

CUSTOMER

Target Customer
 Public and private clients.

Customer Relation

- High focus on meeting the client's requirements and expectations
- Good planning, cooperation with the client and build projects in line with the contract.

Channels

- Public procurement through tender processes
- In the project, we communicate through meetings.

CORE

Mission

We build infrastructure for public and private developers.

Value Proposition

"We build the future" (in Norwegian Vi bygger fremtiden). The goal is to carry out projects with the right quality, safety and with the least possible damage to the environment.

Competitive advantage

We compete on climate and environmental requirement in tender process. The competitive advantage lies in optimizations and good profitable and sustainable solutions.

RESOURCES

Knowledge

- Professional expertise in infrastructure
- Project management
- ISO 14001, ISO 37001, ISO 45001, ISO 9001 and ISO 39001
- Support functions, such as planning, engineering, HSE, environment..

Technology

We are investing in digitalisation and have a common corporate strategy for digitalisation.

Revenue Streams

Our income is based on carrying out projects for our clients.

KEYS

Activities

Project planning and execution.

Partnerships

- Builders
- Subcontractors
- Suppliers.

Success factors

- Own workforce
- Robust organization
- Cooperation with the client
- Adaptability in line with the client's requirements and expectations.

Company name:
Hæhre Entreprenør AS
Restoration Typology:
 Linear infrastructures (railways, roads, power lines)
 Mining areas;
 Agricultural land and pasture, including photovoltaic parks; Rivers;
Founding year:
 1974
Number Employees:
 More than 250 employees
Annual Turnover:
 More than €50 million
Location:
 Billingstad, Asker (Norway)
Web page:
www.akh.no



Positive Impact The development of projects with a focus on sustainability is part of our corporate social responsibility as an entrepreneur. We build infrastructure that creates value for society. We create positive impacts through a high job security, high focus on health and security, a high degree of unionisation, competence, training etc. A good and inclusive working environment creates engaged employees who contribute to increased productivity and quality. We see opportunities in innovation, increased requirements for climate and the environment from the client, as well as legal requirements related to ESG, integrations in the value chain to create increased value for the client. Opportunities through projects within nature restoration, power development, etc..

Drawbacks Limited access and higher costs of materials, equipment and processes due to climate change, CO2 taxes, higher energy prices etc.. Risk related to human rights in the value chain. Different public procurement practices. Fines related to non-compliance with requirements. Our industry has a high risk of HSE and has a negative impact on the climate and the environment due to our activities and machinery in infrastructure project. We are certified according to several ISO standards to ensure a systematic approach to HSE, environment etc..

Competitors Public and private tender processes. In addition to competing on price, we compete on solutions, organization, quality, HSE, etc. The environment and climate are emphasized by 30% in public procurements..