

Business Opportunities  
in the Oil and Gas Industry

**In-Country Value**

5 June 2014, Sultanate of Oman



الفرص الاستثمارية في  
قطاع النفط والغاز

**القيمة المحلية المضافة**

5 يونيو 2014، سلطنة عمان



## Set up regional Maintenance & Repair hubs around concession areas

June 5<sup>th</sup> , 2014

Presented by:



PDO



# Meeting agenda

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1. Purpose of this workshop
2. Context and background
3. Scope of the opportunity
4. Industry Data
5. ICV creation through the opportunity
6. Specifications
7. Q&A session



# Purpose of this workshop

## Purpose of the workshop

- To share the scope of one of the priority opportunities with the business community
- To register interest of the business community
- To set an initial dialogue between the oil and gas industry and business community
- To exchange ICV development best practices
- This workshop is NOT an contractual commitment with any business entity

## Next steps

- Business community to register interest by reaching the presenter or the PMO
- Oil and gas industry to reach registered parties for follow-up dialogue and implementation

*More information on the ICV blueprint or on other opportunities could be found in the brochure and catalogue distributed today or by visiting [www.incountrypvalueoman.net](http://www.incountrypvalueoman.net)*

# Context and Background

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It has been recognized that the lack of local support for specific maintenance & repair services affects operators in Oman in two ways:

1. OPEX costs are higher (than other operators in the region)
2. Lead-times for repair services are longer

In addition, it has been found that operators in Oman often do not receive the service priority or quality desired owing to competition from larger operators in the region.

In the past, international Service Companies & Original Equipment Manufacturers (OEMs) have expressed a desire to locate service facilities in Oman, but on the whole this has failed to materialize.



# Scope of the opportunity

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**Category:** Cross-category

## Opportunity

### Set up regional maintenance & repair hubs around concession areas

- The majority of this work is carried out by service providers located outside of Oman
- There are relatively few internationally-recognized Service companies, OEMs or JVs located in Oman delivering maintenance & repair services. For example:
  - Gas Turbine Services
  - Centrifugal Compressor Services
  - Mechanical (Wet) & Dry Gas Seals
  - HV EX Certified Electric Motor Services
- There is a strong desire to contract with companies located in Oman to the benefit of all parties

# ICV creation through the opportunity

We are expecting that this opportunity would increase ICV by:

Potential job creation related to the opportunity

**Direct and Indirect jobs**

Potential ICV related to the opportunity\*

**Local services**

Feasibility of implementation

**High**

## Impact

- The development of local maintenance companies can push business of spare parts such as mechanical seals and filters
- Local maintenance reduce operators costs associated to transportation services
- Maintenance hubs will require semi-skilled and technical professionals

## Feasibility

- Setting up a maintenance hub requires an investment in land (government support) and facilities (operators investment)
- Product warranties can generate barriers for the provision of some services
- Reduction of maintenance costs can be attractive for operators
- SLCCs can run those activities and provide training

# Specifications

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- Operator Specifications
- OEM Specifications
- International Standards & Codes
  - API
  - ISO
  - IECEX
  - ANSI
  - ASME

Illustrative

# Please make use of the additional related information that is available with the four entities



## Four booths outside of the workshop rooms:

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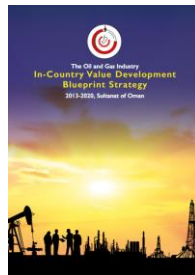


# Materials and follow-up

*For more information:*



*Website*



*Brochure*



*Catalogue of opportunities*

*For follow-up:*

Register interest by contacting the PMO on: [www.incountryvalueoman.net](http://www.incountryvalueoman.net)

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***Thank you for your contribution!***

*Our mission:*

***Developing a competitive and sustainable local supply  
market... Together!***