

Business opportunities  
in the oil and gas industry  
**In-Country Value**  
18 December 2013, Sultanate of Oman



الفرص الاستثمارية في  
قطاع النفط و الغاز  
**القيمة المحلية المضافة**  
١٨ ديسمبر ٢٠١٣، سلطنة عمان



## Tank maintenance and cleaning

Presented on behalf of the  
industry by:



December 18<sup>th</sup>, 2013



# Safety briefing and lodging

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## Emergency contacts

Mr. Kashif - loss prevention manager - Mob : 98089044

## Emergency alarm / fire drills

Fire drills, emergency alarms (if any), assembly points to be announced by then hotel loss prevention staff

## Prayer rooms

Ladies prayer room & gents Prayer room are located in the Third floor

## Toilets

Available in Oman Auditorium & Boshar area

## Coffee / tea

Provided outside the workshop room

## Arrangements for smokers

Allowed only outside the hotel Premises

# Meeting agenda

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1. Purpose of this workshop
2. Context and background
3. Scope of the opportunity
4. Demand data
5. ICV creation through the opportunity
6. Specifications
7. Key ICV elements
8. Targeted parties
9. Contact details
10. 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



## The Organization

Orpic, located at Sohar and Muscat, is one of Oman's largest companies created from the integration of three companies; Oman Refineries and Petrochemicals Company LLC (ORPC), Aromatics Oman LLC (AOL) and Oman Polypropylene (OPP). Moreover 3 big projects are planned (SRIP, LPP, and Sohar Muscat Pipe Line)



# Context and background



## Challenges faced

Orpic facing some challenges and constrain to maintain all its tanks, these are:

- Availability of resources in Oman.
- Long lead time for some spares.
- Lack of specialized companies in waste management and disposal.
- Lack of specialized companies in Tanks repair and maintenance.
- Lack of specialized companies in Tank cleaning (crude, sludge,....)



# Context and background



## Type of services required

- Orpic is using large number of Tanks with different sizes and designs for storage.
- Orpic has more than 53 tanks in Sohar refinery only .
- Orpic annually is spending significant amounts on international contractors to maintain these tanks.
- Services conducted by contractors:
  - Tank Cleaning (Using complex Technology).
  - Tank Inspection (Using deferent Technologies).
  - Coating and Anti Corrosion Technologies
  - Tank Repair.
  - Tank protection systems.
  - Tank Painting.



# Scope of the opportunity

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## Tank cleaning and maintenance opportunity

- Tank Cleaning and Maintenance is a very promising opportunity for investors who is willing to open their business in Oman as it is about many opportunity in Tank cleaning services, Petroleum waste management, Steel manufacturing, Painting services and others.
- Many activities is linked to this opportunities (Direct & Indirect). Indirect activities like, Housing rental, Banking services, Restaurants, Transportation, Shipping, Cargo and others.
- Orpic is encouraging investors to invest in Oman and can be expressed in different forms like,
  - Providing Technical information for investors.
  - Giving opportunities to participate in Orpic bids.
  - Opening new opportunities by setting new projects (MSPP, LPP, SRIP, others).



# Demand

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- Orpic has more than 53 tanks in SR only. Tank repair frequency is every 10 years major tank overhauling.
- Orpic is spending about 2M\$ every year and the number will be doubled in coming 5 years.
- Orpic has few approved contractors to carry-out Tanks Cleaning and Repair
- What is the percentage of international vs. local contractors providing the service for tank maintenance and cleaning?
- Most of our contractors are from outside Oman.
- Future demand in Orpic is very high as most of Orpic Tanks will be overdue in coming 5 years.
- Also Orpic is planning to have long term repair contract for all Orpic plants.



# ICV creation through the opportunity

We are expecting that this opportunity would increase ICV by:

Potential job creation  
related to the  
opportunity

**Creation of service jobs**

Potential ICV related to  
the opportunity\*

**High potential due to fully  
localized services**

Feasibility of  
implementation

**High feasibility**

# Specifications



## Category: Tanks Construction

Orpic has different Tanks with different capacities ( Exm. 86824m<sup>3</sup>. Dia 76.4m. High. 21.1m ). Also with different designs like,

- Spherical Tanks.
- Floating Roof.
- Cone Roof.
- Internal Roof.

Also Orpic has different Tanks usage and utilization like,

- Feed Stock Tanks.
- Intermediate Tanks.
- Component Tanks.
- Product Tanks.
- Day Tanks .
- Slop Tanks.



# Key ICV elements

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The Key ICV elements in Tanks business from Orpic point of view, By opening tank business in Oman

- It will give more opportunities for local manpower as it will increase Omanization.
- By having these business in Oman it will save us time and logistics expenses.
- It will boost indirect business (Rental, Restaurants, Traveling, Shipment).
- Also it will save us down time loses due to unavailability of contractors or spares.
- Retention of money inside Oman.
- It will help to boost and strength other related investments.
- Bringing new and high technology inside Oman.

# Target parties

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- SMEs
- International investors
- GCC investors
- Local agents
- Local suppliers
- Local entrepreneurs
- Omani Banks

# Contact details and support

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## Lead operator(s) contact details:

Amur Hamed AL-Hinai

## Other stakeholders:

1. Petrogas
2. OGC
3. Oxy
4. Daleel
5. OLNG
6. BP
7. OOCEP
8. OPAL
9. MOG

## Operators support:

To be filled by the operators

- Technical Support.
- Opportunity to participate in Orpic Tenders.

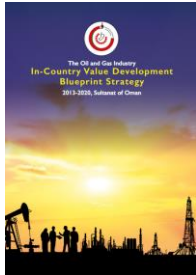
## ICV PMO contact details

Website: [www.incountryvalueoman.net](http://www.incountryvalueoman.net)

# Materials and follow-up



*For more information:*



*Brochure*



*Catalogue of opportunities*



*Website*

*For follow-up:*

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

Business opportunities  
in the oil and gas industry

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

*Our mission:*

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