

OMAN EPC PROJECTS 2015

Engineering · Procurement · Construction

29 March 2015 – 1 April 2015, Grand Hyatt, Muscat, Sultanate of Oman



POST EVENT REPORT

Why attend Oman EPC Projects 2015?

- Gain information on the latest technologies and services available to *help you achieve cost-efficient EPC projects*
- Develop successful strategic partnerships to *minimise your risks, share costs and facilitate the transfer of knowledge*
- Benchmark innovative solutions and select successful strategies applicable to your current project to *improve the quality of your project delivery*
- Meet project owners and EPC contractors and understand their challenges, expectations and requirements to *align your company for future collaborations and partnerships*
- Learn about upcoming EPC projects and tenders to *win business in Oman*
- Assess the financing sources available for project owners and EPC contractors to *gain funding for you projects*
- Quantify the success of different EPC models, patterns and project delivery solutions and adapt it for your business to *increase profits*



What's new for Oman EPC Projects Summit 2015?

- Forming an advisory board to ensure the summit is developed by industry professionals like you
- Gathering international EPC Contractors to share their best practices to enable you to benchmark against them for your EPC project
- Featuring top upcoming projects from the NOC's and IOC's to ensure you are prepared for future partnership and collaboration opportunities
- Highlighting projects from new sectors, including: petrochemical, pipeline and industrial infrastructure, to broaden your future business opportunities in the EPC sector

Who should attend Oman EPC Projects Summit 2015?

Oman EPC projects 2015 will bring together government authorities, public and private developers from oil and gas, pipelines, petrochemical and fertiliser sectors, EPC contractors, FEED consultants, legal and financial firms, sub-contractors, construction material suppliers, technology and solution providers.

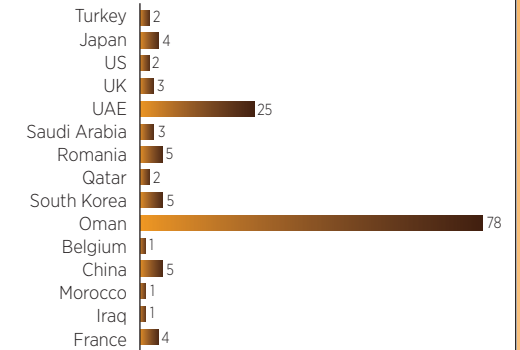
2014 Event Overview

The third annual summit explored four key themes which included: Pricing of an EPC project, challenges faced by both EPC contractors and project owners during project execution, analysing best practices in contracting and procurement strategies, In- Country Value and local community contractors and risk management in EPC projects.

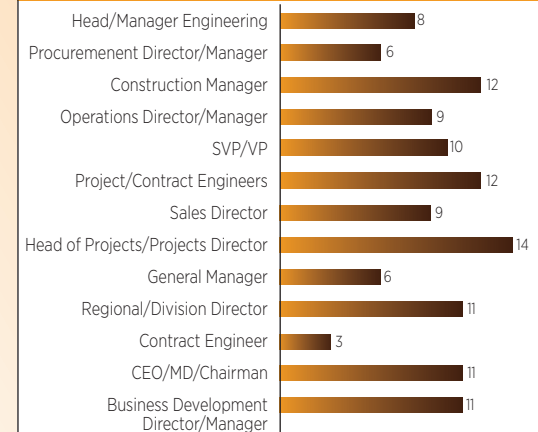
The conference included presentations from international EPC contractors such as Samsung Heavy Industries, China HuanQiu Contracting & Engineering (HQCEC) - subsidiary of China National Petroleum Corporation (CNPC), Maire Tecnimont, CH2M HILL, Saipem, Reliance Engineering Group, SNC Lavalin Arabia, Kentz Engineering International, Technip, Foster Wheeler, Galfar Engineering & Contracting, Cylingas Company LLC - a subsidiary of Emirates National Oil Company Ltd (ENOC) and many more.

Regional oil and gas companies such as Petroleum Development Oman, Saudi Aramco Total Refining and Petrochemical Company (SATORP), Kuwait Oil Company, Abu Dhabi Company for Onshore Oil Operations (ADCO), LUKOIL and RasGas Company presented about their perspectives about EPC contracts and their experience in working on mega EPC projects and with other stakeholders.

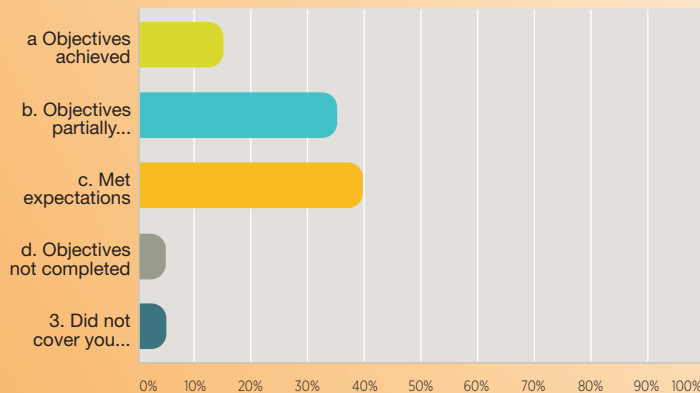
Geos from Oman EPC Series



Job title from Oman EPC Series

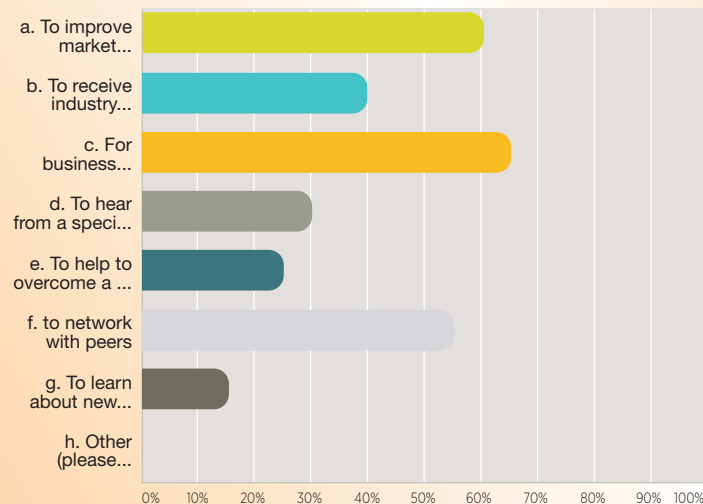


How far were your objectives met at the event?

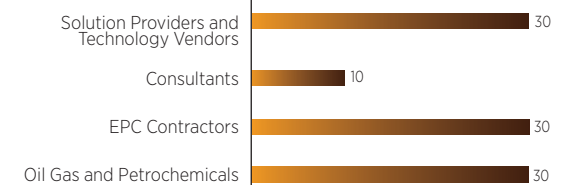


90% of the attendees objectives were met at the event

What were your key objectives at the event



Industries from Oman EPC series



2014 Speakers



Mohammed Hammad
Director
Saudi Aramco Total Refining and Petrochemical Company (SATORP)



Khalaf Hamada
Team Leader – Major Projects
Kuwait Oil Company



Mohamed Daoud
Team Leader Quality Control Engineering and Major Projects
Abu Dhabi Company For Onshore Oil Operations (ADCO)



Alberto Sanchez
Head of Capital Project Planning and Risk (Overseas Operations)
LUKOIL



Kumar Saurabh
Assistant General Manager and Head of Planning
Samsung Heavy Industries



Mohammed Loch
President and Chief Executive Officer
DMS Global



Yang Jin
Senior Vice President
China HuanQiu Contracting & Engineering (HQCEC) - subsidiary of China National Petroleum Corporation (CNPC)



Massimo Sicari
Vice President – Middle East Region
Maire Tecnimont



Daslav Brkic
Senior Vice President, Business and Technology Development
Saipem



Alex al Shakarchi
Vice President
CH2M HILL



Ashish Gupta
Vice President – Commercial
Technip



Alex Haynes
Regional Vice President - Middle East Upstream Sales
Foster Wheeler



Johnny Jhirad
Assistant Vice President & Head of Planning and Project Control
Reliance Engineering Group



Nadim Nassar
Vice President – Operations, Oil and Gas
SNC Lavalin Arabia



Madhu Pillai
Projects Director
Kentz Engineering International



J.K. Saxena
Director of Professional Development
Project Management Institute



Laurence Stratton
Principal Engineer
Nihon Koso Co. Ltd



Wang Shihong
President and CEO
China Huanqiu Contracting and Engineering Corporation (HQCEC)



Senior Representative
Projects Division
Cylingas Company LLC.



Fifai Saleem
Director of Training, Oman Region
Project Management Institute (PMI)



Michael Nevin
UAE Country Manager
Genesis Oil and Gas Consultants



David Johnson
Business Manager for Surface Chokes and Subsea Products
Koso Kent Introl Limited



Michael Duvendack
Engineering Manager
CH2M Hill



Amer Said Al Sinani
In-Country Value Delivery Lead
Petroleum Development Oman (PDO)



Tommy Mars
Executive -Oil and Gas
Accenture



James Mullen
Oil & Gas Account Manager – Middle East Region
Rockwell Automation



Raed Ali El Sheikh
General Manager
Cylingas - subsidiary of Emirates National Oil Company Ltd (ENOC)



Mathew Joseph
Director – Oil and Gas, Energy E&C Projects)
Milestone Consulting International

Strengthening collaboration between multiple parties during an EPC contract

Due to the importance of starting a project on time and executing it without disputes or disruptions, it is important to evaluate tactics and methods that improve the reliability of the entire project team. In order to avoid risk throughout your EPC contract, it is important to ensure effective and coordinated exchange and co-operation between all the parties including project owner, contractor, sub-contractor and technology providers.

By attending this workshop, delegates gained knowledge on how to analyse and improve collaboration between all the parties of an EPC project for its success.

Key topics discussed:

- Recognising areas of high risk and addressing problems when working in different parties
- Managing risk with multiple relationships and indemnity issues by setting your project expectations upfront
- Selecting a realistic and clear timeline during negotiation to avoid future scheduling impacts
- Improving lines of communication to minimise disputes between the different parties involved in the project
- Exploring different risk mitigation methods and setting effective controls for clarifying expectations, duties and limitations

Workshop Moderator:

J. K. Saxena, *Director of Professional Development, PMI AGC Oman Region*



J. K. Saxena is the Director of Professional Development at PMI AGC Oman Region. He has 24 years of experience in the field of Project Execution and Marketing in the Hydrocarbon (Oil and Gas, Refinery and Petrochemical), Fertilisers and Chemicals Industry. He has a broad range of experience that covers identification of partners, joint venture formation, proposals for mega projects, and execution of projects after award to final handover. He has worked for many international companies including Galfar Engineering and Contracting, Muscat, Oman as a Project Manager, Raychem RPG Limited, India as a General Manager, Ebrahim Abdul Group of Companies, Bahrain and was in charge of DGM (Business Development) and many others. He holds a Master in Finance Management from Narsee Monjee Institute of Management Studies (NMIMS) Mumbai, University of Mumbai, India. He has a Chartered Engineer (CE) Certification from the Institution of Engineer's (India), Calcutta, India and PMP credential from PMI, USA in February 2010.

Understanding the link between Bid Estimation, Periodic Validation and Continuous Cost Control for oil and gas EPC projects

Managing the complexity of major capital projects in today's oil, gas and petrochemical industry landscape has never been more challenging. Developing effective cost estimation in the project development phase and control strategies during execution phase plays a vital role in the overall success of the project. General statistics suggest that more than 50% of capital projects overrun. It is important to know the completeness and the accuracy ranges for capital project estimates.

By attending this workshop delegate got exposure to critical components to be considered in their project estimates, post award periodic validations and cost controls based on these.

Key topics discussed:

- Learning the variety of overall project considerations and different estimate classifications
- Understanding different estimate methodologies and its basis
- Identifying the key components of EPC project estimates
- Analysing material costs and reviewing different estimate methodologies
- Showcasing project economics and financial parameters
- Validating bid estimates during project execution
- Controlling costs based on validated estimates

Workshop Moderator:

Madhu Pillai, *Projects Director, Kentz Engineering International*



Madhu Pillai is an Electrical Engineer with post graduate degrees in Human Resources Management in India and Business Management in the UK. He is also a graduate of PMI's coveted Global Project Management Leadership Development Program (USA). He is currently pursuing his PhD in the area of Strategic Project Management Leadership. He is a Certified Cost Consultant (CCC)®, Project Management Professional (PMP)® and an Associate Value Specialist (AVS)®. He has 28 years of broad-based oil and gas, petrochemical and power industry experience in operations and project management, and has worked in India, Nigeria, USA, Bahrain, Qatar and Saudi Arabia. He is associated as Projects Director with Kentz Engineering International Ltd, a multinational EPC company. Madhu was awarded the O T Zimmerman Founder's award by AACEI in 2008 for his contribution to the Global Cost Management Professional Community, and is a recipient of the Millennium Achiever Award of International Institute of Success Awareness. An ex-member of the international forum of PMI on enhancing the professional certification programs around the world, he has also served on the nominations committee of PMI for the International Board election. Madhu had served on the International Board of Directors for AACEI and chaired the International Marketing Advisory Committee of AACEI. He currently serves on the Director Board of International Cost Engineering Council (ICEC).

Conference Day One: Monday 30 March 2015

08:00 Registration and refreshments

08:50 Chairman's welcome address

Madhu Pillai, *Projects Director*, **Kentz Engineering International**

ADDRESSING THE PLANS IN DEVELOPING OIL AND GAS AND PETROCHEMICALS INFRASTRUCTURE IN THE SULTANATE

09:00 **Keynote address:** Highlighting the Sultanate's priorities and plans for the future development of oil and gas infrastructure in relation to In Country Value (ICV)
Reserved for **Ministry of Oil and Gas**

09:30 **Case study:** Petroleum Development Oman's (PDO) EPC projects for 2014 and beyond
Saeed Hadhramy, *Head of Projects*, **Petroleum Development Oman (PDO)**

10:00 **Interactive panel discussion:** Optimising Sultanate's oil field development:
Reviewing the scale, technologies & next steps
Senior Representative, **Ministry of Oil & Gas**
Saeed Hadhramy, *Head of Projects*, **Petroleum Development Oman (PDO)**
Senior Representative, **Oman Oil Company**

10:30 Networking break

QUALITY VS. PRICE – UNDERSTANDING THE FACTORS THAT AFFECT AN EPC PROJECT

11:00 Session Reserved for Abu Dhabi Company for Onshore Oil Operations (ADCO)
Mohamed Daoud, *Team Leader Quality Control Engineering and Major Projects*, **Abu Dhabi Company for Onshore Oil Operations (ADCO)**

11:30 Session reserved for Voltamp

UNDERSTANDING THE COMMON CHALLENGES FACED BY BOTH EPC CONTRACTOR AND PROJECT OWNER DURING PROJECT EXECUTION

12:00 Understanding the pricing policy in EPC oil & gas projects
Madhu Pillai, *Projects Director*, **Kentz Engineering International**

12:30 **Case study:** Challenges in managing mega projects in the oil refining industry
Mohammed Hammad, *Projects Execution Director*, **Saudi Aramco**

13:00 Networking lunch break

14:00 Analysing the challenges international EPC contractors face from tendering process to project execution
Alex Haynes, *Vice President - Middle East Upstream Sales*, **Foster Wheeler**

14:30 Session reserved for Qahwan Global Projects

15:00 Understanding the main challenges and key factors of a successful EPC project
Kumar Saurabh, *Assistant General Manager & Head of Planning*, **Samsung Heavy Industries**

15:30 Afternoon coffee break

ANALYSING THE BEST PRACTICES IN CONTRACTING AND PROCUREMENT STRATEGIES IN AN EPC PROJECTS

16:00 Implementing re-measurable contract model in major projects – An insight from Kuwait Oil Company
Khalaf Hamda, *Team Leader – Major Projects*, **Kuwait Oil Company**

16:30 **Panel discussion:** Understanding contract compliance with procurement strategies and policies
Kumar Saurabh, *Assistant General Manager & Head of Planning*, **Samsung Heavy Industries**
Ashish Gupta, *Vice President - Commercial*, **Technip**
Alex Haynes, *Vice President - Middle East Upstream Sales*, **Foster Wheeler**

17:00 Avoiding contractual disputes on EPC mega projects

17:30 Chairman's closing remarks

18:00 End of conference day one

Conference Day Two: Tuesday 31 March 2015

08:00 Registration and refreshments

08:50 Chairman's welcome address

LEARNING FROM BEST PRACTICES FROM INTERNATIONAL EPC CONTRACTORS

09:00 Establishing industry and materials management system for mega projects – An insight from Maire Tecnimont
Massimo Sicari, *Vice President - Middle East Region*, **Maire Tecnimont**

09:30 **International case study:** Session Reserved for China Huanqiu Contracting & Engineering Corporation (HQCEC)
Wang Shihong, *President*, **China Huanqiu Contracting & Engineering Corporation (HQCEC) – A subsidiary of China National Petroleum Corporation**

10:00 Session reserved for Koso India Private Limited

10:30 Networking break

11:00 Contributing to the future by strengthening EPC project execution capabilities – An insight from CH2M HILL
Michael Duvendack, *Engineering Manager*, **CH2M HILL**

PRESENTING OMAN'S IN-COUNTRY VALUE (ICV) STRATEGIES FOR THE OIL AND GAS SECTOR

11:30 Integrating an In-Country Value (ICV) programme to develop Omanis skills and capabilities – Understanding PDO's ICV strategy
Reserved for **Petroleum Development Oman**

12:00 Maximising local content: A necessity and an opportunity – An insight from Saipem
Daslav Brkic, *Senior Vice President*, **Business and Technology Development, Saipem**

12:30 Session reserved **Rockwell Automation**

13:00 Lunch break

14:00 Understanding fast track oil & gas projects - the cost / schedule trade-off dilemma: Providing a client perspective from LUKOIL
Alberto Sanchez, *Head of Capital Project Planning & Risk (Overseas Operations)*, **LUKOIL**

14:45 Sharing the experience from local EPC contractors and projects - Accelerating the learning curve
R. C. Verma, *Executive Vice President*, **Galfar Engineering & Contracting**

ADDRESSING RISK MANAGEMENT STRATEGIES TO ENSURE SMOOTH PROJECT EXECUTION

15:00 Adopting risk management strategies for your organisation to reduce liability
Nadim Nassar, *Vice President – Operations*, **Oil and Gas, SNC Lavalin**

15:30 Monitoring negotiations to mitigate risk in multiple party contracts
Raed Ali El Sheikh, *General Manager*, **Cylingas - subsidiary of Emirates National Oil Company Ltd (ENOC)**

16:00 Understanding the events and risks affecting delays and disruption in EPC projects
Mathew Joseph, *Director – Oil & Gas, Energy E&C Projects*, **Milestone Consulting International**

16:30 Leveraging an improved document control index for a successful EPC engineering schedule
Johnny Jhirad, *Assistant Vice President & Head of Planning and Project Control*, **Reliance Engineering Group**

17:00 Chairman's closing remarks

17:30 End of conference day two

Optimising the tender process in your organisation – How to secure the best possible deal

Tendering successfully for contracts is the cornerstone of any EPC Contractors and Sub-Contractor's success. You have to win the work, to do the work. Other activities such as planning, budgeting, strategising, forecasting and problem-solving skills would be wasted if you simply don't have the business. Different parties involved in large complex and fast-track oil and gas EPC projects do at times suffer financial loss and opportunity costs that could have been mitigated by effective tender management prior to contract award. Appropriate "know-how" of effective tendering process and management techniques will enhance your ability to take appropriate steps to avoid or manage such risks.

By attending this workshop delegates gained knowledge on how to complete tenders accurately and successfully. This workshop will offer participants a significant insight of the most effective tender processes.

Key topics discussed:

- Developing world class tender strategy and winning tender packages for commercial excellence
- Increasing effective communication strategies that enable tendering excellence
- Understanding different time saving methods when drafting and completing tenders in order to speed up the tendering process
- Learning the dynamic ways in which you can set your organisation apart from the competition
- Determining how to manage risks involved in tendering for large complex and fast-track oil and gas EPC projects

Workshop Moderator:



Rifai Saleem, *Director of Training, Oman Region*, **Project Management Institute (PMI)**

In-Country value strategy development and realising its effect on bidding and contracting

The main elements that would act as a prerequisite in the award for major oil and gas contracts are encompassing Omanisation, training, localised sourcing of goods and services, among other elements. These elements have to be carefully studied and can act as the deciding factor for any contractor's success in the oil and gas industry in Oman.

Participants who attended this workshop gained insight on how the ICV vision's two main objectives namely Omanisation of skilled contractor personnel and increasing In-Country spend on goods and services can be realised and how the best practices can be put to practice. This workshop offered technical "know-how" on the effects on In-Country value on the success of EPC contract bidding.

This workshop covered the seven key considerations that a company should commit:

1. Investments in fixed assets
2. Omanisation of its workforce
3. Training of Omanis
4. Local sourcing of goods
5. Local sourcing of subcontracted services
6. Development of national suppliers
7. Support for national training and R&D institutions

Key topics discussed:

- Observing the progress of ICV development in Oman
- Sharing best practices in the delivery of ICV through, participation from all stakeholder
- Working on the seven key considerations in order to be a front runner for obtaining the key projects in Oman
- Charting the way forward for the future of ICV development in Oman
- Enhancing the employability of Omanis by equipping them with the right skills
- Acquiring, training and retaining young talent and skilled workforce to meet the EPC market demand

Workshop Moderator:



Rifai Saleem, *Director of Training, Oman Region*, **Project Management Institute (PMI)**

List of companies that attended Oman EPC Projects Summit 2014

- Abalto LLC
- Abdel Hadi AlQahtani & Sons
- Abu Dhabi Company for Onshore Oil Operations (ADCO)
- Abu Dhabi Gas Liquefaction Company Limited - ADGAS
- Abu Dhabi Oil Refining Company (Takreer)
- Accenture Management Consulting
- Al Hassan Engineering Co
- Al Hosn Gas
- Al Qaem Petro Projects & Services LLC
- Al Turki Enterprises
- Arabian Industries LLC
- Argus Media
- Aveva Solutions Ltd.
- Carbon Energy Club
- CH2M Hill International
- China Huanqiu Contracting & Engineering Corporation (HQC)
- China Petroleum Engineering and Construction
- CTCI Arabia Ltd
- Cylingas Company LLC
- Daewoo Engineering Oman Branch LLC
- DMS Global
- Duqm Refinery & Petrochemical Industries LLC
- Enerflex
- Exterran Middle East
- Foster Wheeler International Corp
- Galfar Engineering
- General Trading & Training
- Genesis Oil and Gas Consultants
- Indian Oil tanking Engineering and Construction Services LLC
- JGC Corporation Doha
- Kentz Engineering International Ltd
- Khimji Ramdas LLC
- Koso India Pvt Ltd
- Koso Kent Introl
- KOTRA (Korea Trade- Investment Promotion Agency)
- Kuwait Oil Company
- L&T Electromech
- Lalbuksh Voltas Engineering Services LLC
- Lukoil Overseas
- Maire Tecnimont
- Medco LLC
- Menard - Vibro Middle East
- Milestone Consulting
- Mohsin Haider Darwish LLC
- Mott MacDonald
- MUC Oil & Gas
- National Petroleum Construction Company
- Nihon Koso Co Ltd
- Oficinas Económicas Y Comerciales
- Oman Airports Management Company
- Oman Arab Bank SAOC
- Oman Cables Industry
- Oman Fiber Optic Co. S.A.O.G.
- Oman Oil Refineries & Petroleum Industries Co
- Orpic Logistics Company
- Oxford Business Group
- Penspen International Limited
- Petroleum Development Oman LLC
- Pipe & Well Services
- PMI AGC Oman Region
- Precision Engineering & Consultants
- Project Management Institute
- Qahwan Global Projects
- RAMPCO Oman Engineering and Construction
- Reliance Engineering Company
- Rexel Group
- Rockwell Automation
- Saipem Eni S p A
- Samsung Heavy Industries India Pvt. Ltd.
- Saudi Aramco
- Shandong Kerui Holding Group Co Ltd
- Shell Oman Marketing Company SAOG
- SNC Lavalin Arabia
- Special Technical Services
- Sumitomo Corporation
- Technip
- Towell Infrastructure Co LLC
- United Engineering Services LLC
- VEC Oil & Gas Consultants
- Voltamp Energy SAOG
- Voltas Oman LLC
- Wika Middle East
- Xervon Industrial Services LLC
- Yanbu Aramco Sinopec Refining Co. (YASREF) Ltd.

4-day Oman EPC forum to start from March 9

Staff Reporter

OMAN TRIBUNE

MUSCAT It will be more than 60 international oil, gas and petrochemical industry experts coming together for the third four-day annual Oman EPC Projects Summit starting March 9.

According to organisers, IQPC Middle East and Global Exhibitions and Conferences, the summit is to look at key themes - pricing of an EPC (engineering, procurement and construction) project, challenges faced by contractors and owners during project execution, analysing best practices in contracting and procurement strategies, in-country value and risk management.

The conference would have presentations from international EPC contractors like Samsung Heavy Industries, China HuanQiu Contracting (a subsidiary of China National Petroleum Corporation, Maire Tecnimont, CH2M HILL, Saipem, Reliance Engineering, SNC Lavalin Arabia, Kents Engineering International, Technip, Foster Wheeler, Galfar Engineering and Contracting and Cylingas Company of Emirates National Oil Company. Firms like Saudi Aramco, Kuwait Oil Company, Abu Dhabi Company for Onshore Oil Operations and LUKOIL were likely to present their perspectives.

Oman EPC meet to discuss oil contracting

Muscat - Over 60 international oil, gas and petrochemical industry experts will join representatives from the Ministry of Oil and Gas, Petroleum Development Oman, at the third annual Oman EPC Projects Summit between March 9 and 12 at the Crowne Plaza Hotel Muscat.

The third annual summit will explore four key themes, which include: pricing of an EPC project, challenges faced by both EPC contractors and project owners during project execution, analysing best practices in contracting and procurement strategies, In-Country Value and local community contractors and risk management in EPC projects.

The conference includes presentations from international EPC contractors and regional oil and gas companies such as Saudi Aramco, Kuwait Oil Company, Abu Dhabi Company for Onshore Oil Operations.

5 AL WATAN BUSINESS WEDNESDAY 19 February 2014 - NO: (11150) - VOL.44 العدد: (١١١٥٠) السنة: ٤٤

مارس القادم.. مؤتمر عمان السنوي الثالث للهندسة والشراء والبناء

وستتناول المؤتمر السنوي الثالث الذي يعقد بتكليف من المركز الدولي للجودة والإنشائية والشركة العالمية للمعارض والمؤتمرات ويقام بفندق كراون بلازا مسقط أربعة محاور تتنمى: تسعير مشاريع الشراء والبناء الهندسية، والهندسة والشراء والبناء، والهندسة والبناء الهندسية.

تبدأ في الفترة من ٩ إلى ١٢ مارس القادم فعاليات مؤتمر عمان السنوي الثالث للهندسة والشراء والبناء بمشاركة أكثر من ٦٠ خبيراً دولياً من قطاعات النفط والغاز والبتروكيماويات إضافة إلى كبار الخبراء والمختصين من وزارة النفط والغاز، وشركة تنمية نفط عمان.

Accenture roped in to draft ICV strategy for hydrocarbons sector 'In-Country Value' prerequisite for oil and gas contracts

By Conrad Prabhu

MUSCAT — The global management consulting and technology services giant Accenture is assisting Oman's oil and gas industry in the formulation of a far-reaching blueprint for the implementation of an In-Country Value (ICV) strategy for this nascent economic sector.

According to a senior official of the Ministry of Oil and Gas, commitments to ICV — encompassing Omanisation, training, localised sourcing of goods and services, among other elements — will be an important prerequisite in the award of major oil and gas contracts.

Dr Saleh Al Anhoori, Director-General of Petroleum Investments, said leading oil and gas players in the Sultanate are also engaged in the ICV Blueprint Strategy review. The study is being conducted with the sponsorship and co-ordination of the Ministry of Oil and Gas and the Oman Society for Petroleum Services (OSPS), the official stated in a keynote address at



the opening of the Oman EPC Projects 2013 Conference yesterday.

The two-day event has been organised by IQPC of the UAE in association with Oman-based Global Exhibitions & Conferences (GEC).

"The objective of this study is to develop the In-Country Value for the oil and gas sector. This will be achieved by carrying out a consolidated demand and supply gap analysis of goods, services and skills required till 2020," Dr Al Anhoori said.

A company's commitment to ICV, says Dr Al Anhoori, will be dictated by seven key considerations: its investments in fixed assets; Omanisation of its workforce; training of Omanis; local sourcing of goods, local sourcing of subcontracted services; development of national suppliers; and support for national training and R&D institutions. In addition to enhancing the employability of Omanis, the ICV strategy is also aimed at laying the foundation for the establishment of a domestic manufacturing and services industry that will cater to the needs

of oil and gas, and other industries, in Oman and the wider region. Another ICV goal is to equip Omanis for managerial and technical positions, he said.

Separately, the government has commissioned Local Content Solutions Ltd, a consultancy firm, to formulate a standardised set of minimum requirements that oil and gas companies must incorporate in their tenders when inviting contractors to bid for their projects. This initiative will help strengthen reporting and monitoring methodologies for ICV-related requirements, said Dr Al Anhoori. The concept of In-Country Value, the official stressed, will be a key criterion in the tendering and evaluation of contracts, with guidelines envisaged for reporting and monitoring its successful implementation.

"ICV is a journey; we are now at the beginning of that journey. It's a work in progress, and partnership is key to this effort. Operators and contractors are committed to this initiative. Indeed, ICV will be embedded in our day to day business," he added.

Government to award six oil blocks for development soon

The six oil blocks, which were tendered in the previous bid round, have reached the negotiation stage. These will be awarded soon, said Dr Saleh Al Anhoori



Dr Saleh Al Anhoori — Muscat

A.E. JAMES businesseditor@timesofoman.com

MUSCAT: Oman government is in advanced stages of negotiations with international oil giants for awarding six onshore oil and gas blocks for development on production sharing basis, even as evaluation is going on for seven other blocks. "The six oil blocks, which were tendered in the previous bid round, have reached the

negotiation stage. These blocks will be awarded soon, and we have received bids for another seven blocks that belong to the last bid round that ended in April this year. It is in the evaluation stage at the moment," Dr Saleh Al Anhoori, director general of Management of Petroleum Investments at the Ministry of Oil and Gas, said on the sidelines of Oman EPC Projects Summit 2013 here yesterday. Dr Al Anhoori said that out of

the seven blocks, three are offshore and four are onshore. "The offshore blocks—18, 41, and 59—are in the Sibhar basin, while the onshore blocks are spread across different parts in the country," he added. The offshore block 18 was relinquished by India's Reliance

Industries almost three years ago. Delivering the keynote address at the conference, Dr Al Anhoori said eight companies are producing around 900,000 barrels of oil per day and 2.3 billion cubic feet of natural gas a day. Of this, 60 per cent of the production is contributed by the national oil company — Petroleum Development Oman.

Dr Al Anhoori also noted that twelve companies are carrying out either exploration or geological studies in 19 oil blocks.

Blueprint for in-country value being reviewed

Times News Service

MUSCAT: The major players of oil and gas in Oman—with the co-ordination of the Ministry of Oil and Gas and Oman Society for Petroleum Services and with the support of Accenture Management Consulting—are working on to create an In-Country Value (ICV) blueprint strategy review for the sector. The objective of the study is to develop the ICV for the oil and gas sector. This will

be achieved by carrying out a consolidated demand and supply gap analysis of goods, services, and skills required till 2020, said Dr Saleh Al Anhoori, director general of Management of Petroleum Investments at the Ministry of Oil and Gas. "The results of this study will focus on converging ICV expectations, initiatives, and investments among oil and gas players in order to maximise benefits for the country, while optimising their efforts," he added.

Our media network for Oman EPC Projects



12,500 EPC professionals



5,000 Oil and gas professionals



13,000 EPC professionals



10,000 EPC professionals



5,000 Oil and gas professionals



40,000 Oil and gas professionals



12,500 EPC professionals



5,000 EPC professionals



44,000 EPC professionals



30,000 Construction professionals



10,000 International business professionals



10,000 International business professionals



15,000 International oil and gas projects professionals



15,000 International oil and gas projects professionals



15,000 International business professionals



20,000 International oil and gas professionals



20,000 International oil and gas professionals



20,000 Oil and gas professionals



20,000 International business professionals

Testimonials from Oman EPC Projects Summit series

"We would like to thank all of the IQPC staff who made Oman EPC Projects 2014 so unbelievably successful. I was very pleased to be part of this wonderful evening as speaker; it offered a great opportunity to interact with leaders from different sectors of the industry from both sides Oil & Gas Companies and EPC Contractors".
Head of Capital Project Planning & Risk, **LUKOIL**

"I enjoyed the conference a lot and learned a few things myself".
Projects Execution Director, **Saudi Aramco**

"I am glad that I took decision to attend the Oman EPC Projects 2013 Conference. This was surely one of the best conferences that I have attended for 3 reasons: 1- good mix of clients, contractors and other service providers, 2- good selection of relevant presentations covering various topics, experiences, case studies and a very involved and interactive audience. Lastly, the credit for all the above goes to IQPC organising it so diligently. This should remain an important event in our calendar and will look forward to our participation next year".
Vice President, **Technip**

"The second Oman EPC projects summit was a very successful one. It is my pride to participate in the conference and have learned a lot. Looking forward for the 2014 summit".
Head of Engineering, **Precision Engineering**

"We are glad to be a part of Oman EPC Projects 2014 summit. Running such events in Oman is a contribution to In Country Value. This is the second time I participate in the summit and it has been always an excellent forum for both client and contractors to meet and share experience and best practices in an open dialogue without having the usual contractual relationships".
In Country Value Lead, **Petroleum Development Oman (PDO)**

"I would like to thank IQPC for organising such a great event. Good program, wonderful location, interesting topics, good speakers. One of the best conferences I have ever been to".
Senior Vice President, Business & Technology Development, **Saipem**

"Really appreciate IQPC for organising the EPC Conference. It was very well organized with a great atmosphere".
Vice President, **CH2M HILL**

"Excellent choice of topics and speakers".
Program Manager, **Oman Fiber Optic Co. S.A.O.G.**

"Good attendance with a wide cross section of companies represented. It turned out to be worth attending the Oman EPC Projects summit with some excellent networking connections made".
Senior Project Manager, **Bechtel Corporation**

"Looking at the footsteps and increased number of attendees, delegates and exhibitors, nevertheless the show was tremendous. We would be glad to be associated with Oman EPC 2015 as well. Best of luck".
General Manager, **Cylingas - subsidiary of Emirates National Oil Company Ltd (ENOC)**

"Oman EPC Projects Summit 2014 exceeded my expectations. This event has raised the bar for the regional events! The agenda was well structured; the maturity level of participants and presentations was high. Thanks and look forward for a bigger summit in 2015".
Team Leader Quality Control Engineering and Major Projects, **Abu Dhabi Company for On-shore Oil Operations (ADCO)**

"I was delighted to be part of a conference that was well organised and well represented by all major oil companies and EPC industry leaders. I could interact and share ideas with likeminded professionals. Keep up the good work".
Head of Supply Chain, **Crescent Petroleum UAE**

"Oman EPC Projects Summit 2013, exceeded my expectations. This event has raised the bar for the regional events! The agenda was well structured, the maturity level of participants and presentations was high, and the creativity around the networking opportunities approach was superb".
Director of Portfolio Solutions, **Booz Allen Hamilton**

"Excellent choice of topics and speakers".
Program Manager, **Oman Fiber Optic Co. S.A.O.G.**

"I would say that the research for selection of speakers was excellent as the deliveries were world class and I have no doubt that there must have been a great value addition to the knowledge and skills of the participants. In that sense I believe the Summit was very successful".
Assistant Vice President & Head of Planning and Project Control, **Reliance Engineering Group**

"It was really impressive and informative to meet all the delegates from various companies & hope we shall make a business relationship in future".
Assistant Manager - Procurement, **Arabian Industries LLC**

See you next year at
Oman EPC Projects Summit 2015!



"It was a privilege participating in Oman EPC Projects 2014 summit as a speaker and member of panel discussion. The event was organized very meticulously and managed by professional IQPC personnel. Topics covered in sessions included complete gamut of EPC project execution principles. Special sessions related to In-Country Value helped me in getting better insight of the opportunities in the region. Overall a perfect networking experience".
Assistant General Manager & Head of Planning, **Samsung Heavy Industries**