICES



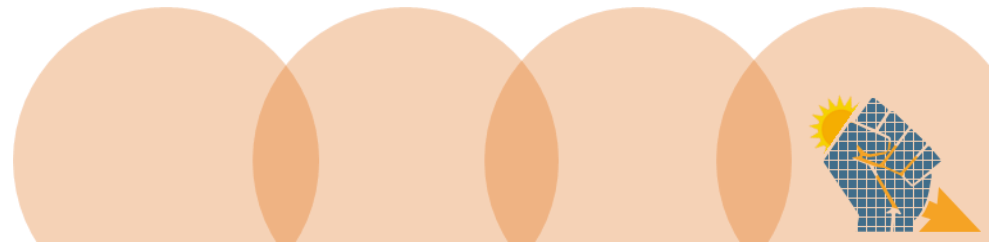
- **Operation & Maintenance**
  - Electrical, Mechanical & Civil Maintenance Services
  - Preservation Services (Corrosion Control)
- **Information Systems & Technology / Communication Systems**
  - Web Design
  - Data Management Services
  - Hardware Installation Support
  - User Support / Help Desk Services
  - Network Support Services
  - Software Development & Support Services
  - IT Management



# ENGINEERING SERVICES



- **Consultancy Services**
- Manpower Supply (Technical & Admin)
- Human Resources & Development Consultancy
- Material Management
- Cost and Planning
- Technical Documentation / Document Control
- Industrial Design





**RONCHO ENERGY  
SERVICES LTD**

**Thank You**

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+234 803 735 7252

