



**TABATABAI**®

GROUP

**Ingenious Solutions**



AVAILABILITY

TECHNICAL EXPERTISE

MASTERY

SOLUTIONS

OPTIMISATION

RELIABILITY

FLEXIBILITY

QUALITY

SPEED

ACCURACY

EFFICIENCY

CONFIDENCE

RESPECT

COMMITMENT

PRECISION



Director of the TABATABAI Group

Alain Tabatabai

## Editorial

Since it was founded in 1990, the Group's objective has been to provide an effective, accurate and quality response to the increasingly complex demands of its clients: insurers, loss adjusters and private or public contracting authorities. We have transposed into the claims, engineering and repair techniques, the technological revolutions experienced in other sectors of the economy.

Our Group's challenge? To diagnose, design, estimate and undertake the repair of simple or complex structures while managing costs and lead times. The desire for customer satisfaction is in our DNA. Our Group constantly innovates by offering a holistic work process involving expert engineers and highly qualified site operators and using cutting-edge technology.

Our engineers stress the need to streamline everything at all times, whether in the diagnosis, the time frames or the cost of the work required for a lasting repair.

Our processes, successfully implemented with our clients, have eliminated duplication of work and the spiralling of associated costs, unnecessary stoppages, incomplete diagnoses and

the additional expense of major and restrictive solutions.

Well received in France and internationally, the solutions offered by the Tabatabai Group are provided by several entities (Determinant France, Datterberg, Alliance BTP, Diagstructure, Solinjection) in a cohesive group.

The international market now awaits our technicians, who have achieved successful projects in the Persian Gulf, Europe, the USA, Brazil, Argentina and the Antilles.

The Tabatabai Group's next move involves the extension of international partnerships, working on large-scale projects.

### THE TABATABAI GROUP

#### AN INDEPENDENT GROUP SINCE 1990.

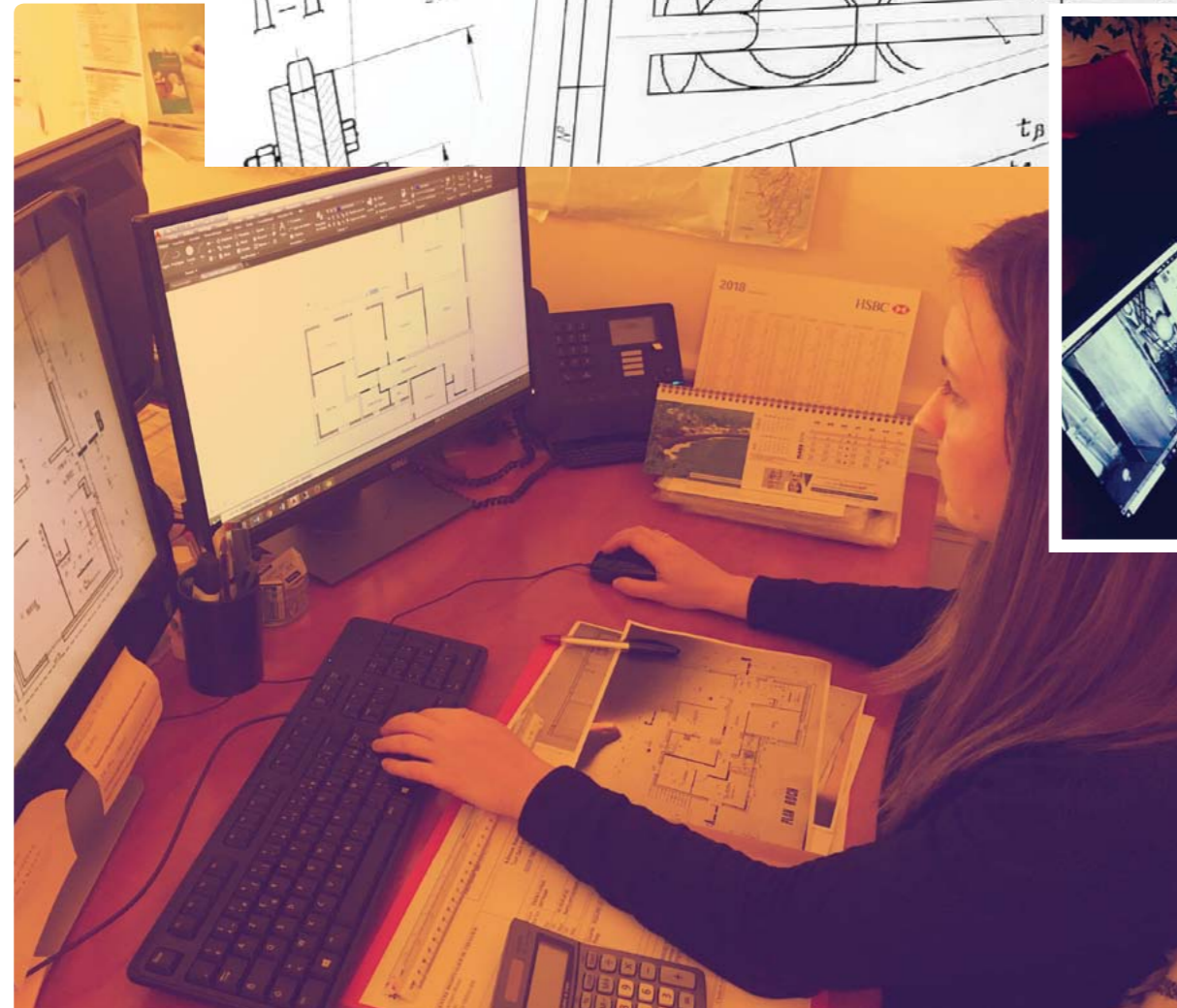
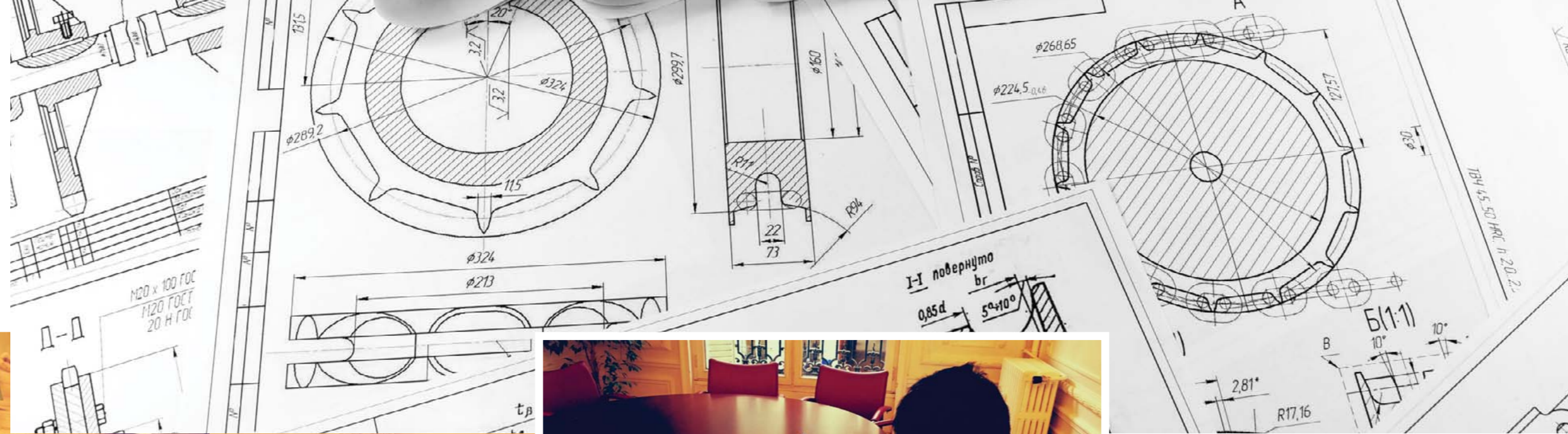
We are an independent group of highly specialised subsidiaries in the field of engineering and expertise of construction following damages.

The Group's entities work on behalf of insurers, loss adjusters and public and private contracting authorities.

Our skills are extensive and cover the diagnosis and engineering, design project management, calculation, costing and execution phases necessary for lasting repair of structures.

Our Group's expertise is recognised in France and internationally, and our solutions have been successfully implemented for almost 30 years.





*Your trusted partner*

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//YOUR TRUSTED  
PARTNER

01.



**Alain TABATABAI**

Director of the  
TABATABAI Group  
ETP Engineer

## The Board of Directors

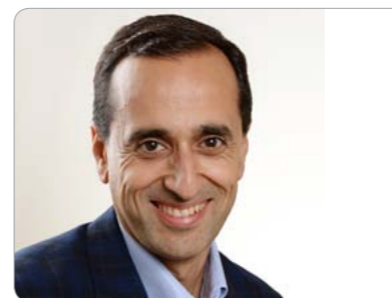
An independent  
group since 1990

“

*The TABATABAI Group prioritises more than ever before the success of its clients' projects, perfecting its expertise in line with their needs.*

”

TABATABAI GROUP



**Charles TABATABAI**

CEO ALLIANCE BTP



**Alain LASSERRE**

Technical Director  
CNAM engineer



**Francois TABATABAI**

TABATABAI Group's Founder



**Claude PERRODO**

Major Claims Director



**Catherine TABATABAI**

Administrative Director

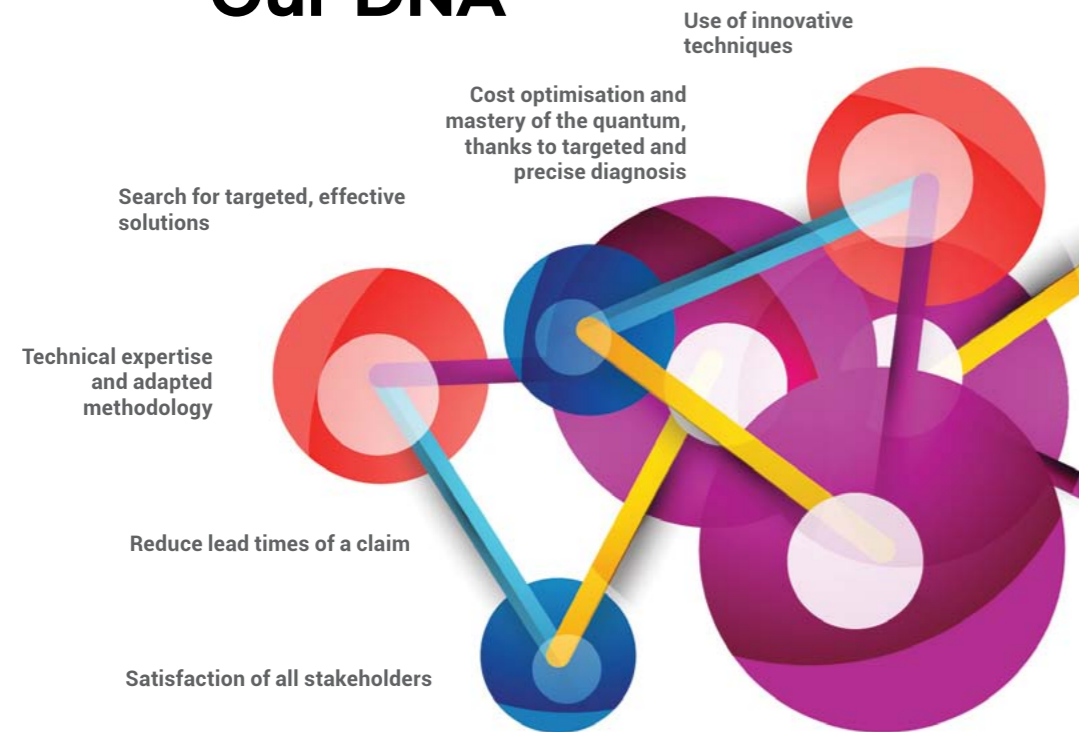


**Patrice KOCH**

Special Claims Director

01//YOUR TRUSTED PARTNER

### Our DNA



# 29

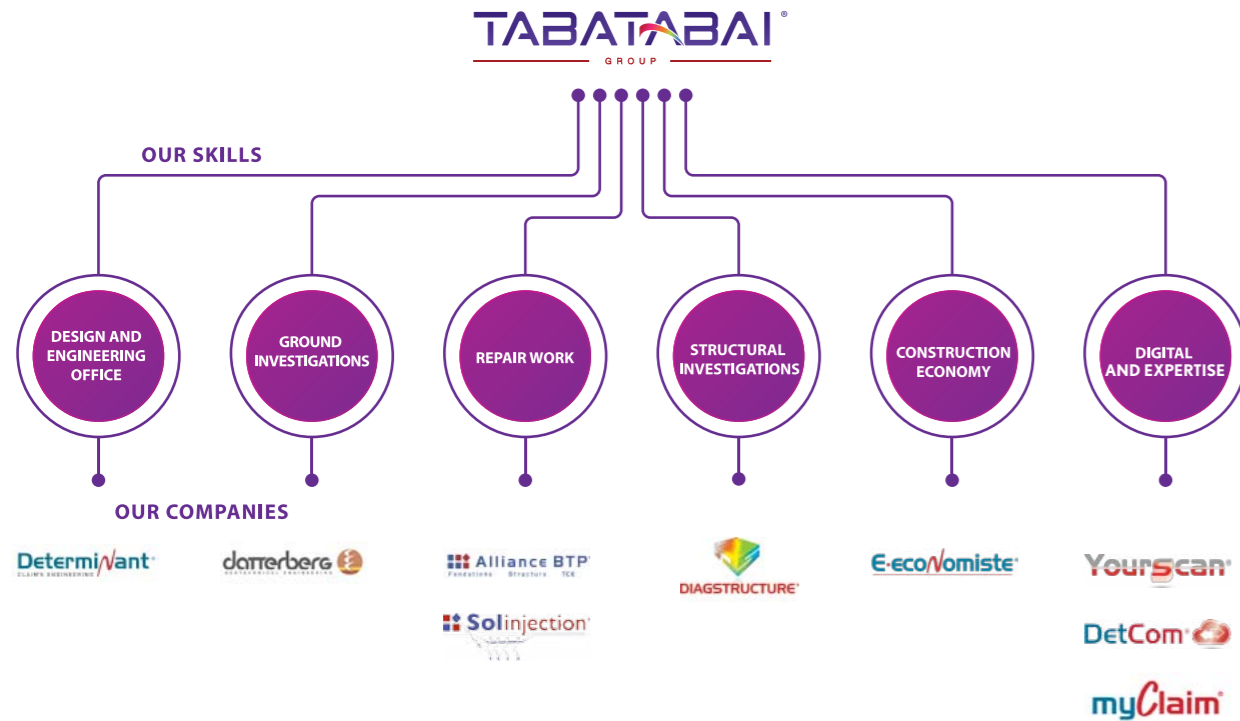
YEARS OF EXPERIENCE

### Key figures

- TABATABAI Group **More than 150 employees**
- Patents filed **5**
- International **4 partnerships**
- Engineers & Technicians **More than 40**
- Turnover **>30 M€**
- More than 20 brands**
- Mainland France **10 agencies**



# 10 Our expertise at your service



« What is the added value of the Tabatabai Group? We offer an optimised and comprehensive solution. We develop ingenious concepts using cutting-edge techniques that enable us to offer the most technically appropriate, financially competitive solutions. »

We are committed to guaranteeing a service based on responsiveness, local presence and efficiency and we deploy this quality approach through established systems. This expertise relies on the complementary yet independent nature of the companies in the Group's scope of activities. This principle exists thanks to the total transparency of our work.

## OUR SKILLS

Depending on the type of damage, the Tabatabai Group and its qualified teams operate in different fields for quick, effective handling.

- Structural diagnosis
- Geotechnical investigations
- Design and engineering
- Project management
- Costing of work
- Invitation to tender - E-économiste
- Worldwide intervention
- Execution of recommended work

## AREAS COVERED (DEPENDING ON THE AFFECTED STRUCTURE)

- Liability claims
- Ten-year liability claims
- Fire - explosion claims
- Ground movement claims (drought, landslide)
- Seepage, watertightness claims
- Structural claims
- Earthquake resistance reinforcement
- Metal and wood framework claims
- HVAC claims
- Acoustic claims

# Our commitments

" Our Group is committed to providing the best quality of service to its clients every day. Our actions follow guidelines that respect the environment and prioritise safety. Approved by major insurance firms, Qualibat certified (Alliance BTP® and Solinjection®) and OPQIBI certified (Determinant France®), the Group's entities aim to master the quantum of the work. In France, our work is covered by a ten-year guarantee. "



## A corporate responsibility strategy

The Tabatabai Group has adopted a deliberate approach to its business, regarding its contribution to sustainable development. We believe that our Group's success should also be used as an economic tool to benefit future generations.

## Our actions involve:

- Being a socially minded company with the aim of protecting clients in the long term.
- Supporting the commitment of our employees who are the reason for our clients' trust in our brands.
- Limiting the risks and their costs, and making the most of new development opportunities.

The Tabatabai Group strategy is to put Corporate Social Responsibility at the heart of what its subsidiaries do on a daily basis in all of its business lines.

## Accession to the United Nations Global Compact

In order to strengthen our commitment to responsible development of our business, Determinant France, a member of the Tabatabai Group, has joined the United Nations Global Compact. This accession formalises our Group's strong affinity with universally recognised values. This initiative enables us to put social and environmental responsibility, as well as respect for fundamental values, at the centre of our development strategy.

Launched in July 2000 by Kofi Annan, the United Nations Global Compact intends to bring together, with a view to contributing to the development of a human and sustainable economy, companies of all nationalities around ten universal principles in four main areas:

## 1. HUMAN RIGHTS

Businesses should:

- Principle 1: Support and respect the protection of internationally proclaimed human rights; and
- Principle 2: Make sure that they are not complicit in human rights abuses.

## 2. LABOUR STANDARDS

Businesses should uphold:

- Principle 3: the freedom of association and the effective recognition of the right to collective bargaining;
- Principle 4: the elimination of all forms of forced and compulsory labour;
- Principle 5: the effective abolition of child labour; and
- Principle 6: the elimination of discrimination in respect of employment and occupation.

## 3. ENVIRONMENT

Businesses should:

- Principle 7: support a precautionary approach to environmental challenges;
- Principle 8: undertake initiatives to promote greater environmental responsibility; and
- Principle 9: encourage the development and diffusion of environmentally friendly technologies.

## 4. ANTI-CORRUPTION

Principle 10: Businesses should work against corruption in all its forms, including extortion and bribery.

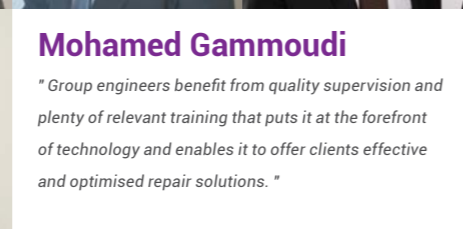


# 02.

## Highly qualified teams

### Claude Perrodo

"With a twofold objective of fulfilling its commitments and ensuring responsiveness, the Tabatabai Group offers its clients technical competence, while remaining transparent in its work."



### Mohamed Gammoudi

"Group engineers benefit from quality supervision and plenty of relevant training that puts it at the forefront of technology and enables it to offer clients effective and optimised repair solutions."



## Our jobs

Engineer

Technician

Project Manager

Construction Economist

Expert

Design manager

Site supervisor

Contractor

Surveyor

Site foreman





## Design and Engineering Office

### DETERMINANT® France IN PARTNERSHIP WITH INSURERS AND THEIR LOSS ADJUSTER

« The DETERMINANT® France design and engineering office is the French leader in damage and construction claims repair engineering ».

DETERMINANT® France manages the quantum, and customer satisfaction involves:

- Mastery of diagnosis
- Quality engineering
- Recognised experience in technical management of median and serious claims.

# Determinant®

CLAIMS ENGINEERING

## A close partnership with insurers and their loss adjusters.

A close partner of insurance firms and their loss adjusters, DETERMINANT® France carries out technically complex missions, while optimising job lead time. The complementary technical expertise of the Group's engineers means that the claims process is streamlined and optimised.

### We work in many different technical claim management fields:

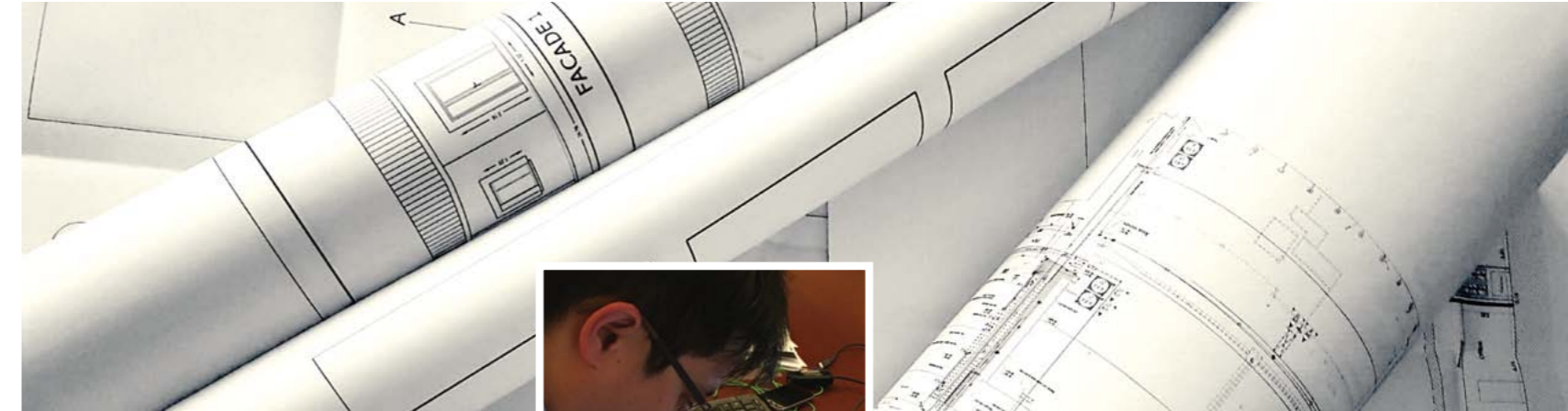
- Soil diagnosis, hydrology
- Structural diagnosis
- Engineering and design
- Technical project management
- Construction economy

Our clients can rely on a unique, dedicated and multidisciplinary service, which is available to their inspectors and managers.

Our teams have a technical claim management culture and strive to come up with effective solutions in accordance with technical regulations such as DTVS, BAEL, EUROCODES, etc.

### Focus on projects

1. Reinforced concrete and prestressed concrete calculation
2. Wooden structures calculation
3. Metal framework calculation
4. Earthquake resistance calculation
5. Thermal calculation
6. Hydraulic calculation
7. Acoustic calculation
8. Geotechnical calculation



## Our tools and means

DETERMINANT® France has developed technical management processes, continuous or staggered to optimise technical management of median and serious incidents.

### Our teams use appropriate tools and means to reduce claim management costs:

- 90 days maximum for diagnosis and repair project management
- Use of effective Scan 3D survey tools
- Use of calculation software on finished sites (Plaxis, Robot, etc.)



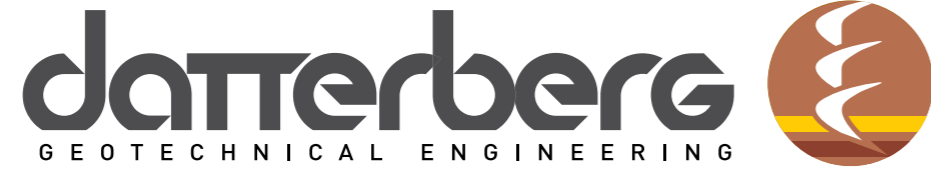


**Surveys and investigations**

**DATTERBERG®  
SOIL SURVEY EXPERT**

Following movement on a building or road structure, it is sometimes necessary to conduct geotechnical investigations to identify the different causes and propose appropriate repair solutions.

This diagnosis generally includes searching for information on the structure's foundation system and on the nature and properties of the different layers of soil.



Consistent quality is guaranteed throughout investigations and analysis of results.

The tools and scope of our subsidiary enable it to conduct geotechnical investigations appropriate to the different soil profiles.

**Our teams can perform:**

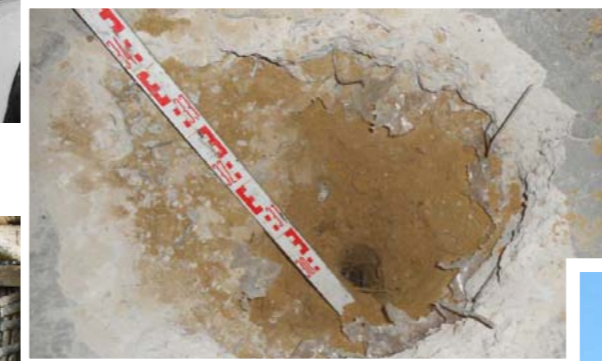
- Core drilling
- Foundation probing
- Moisture content profiles
- Penetrometric testing
- Pressiometric testing
- Atterberg limits
- Laboratory testing
- Stability calculation
- Monitoring of affected structures

Insurers and their loss adjusters receive targeted studies, in line with the research necessary to explain of the technical causes the problems, to enable production of reasoned, optimum repair solutions.

**Methods used:**

To perform an accurate diagnosis, our engineers rely on geotechnical studies that reveal the properties of the different layers of the soil.

Modelling in Plaxis allows them not only to determine the triggers or aggravating factors of the damage, but also to confirm or disprove the assumptions made regarding the causes of the incident.







**Surveys and investigations**

**DIAGSTRUCTURE®  
EXPERT IN DAMAGED  
STRUCTURES**

A consultancy firm and surveyor in structural diagnosis.

With calculation and structure software, Diagstructure carries out the diagnosis and defines repair solutions for affected structures.



Diagstructure® is an engineering firm that specialises in the diagnosis of structures that have been damaged.

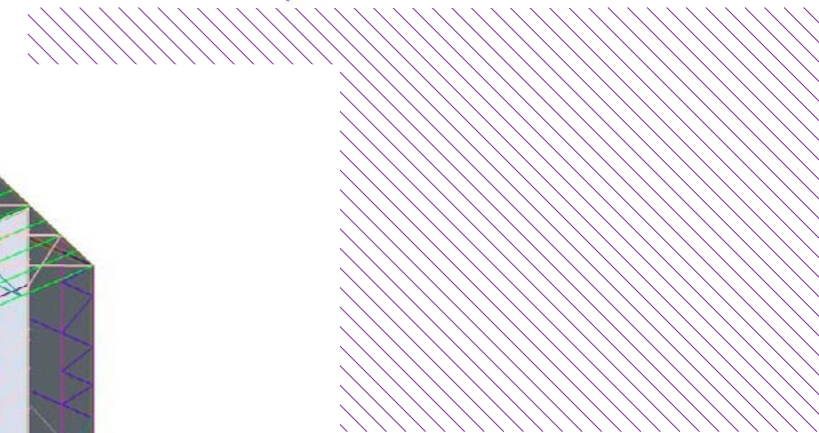
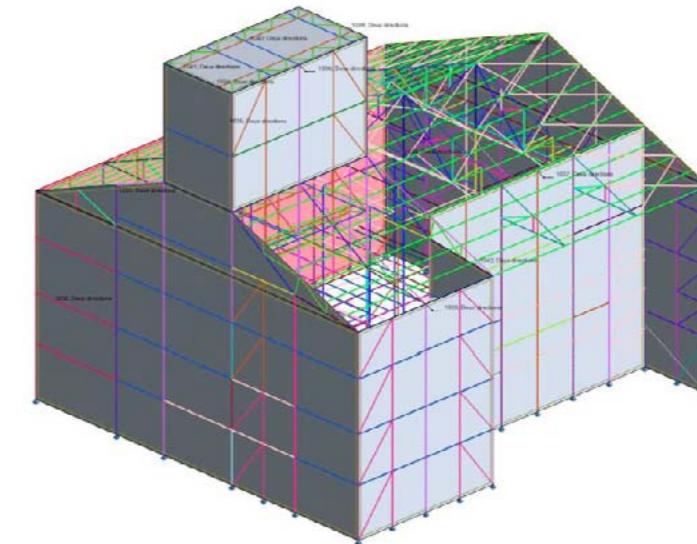
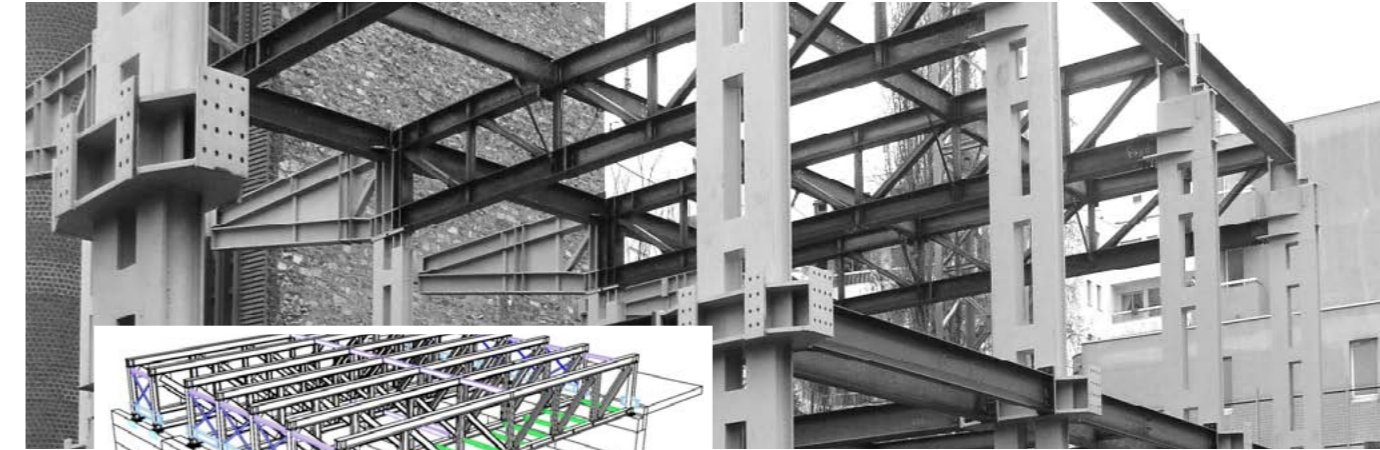
We carry out in-depth destructive and non-destructive diagnosis missions in order to determine the state of structures:

- Metallic structure
- Reinforced concrete or prestressed concrete structure
- Wood structure
- Roads and utilities

**We use destructive and non-destructive investigation techniques:**

Once the investigations have been completed, we model the structure using powerful calculation programs such as Robot® to determine the weaknesses and define the parts to be repaired.

Modelling and 3D drawing software such as Tekla® enables our clients and their loss adjusters to have a three-dimensional view of the damaged structure.







**Appraisal & Digital**

**YOUR SCAN® AND DETCOM®**

The Tabatabai Group uses techniques to prepare an accurate 3D view of the damaged building. To do this, we provide our clients with the Detcom® platform to exchange digital information.

**MYCLAIM®**

With the MyClaim application, the client is at the heart of incident management.



**Accurate 3D surveys.**

With Detcom®, loss adjusters, managers and inspectors have online access 24/7 to the 3D surveys to:

- Make observations
- Take measurements

The 3D scanner is a piece of very powerful surveying equipment and a high-performance diagnosis tool used by our engineers to measure structural deformations post disaster.

• Accuracy  
Based on site surveys, an accurate 3D model faithful to the affected building can be created. The precision of the 3D structural elements provides invaluable help for the structural diagnosis.

• Optimisation  
The 3D scanner enables accurate, reliable and comprehensive documents to be obtained very quickly.

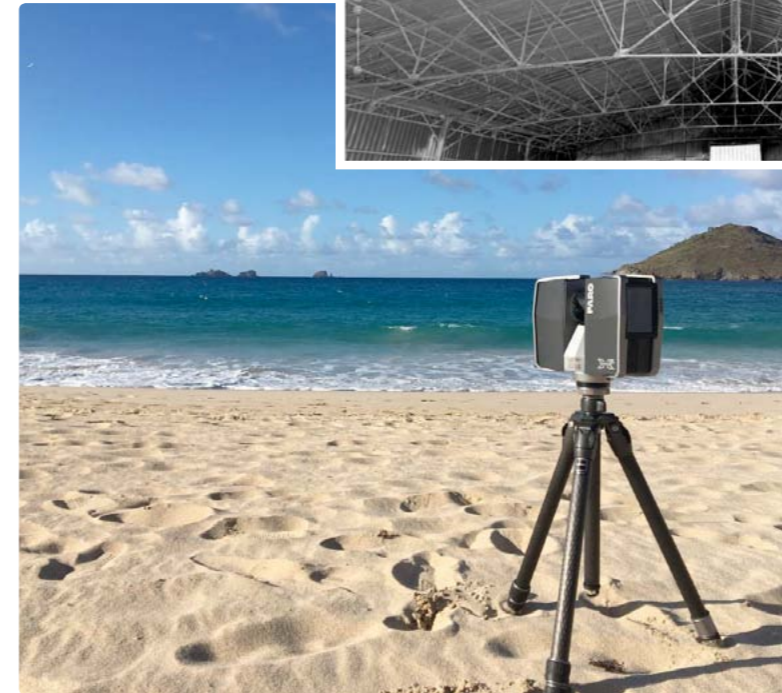
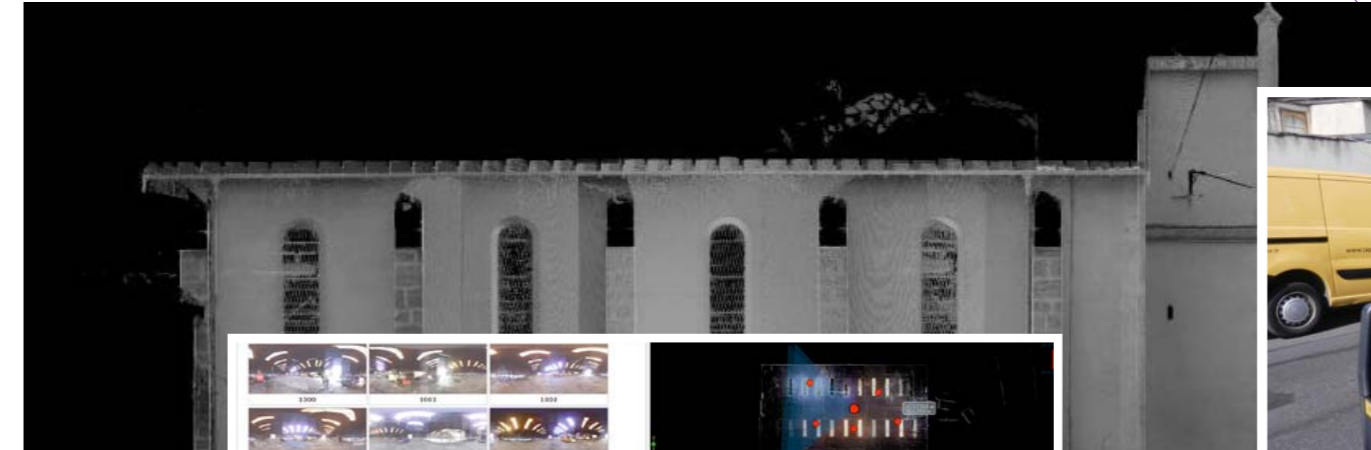
**Loss adjuster's decisions are therefore facilitated:**

- Avoid multiple trips
- Facilitate the work of engineers and economists by ensuring incomparable precision

**Visualisation and Measurement:**  
Visualisation of the damage online from your remote PC.

With Detcom®, loss adjusters and construction economists have access to a 3D view of the site, with the option of making observations and taking measurements.

- Secure remote viewing of data.
- Organisation of interactive meetings for working with other loss adjusters.



The **MyClaim** application allows damages to be handled remotely via the selfcare mode. Thanks to the digital, we have a new way of conducting a remote technical expertise, under similar conditions to that of an on-site appraisal. This innovative method results in immediate savings in terms of cost and processing time.







## Repair work

### SOLINJECTION®

Since 2007, our company Solinjection® has specialised in soil consolidation and slab lifting. The specific activity of Solinjection® is the treatment of soil and more specifically repair of damaged structures. It relies on cutting-edge techniques using the specific properties of expansive resins, specifically designed for its applications and produced specifically by EUROPEAN POLYURETHANE®, another Tabatabai Group entity.



## Cutting-edge technique and expansive resins.

Our team of engineers works to provide sustainable, technically appropriate and financially competitive solutions:

- Improved ground bearing capacity
- Treatment of certain plastic clay soils
- Raising of collapsed slabs
- Treatment of industrial slab joints
- Filling of underground cavities and emergency works

The majority of Solinjection® projects take place following incidents. They concern damage suffered by buildings or roads and utilities, either caused directly by ground movements, or linked to a deficiency with the transfer of loads between the structure and the ground. Foundation and slab damage is one of the most expensive types of damage to repair.

#### Traditional techniques are used:

- Underpinning using reinforced concrete or micropiles
- Creation of supported floors

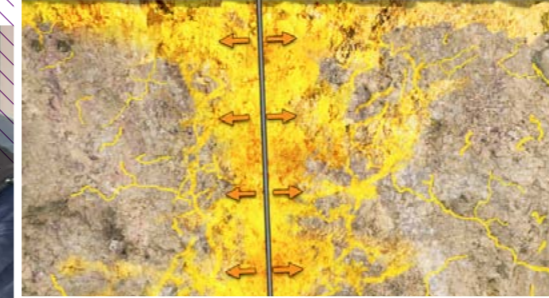
**These techniques are effective but there are often many disadvantages:**

- Significant consequential damages, especially surrounding the work site
- Premises inaccessible for longer
- High overall cost

In their area of use, SOLINJECTION® process solutions are lasting and beneficial responses in contrast to traditional techniques..

**The different solutions proposed by SOLINJECTION® are as follows:**

- IP 50 solution for treatment of plastic clay soils
- SOIL COMPACTING solution for improvement of ground bearing capacity
- RENFORSLAB solution for slab lifting
- RENFORJOINT solution for stabilisation of industrial slab joints
- RENFORVOID solution for emergency works to fill cavities



#### Our solutions respond to the following problems:

- Poor ground bearing capacity,
- Accidental decompression of soil (collapse following water leak, faulty drainage, flooding, inadequate earthwork, etc.),
- Differential settlement relating to drying out of soils sensitive to moisture content variations,
- Inadequacy of the existing foundation system.



#### EUROPEAN POLYURETHANE®

We rely on the expertise of European Polyurethane, which manufactures specific resins required for consolidation repair techniques. At our factory in Ecqueville, we design polyurethane-based resins for consolidation work and treatment of soils.

Our technicians have developed highly effective resins especially for structural treatment or soil consolidation applications. The benefits are:

- Hydro - insensitive
- Environmentally friendly
- Respect for sustainable development





**Repair work**

**ALLIANCE BTP®**

With more than 14,000 incidents processed, Alliance BTP® is one of the French leaders in repair damage.



**High-quality, optimised intervention.**

With the experience it has acquired since 1990 and with more than 14,000 claims processed, Alliance BTP® is the French leader in work following damage. The Group's employees lend you their expertise and know-how to bring you technically appropriate and financially competitive solutions.

Alliance BTP® is Qualibat qualified to perform underpinning, special foundation and reinforced concrete structure repair work.

Thanks to its regional presence, it operates throughout France with quick turnaround times.

Alliance BTP® technicians are experienced and competent, trained to guarantee all the efficiency and professionalism required for this type of work site.



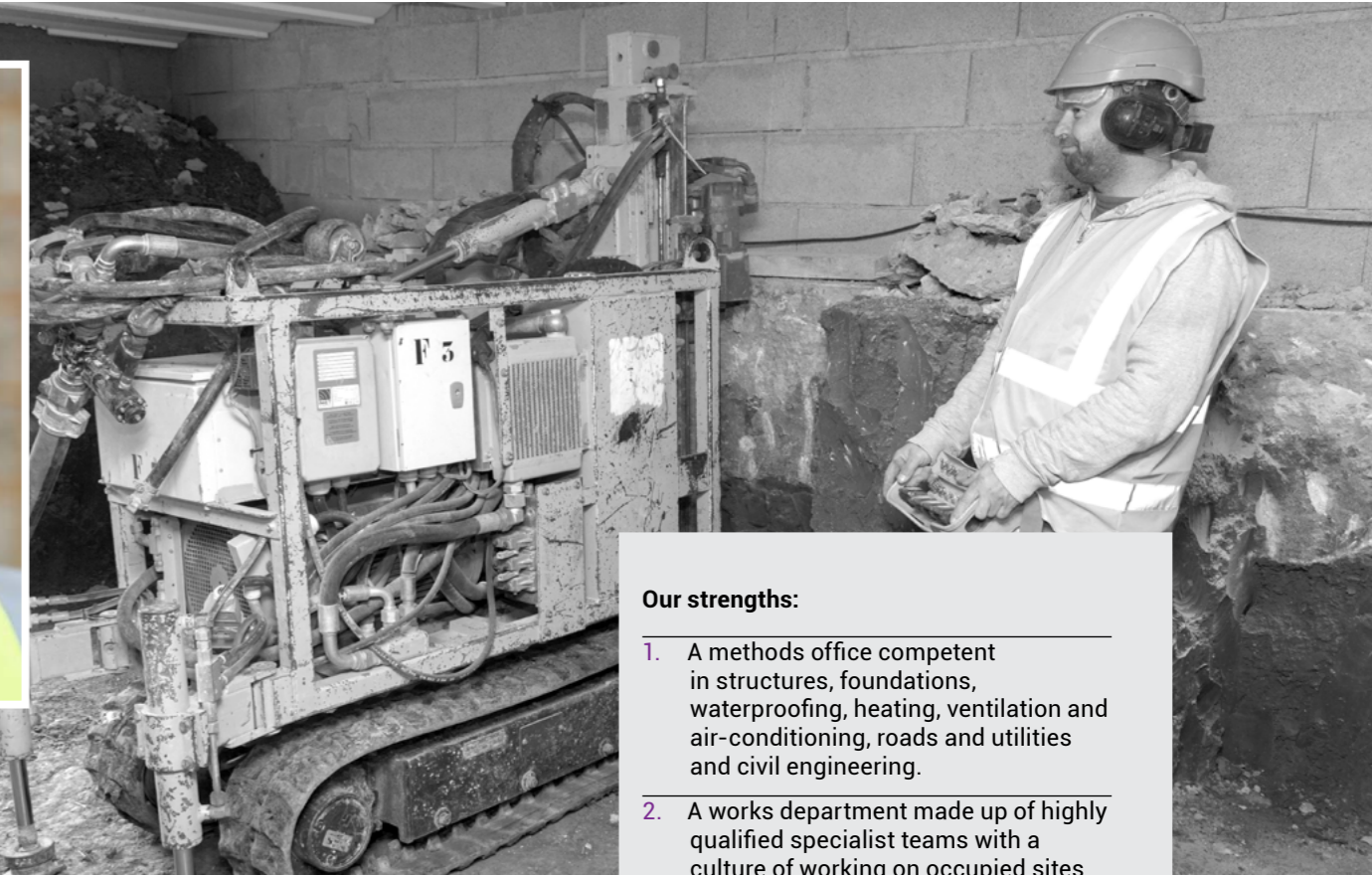
**The scope of our projects:**

1. Repair of foundations and underpinning by piles, micropiles, wells and tight-fit blocks.
2. Slab lifting.
3. Repair of affected structures after fire.
4. Repair of roads and utilities.
5. Civil engineering repair.
6. Roof repair.
7. All trades repair.
8. Casing repair.
9. Seal repair.
10. Framework repair.
11. Erection of retaining walls.
12. Performance of embankment studding.
13. Emergency works.



**More than 14,000 claims processed**

contact@tabatabai.fr || www.tabatabai.fr



**Our strengths:**

1. A methods office competent in structures, foundations, waterproofing, heating, ventilation and air-conditioning, roads and utilities and civil engineering.
2. A works department made up of highly qualified specialist teams with a culture of working on occupied sites following incidents.
3. Qualifications and certification.
4. Innovative techniques (lifting, jacking, inclusions, injection, Polyurea, etc.)
5. All work covered by a ten-year guarantee.
6. Partnerships with French and international insurance firms.





**Financial optimisation of costs.**

**E-ECONOMISTE®**

E-Economiste® owns its online patented platform for competitive bidding, that ensures competitive tendering.



**Stéphane Bernard,**  
Certified economist  
CRAC - OPQTECC



**E-Economiste® works in financial optimisation of costs.**

Our electronic invitation to tender techniques enable bids to be obtained flexibly and automatically in real time. Use of patented technology, E-Economiste® ensures fair and open competition, transparency and great efficiency for invitations to tender.

**This involves:**

- Establishment of a preliminary consultation slip
- Establishment of a consultation slip
- Consultation of companies, in particular through an invitation to tender
- Negotiation with companies

**E-ECONOMISTE OBJECTIVES**

- Improved efficiency and transparency of competition both for the insurer and for the companies consulted.
- The companies consulted are chosen according to their skills and the price proposed.
- Give companies full knowledge of the work to be done, in particular with our online data sharing tools.

As well as traditional consultation techniques, E-Economiste® has a European invitation to tender patent, for competitive bidding using an online consultation platform.

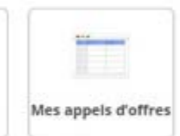
Consultation is performed with a response from each company or by a reverse auction technique, the criteria of which are set in advance: price, lead time, etc. This online invitation to tender technology ensures a reliability and a rapidity that our insurance clients love.

**A mutually beneficial relationship**

Reverse auctions guarantee efficiency both for the client and for the supplier via the development of collaborative tools.

Online auctions are based on a relationship of trust. The resulting advantages of this "win-win" relationship benefit all of those involved.

**WELCOME ON E-ECONOMISTE WEBSITE**



- 5 derniers utilisateurs connectés
- 5 dernières enchères
- Derniers messages
- Notifications

**Time savings**

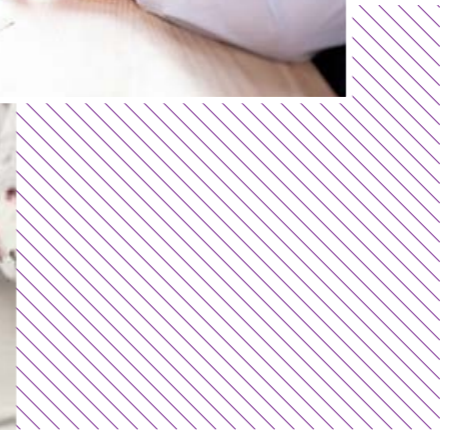
The lowest bid is known as soon as the auction ends, which saves time in terms of studying the bids received, and the successful bidder is immediately informed that its offer has been selected.

**Transparent auctions**

The transparency of reverse auctions is a major opportunity for the supplier. With reverse auctions, no service provider feels aggrieved. All participants are on equal terms. The information (prices, product specifications, quantities requested, etc.) gathered during the auction phase provides a dynamic view of the market.

**A free service**

No financial contribution is required to take part in the auctions and submit service offers.

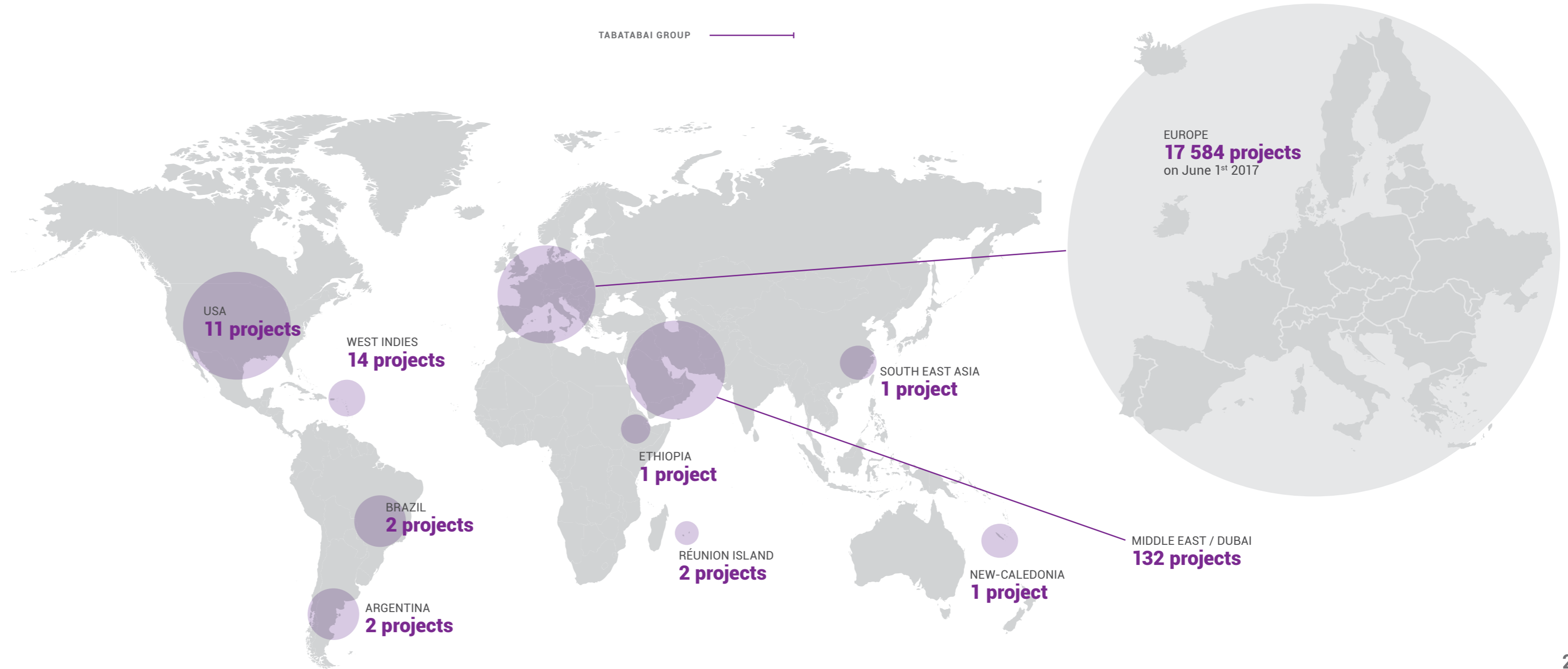




# 03.

## International

### Projects across the globe





# 04.

## Adopt our values of excellence and team spirit

### Join us!

The Tabatabai Group's performance is directly linked to the expertise of its employees and the adaptation of its resources.

In order to make the most of its human capital and take into account the specific nature of the Group's different activities, each branch has technical and administrative staff, who are fully involved and ready to exceed the expectations of clients.

This dynamic is structured by common priorities, principles and commitments that are defined and formalised at Group level, in conjunction with the Board.

We have therefore chosen to:

- Recruit talent that ensures the diversity of our entities
  - Support them throughout their careers
  - Encourage them through recognition of their commitment to take initiatives or innovate in their job.
- Would you like to submit an application or request a work placement?

Submit your application or request by sending us a personalised letter to the following address:

✉ [job@tabatabai.fr](mailto:job@tabatabai.fr)



**Carla Garrido**  
Human Resources Manager



" We propose values on which all of our employees build our success. If you are looking for a challenge, come and join an independent company firmly established in France, which now enjoys global recognition. "

## Our satisfied clients







## Our agencies

PARIS AGENCY 32, rue La Boétie 75008 Paris Tel : +33 1 53 75 14 14

SOUTH EAST AGENCY 530, chemin du Pontet 13590 Meyreuil Tel : +33 4 42 25 99 00

EAST AGENCY 1, place du Pont à Seille 57000 Metz Tel : +33 3 87 30 09 72

WEST AGENCY Ferme du château de Treveday, bâtiment AN2 - 44350 Guérande Tel : +33 2 40 60 28 24

SOUTH WEST AGENCY 359 rue Léonard de Vinci ZI des Cauquillous 81500 Lavarat Tel : +33 5 61 38 78 84

NORTH AGENCY 12, rue de Marcq-en-Baroeul 59 290 Wasquehal Tel : +33 3 20 80 63 25

NORTH WEST AGENCY ZAC du Petit Parc -12, rue de la petite Garenne 78920 Ecquevilly Tel : +33 1 34 75 21 72

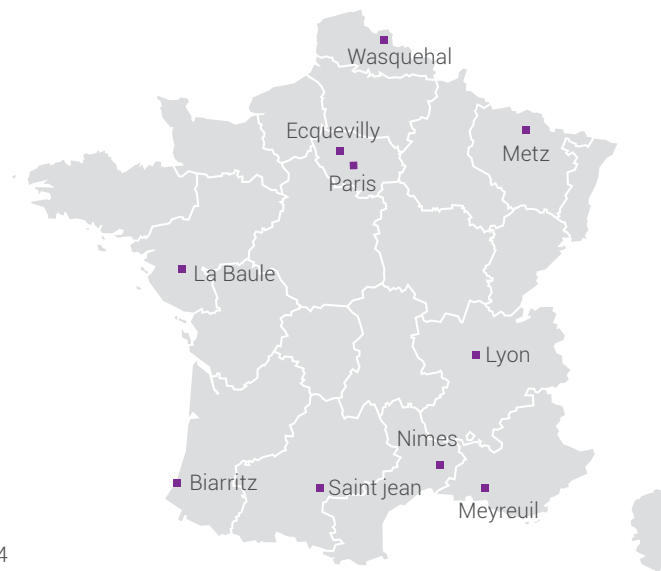
SOUTH AGENCY 21, immeuble Atrium, 100 route de Nimes 30320 Caissargues Tel : +33 4 66 62 60 45

NEW AQUITAINE AGENCY : 6, rue Bazter Zone de Lana 64210 Bidart, Tel : +33 1 53 75 14 14

AUVERGNE RHÔNES-ALPES AGENCY : 13, rue du Bataillon Carmagnole liberté 69120 Vaulx - en - Velin, Tel : +33 1 53 75 14 14

ARABIAN GULF AGENCY (Tradeways) P O Box 7850 SAIF Zone, Sharjah, Emirats Arabes Unis


SPAIN AGENCY - Avida Via Augusta, num 15/25 - 08174 Sant Cugat del Valles



## Social networking

 **Facebook** : @GroupTabatabai

 **Twitter** : @TabatabaiGroup

 **LinkedIn** : tabatabai-group

## Contact us

[www.tabatabai.fr](http://www.tabatabai.fr)

[contact@tabatabai.fr](mailto:contact@tabatabai.fr)