

Business Opportunities  
in the Oil and Gas Industry  
**In-Country Value**



الفرص الاستثمارية  
في قطاع النفط والغاز  
**القيمة المحلية المضافة**

## Catalogue of Business Opportunities



## Purpose of this catalogue

This catalogue was developed in support of the Omani oil and gas industry's In-Country Value blueprint strategy 2013-2020 presented on December 18, 2013.

It lists all the business opportunities that have been identified by the oil and gas industry as a result of the blueprint strategy review as of April 2013. While efforts are ongoing to identify new opportunities such as the recently identified Security Fencing which was presented on June 5, 2014.

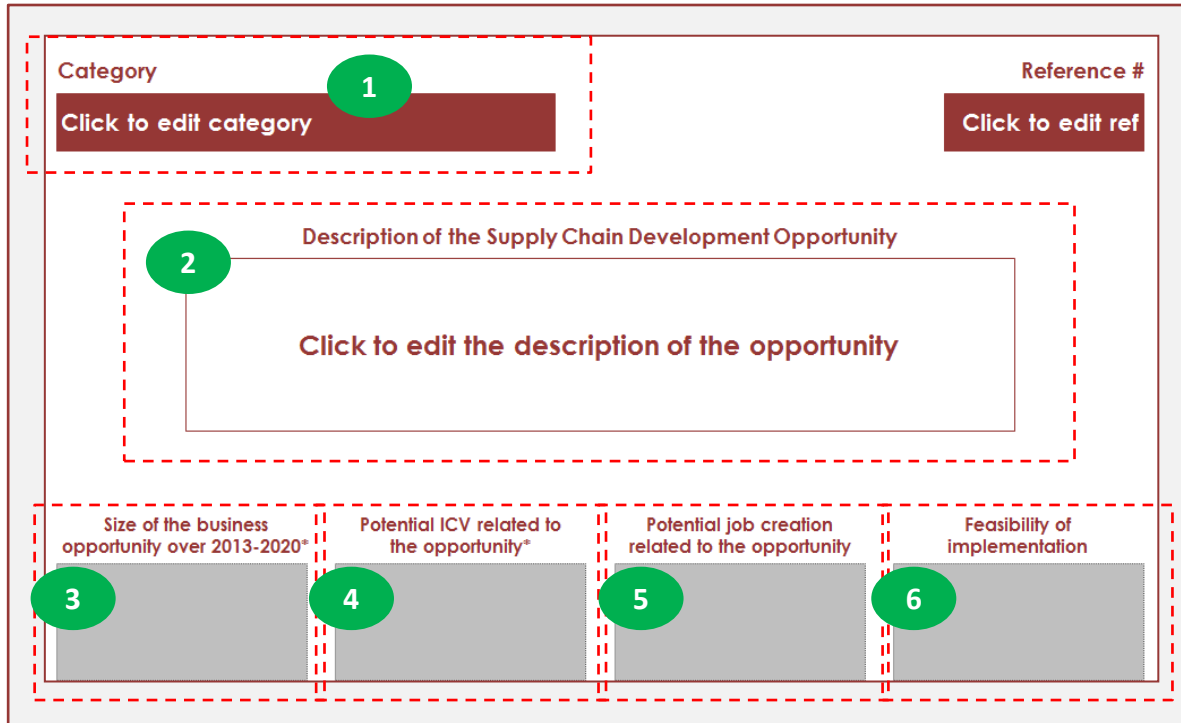
Out of the business opportunities contained in this catalogue, 15 have been presented on December 18, 2013 and 6 have been presented on June 5, 2014. The remaining opportunities will be presented in separate waves subsequently.

Entrepreneurs, Small and Medium Enterprises (SMEs), local and international companies, local and international investors, and any other interested entity are invited to register their interests in the respective ICV opportunities through the "ICV Enquiry Form" available in the website provided at the bottom of this page.

In parallel to the presentation and implementation of the below opportunities, the ICV Committee is addressing other cross-industry opportunities engaging all relevant stakeholders.

For more information, please contact the oil and gas industry In-Country Value's Programme Management Office (PMO) through [www.incountrypvalueoman.net](http://www.incountrypvalueoman.net)

# Catalogue structure



## Sections description

The catalogue is structured with the objective of providing key information on the business opportunities. Each page refers to one business opportunity and comprises of six elements:

**1 Category name:** Highlights the category of goods or services for which the development opportunity belongs to. It should be noted that some of the opportunities fall under several categories and thus the category is set to 'Cross-Category'.

**2 Development opportunity description:** Gives a brief description of the scope of the development opportunity.

**3 Size of the opportunity:** Refers to the share, in dollar value, of the oil and gas companies forecasted expenditure over a given period of time, which is not yet contributing to ICV but has high potential impact. This covers the share of importations (of goods and services) and expatriates compensation. For some opportunities, the size of the opportunity is represented by the demand forecast of the related category.

**4 Potential ICV:** Measures the potential impact on ICV in terms of dollar value at maturity level of the business opportunity.

**5 Potential job creation:** Represents the number of jobs across all levels that would be required to meet the demand for the oil and gas industry. The number includes both nationals and expats.

**6 Implementation feasibility:** This section assesses the implementation feasibility of the opportunity with regards to:

- **Achievability** assesses the ability of companies to seize the development opportunity taking into account the required technology, expertise, raw materials among others.
- **Viability** assesses the ability to fund the development opportunity.
- **Sustainability** considers the return on investment by evaluating local demand and export prospects and comparing it to the required investment. Other considerations include price competitiveness, and product quality.

Category

Construction support services

Reference #

003

Description of the Supply Chain Development Opportunity

Fabrication of scaffolding and scaffold parts as well as scaffolding services

Suitable for:

SMES

In-country value development Oman

Presented on:

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

In-country value development Oman

Size of the business opportunity over 2013-2020\*

USD194 – 216 Mln

Potential ICV related to the opportunity\*

USD84 – 98 Mln

Potential job creation related to the opportunity

397 – 440 Jobs

Feasibility of implementation

High for manufacturing

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

For more information, please contact the oil and gas industry In-Country Value's Programme Management Office through [www.incountryvalueoman.net](http://www.incountryvalueoman.net)

Category

Switchboards

Reference #

005

Description of the Supply Chain Development Opportunity

Promote switchboard manufacturing capability and product portfolio

Presented on:

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

In-country value development Oman

Size of the business opportunity over 2013-2020\*

USD430 – 478 Mln

Potential ICV related to the opportunity\*

USD206 – 230 Mln

Potential job creation related to the opportunity

84 – 94 Jobs

Feasibility of implementation

High for manufacturing

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

For more information, please contact the oil and gas industry In-Country Value's Programme Management Office through [www.incountryvalueoman.net](http://www.incountryvalueoman.net)

Category

Cables and Accessories

Reference #

006

Description of the Supply Chain Development Opportunity

Manufacturing of cable accessories (such as cable terminators, jointers, as well as measuring and reading devices)

Presented on:

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

In-country value development Oman

Size of the business opportunity over 2013-2020\*

USD35 – 40 Mln

Potential ICV related to the opportunity\*

USD13 – 14 Mln

Potential job creation related to the opportunity

47 – 53 Jobs

Feasibility of implementation

High for manufacturing

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

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Category

Inspection Services

Reference #

010

Description of the Supply Chain Development Opportunity

SME development in specialist inspection services

Suitable for:

SMEs

In-country value development Oman

Presented on:

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

In-country value development Oman

Size of the business opportunity over 2013-2020\*

USD280 – 300 Mln

Potential ICV related to the opportunity\*

SME development

Potential job creation related to the opportunity

Job creation within SMEs

Feasibility of implementation

High

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

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Description of the Supply Chain Development Opportunity

SME development in HSE advisory services



Size of the business opportunity over 2013-2020\*

USD25 – 30 Mln

Potential ICV related to the opportunity\*

SME development

Potential job creation related to the opportunity

Job creation within SMEs

Feasibility of implementation

High

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

For more information, please contact the oil and gas industry In-Country Value's Programme Management Office through [www.incountryvalueoman.net](http://www.incountryvalueoman.net)

Description of the Supply Chain Development Opportunity

Fabrication and threading of tubulars

Presented on:

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

In-country value development Oman

Size of the business opportunity over 2013-2020\*

USD37 – 45 Mln

Potential ICV related to the opportunity\*

USD30 – 37 Mln

Potential job creation related to the opportunity

30 – 40 Jobs

Feasibility of implementation

High for fabrication

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

Category

Valves

Reference #

015

Description of the Supply Chain Development Opportunity

Manufacturing of valves

Presented on:

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

In-country value development Oman

Size of the business opportunity over 2013-2020\*

USD350 – 389 Mln

Potential ICV related to the opportunity\*

USD66 – 75 Mln

Potential job creation related to the opportunity

295 – 328 Jobs

Feasibility of implementation

High for manufacturing

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

For more information, please contact the oil and gas industry In-Country Value's Programme Management Office through [www.incountryvalueoman.net](http://www.incountryvalueoman.net)

Category

Carbon Steel Pipes & Tubes

Reference #

020

Description of the Supply Chain Development Opportunity

Manufacturing of carbon steel pipes with large (greater than 24 in) and small (less than 8 in) diameters

Presented on:

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

In-country value development Oman

Size of the business opportunity over 2013-2020\*

USD2,848 – 3,149  
Mln

Potential ICV related to the opportunity\*

Local  
Manufacturing  
(imported raw materials)

Potential job creation related to the opportunity

Job creation in  
manufacturing

Feasibility of implementation

Medium for  
manufacturing

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

For more information, please contact the oil and gas industry In-Country Value's Programme Management Office through [www.incountryvalueoman.net](http://www.incountryvalueoman.net)

Category

Drilling Fluids

Reference #

021

Description of the Supply Chain Development Opportunity

Purchasing of commodity chemicals

Presented on:

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

In-country value development Oman

Size of the business opportunity over 2013-2020\*

USD379 – 421 Mln

Potential ICV related to the opportunity\*

USD96 – 107 Mln

Potential job creation related to the opportunity

220 – 244 Jobs

Feasibility of implementation

High

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

For more information, please contact the oil and gas industry In-Country Value's Programme Management Office through [www.incountryvalueoman.net](http://www.incountryvalueoman.net)

Description of the Supply Chain Development Opportunity

Manufacture of casing equipment and casing spares

Presented on:

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

In-country value development Oman

Size of the business opportunity over 2013-2020\*

USD40 – 55 Mln

Potential ICV related to the opportunity\*

USD3 – 3.5 Mln/yr

Potential job creation related to the opportunity

20 – 60 Jobs

Feasibility of implementation

High for manufacturing

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

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Description of the Supply Chain Development Opportunity

Manufacture low and medium strength Proppants

Presented on:

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

In-country value development Oman

Size of the business opportunity over 2013-2020\*

USD474 – 535 Mln

Potential ICV related to the opportunity\*

USD75 – 85 Mln

Potential job creation related to the opportunity

190 – 210 Jobs

Feasibility of implementation

High for manufacturing

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

Category

Drilling Rig Services

Reference #

037

Description of the Supply Chain Development Opportunity

Localise the development of drilling rigs

Presented on:

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

In-country value development Oman

Size of the business opportunity over 2013-2020\*

USD1,390 – 1,539 Mln

Potential ICV related to the opportunity\*

USD110 – 123 Mln

Potential job creation related to the opportunity

1,420 – 1,570 Jobs

Feasibility of implementation

High

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

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Category

Pipeline Construction

Reference #

057

Description of the Supply Chain Development Opportunity

Develop pipeline coating facilities

Presented on:

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

In-country value development Oman

Size of the business opportunity over 2013-2020\*

USD2,848 – 3,149 Mln

Potential ICV related to the opportunity\*

High potential due to highly localized operations

Potential job creation related to the opportunity

Job creation in manufacturing

Feasibility of implementation

Medium

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

For more information, please contact the oil and gas industry In-Country Value's Programme Management Office through [www.incountryvalueoman.net](http://www.incountryvalueoman.net)

Category

Tank Construction

Reference #

058

Description of the Supply Chain Development Opportunity

Tank maintenance and cleaning

Suitable for:

SMES

In-country value development Oman

Presented on:

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

In-country value development Oman

Size of the business opportunity over 2013-2020\*

As shared on December 18<sup>th</sup>, 2013

Potential ICV related to the opportunity\*

High potential due to fully localized services

Potential job creation related to the opportunity

Job creation in services

Feasibility of implementation

High

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

For more information, please contact the oil and gas industry In-Country Value's Programme Management Office through [www.incountryvalueoman.net](http://www.incountryvalueoman.net)

Category

Water Treatment

Reference #

059

Description of the Supply Chain Development Opportunity

Water production from brackish water for drilling activities

Presented on:

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

In-country value development Oman

Size of the business opportunity over 2013-2020\*

As shared on December 18<sup>th</sup>, 2013

Potential ICV related to the opportunity\*

Local production (imported equipment)

Potential job creation related to the opportunity

Average job creation (less than 100 jobs)

Feasibility of implementation

High

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

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Category

Cross-category

Reference #

004

Description of the Supply Chain Development Opportunity

Set up regional maintenance & repair hubs around concession areas

Presented on:

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

In-Country Value Development Oman

Size of the business opportunity over 2013-2020\*

As shared on June 5<sup>th</sup>, 2014

Potential ICV related to the opportunity\*

Local services

Potential job creation related to the opportunity

Direct and Indirect jobs

Feasibility of implementation

High

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

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Category

Engineering Design & Services

Reference #

007

Description of the Supply Chain Development Opportunity

Promote SME development on engineering design for the manufacturing industry

Suitable for:

SMEs

In-country value development Oman

Presented on:

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

In-country value development Oman

Size of the business opportunity over 2013-2020\*

USD150 – 250 Mln

Potential ICV related to the opportunity\*

Medium

Potential job creation related to the opportunity

1,555 to 1,720 Jobs

Feasibility of implementation

High

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

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Description of the Supply Chain Development Opportunity

Manufacture shale shaker screens



Size of the business opportunity over 2013-2020\*

USD16 – 19 Mln

Potential ICV related to the opportunity\*

USD4 - 6 Mln

Potential job creation related to the opportunity

48 – 54 Jobs

Feasibility of implementation

High

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

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Category

Pipeline Inspection

Reference #

043

Description of the Supply Chain Development Opportunity

SME development in pigging technology and pipe inspection services

Suitable for:

SMEs

In-country value development Oman

Presented on:

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

In-country value development Oman

Size of the business opportunity over 2013-2020\*

USD20 – 30 Mln

Potential ICV related to the opportunity\*

USD8 – 10 Mln

Potential job creation related to the opportunity

59 – 67 Jobs

Feasibility of implementation

Medium

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

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Category

Engineering Design & Services

Reference #

045

Description of the Supply Chain Development Opportunity

Develop an engineering services hub



Size of the business opportunity over 2013-2020\*

As shared on June 5<sup>th</sup>, 2014

Potential ICV related to the opportunity\*

Local services

Potential job creation related to the opportunity

Job creation in services

Feasibility of implementation

Medium

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

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Description of the Supply Chain Development Opportunity

**Fabrication of high security fence and gates as well as fence and gates services**

Presented on:

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

In-country value development Oman

Size of the business opportunity over 2015-2020\*

**USD 180 Mln**

Potential ICV related to the opportunity\*

**USD100 – 120 Mln**

Potential job creation related to the opportunity

**Job creation in manufacturing and services**

Feasibility of implementation

**High for manufacturing**

\* Data based on the 2015-2020 forecast of the oil and gas industry demand in Oman, as of June 2014

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Category

Air Compressors

Reference #

001



### Description of the Supply Chain Development Opportunity

**Assembly of screw air compressors and incremental manufacturing of low to high complexity components**

Size of the business opportunity over 2013-2020\*

**USD80 – 90 Mln**

Potential ICV related to the opportunity\*

**USD32 – 37 Mln**

Potential job creation related to the opportunity

**133 – 148 Jobs**

Feasibility of implementation

**High for assembly and manufacturing**

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

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Description of the Supply Chain Development Opportunity

Plantation of Guar seeds and production of Guar gum for use in drilling chemicals

Size of the business opportunity over 2013-2020\*

USD102 – 114 Mln

Potential ICV related to the opportunity\*

USD54 – 61 Mln

Potential job creation related to the opportunity

71 – 80 Jobs (excluding farmers)

Feasibility of implementation

Medium for production and plantation

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

For more information, please contact the oil and gas industry In-Country Value's Programme Management Office through [www.incountryvalueoman.net](http://www.incountryvalueoman.net)

Category

Engineering Design & Services

Reference #

008

Description of the Supply Chain Development Opportunity

Ensure detailed engineering and engineering management to be performed from Oman

Size of the business opportunity over 2013-2020\*

USD2,467 – 2,728  
Mln

Potential ICV related to the opportunity\*

USD542 – 602 Mln  
mainly through  
localised  
compensation

Potential job creation related to the opportunity

1,555 – 1,720 Jobs

Feasibility of implementation

High

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

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Category

Cross-construction categories

Reference #

009



Description of the Supply Chain Development Opportunity

Sourcing of construction material and equipment

Size of the business opportunity over 2013-2020\*

USD3,878 – 4,288  
Mln

Potential ICV related to the opportunity\*

USD464 – 515 Mln

Potential job creation related to the opportunity

577 – 639 Jobs

Feasibility of implementation

High

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

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Category

Non-Metal Pipes & Tubes (HDPE, GRE & GRP)

Reference #

016

Description of the Supply Chain Development Opportunity

**Expand the product range of GRE pipe local manufacturing**

Size of the business  
opportunity over 2015-2020\*

**USD117 – 130 Mln**

Potential ICV related to  
the opportunity\*

**USD40 – 46 Mln**

Potential job creation  
related to the opportunity

**50 – 57 Jobs**

Feasibility of  
implementation

**High for  
manufacturing**

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

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Category

Fire, Safety & Environment Equipment

Reference #

017



Description of the Supply Chain Development Opportunity

Develop world-class quality for fire, safety and environment equipment

Size of the business opportunity over 2013-2020\*

USD45 – 51 Mln

Potential ICV related to the opportunity\*

USD22 – 26 Mln

Potential job creation related to the opportunity

34 – 39 Jobs

Feasibility of implementation

Medium for development

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

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Category

Casing and Tubing

Reference #

018

Description of the Supply Chain Development Opportunity

Manufacture casing locally

Size of the business opportunity over 2013-2020\*

USD810 – 896 Mln

Potential ICV related to the opportunity\*

USD162 – 179 Mln

Potential job creation related to the opportunity

283 – 315 Jobs

Feasibility of implementation

Medium for manufacturing

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

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Category

Reference #

Cross Category

019

Description of the Supply Chain Development Opportunity

**Manufacture insulation material**

Size of the business opportunity over 2013-2020\*

**USD538 – 595 Mln**

Potential ICV related to the opportunity\*

**USD187 – 210 Mln**

Potential job creation related to the opportunity

**190 – 210 Jobs**

Feasibility of implementation

**Medium for manufacturing**

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

For more information, please contact the oil and gas industry In-Country Value's Programme Management Office through [www.incountryvalueoman.net](http://www.incountryvalueoman.net)

Description of the Supply Chain Development Opportunity

**Maintain and repair reciprocating compressors with incremental increase of maintenance scope**

Size of the business opportunity over 2013-2020\*

**Data is under collection**

Potential ICV related to the opportunity\*

**Local services**

Potential job creation related to the opportunity

**Job creation in services**

Feasibility of implementation

**Medium for maintenance and repair**

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

Category

Drilling Fluids

Reference #

024

Description of the Supply Chain Development Opportunity

Blending of defoamers

Size of the business opportunity over 2013-2020\*

USD60 – 80 Mln

Potential ICV related to the opportunity\*

USD5 – 7 Mln

Potential job creation related to the opportunity

22 – 25 Jobs

Feasibility of implementation

High for blending

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

For more information, please contact the oil and gas industry In-Country Value's Programme Management Office through [www.incountryvalueoman.net](http://www.incountryvalueoman.net)

Description of the Supply Chain Development Opportunity

**Blend demulsifiers, H2S scavengers, oxygen scavengers,  
corrosion and scale inhibitors**

Size of the business  
opportunity over 2013-2020\*

**USD160 – 210 Mln**

Potential ICV related to  
the opportunity\*

**USD37 – 43 Mln**

Potential job creation  
related to the opportunity

**128 – 142 Jobs**

Feasibility of  
implementation

**High for blending**

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

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Description of the Supply Chain Development Opportunity

Manufacture main mechanical spare parts (such as joint bearings, shafts, sleeves wear rings for pumps, air filters for generators and turbines, shafts, sealants, bearings, air and fuel filters for engines, tubes, plugs and seals for heat exchangers, and seals for ball valves)

Size of the business opportunity over 2013-2020\*

Data is under collection

Potential ICV related to the opportunity\*

Potential ICV due to broad range of products

Potential job creation related to the opportunity

Low to average job creation in manufacturing

Feasibility of implementation

Medium

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

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Category

Generators

Reference #

032



### Description of the Supply Chain Development Opportunity

**Assemble low voltage generators with target to incrementally increase scope to manufacturing**

Size of the business opportunity over 2013-2020\*

**USD133 – 147 Mln**

Potential ICV related to the opportunity\*

**USD18 – 21 Mln**

Potential job creation related to the opportunity

**131 – 146 Jobs**

Feasibility of implementation

**High for assembly**

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

For more information, please contact the oil and gas industry In-Country Value's Programme Management Office through [www.incountryvalueoman.net](http://www.incountryvalueoman.net)

Category

Cementing Services

Reference #

033

Description of the Supply Chain Development Opportunity

**Fabricate vehicle mount tankers**

Size of the business  
opportunity over 2013-2020\*

**USD70 – 80 Mln**

Potential ICV related to  
the opportunity\*

**USD6 – 8 Mln**

Potential job creation  
related to the opportunity

**124 – 138 Jobs**

Feasibility of  
implementation

**Medium for  
development**

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

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Category

Generators

Reference #

035

Description of the Supply Chain Development Opportunity

**Maintain and repair low voltage generators and incrementally increase scope of services to serve higher voltage generators. Expand to include manufacturing of low voltage generators**

Size of the business opportunity over 2013-2020\*

**USD14 – 19 Mln**

Potential ICV related to the opportunity\*

**USD8 – 11 Mln**

Potential job creation related to the opportunity

**87 – 98 Jobs**

Feasibility of implementation

**High for maintenance and repair**

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

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Description of the Supply Chain Development Opportunity

**Maintain and repair low voltage electric motors and incrementally increase to include high voltage electric motors**

Size of the business opportunity over 2013-2020\*

**Data is under collection**

Potential ICV related to the opportunity\*

**Data is under collection**

Potential job creation related to the opportunity

**38 – 43 Jobs (manufacturing jobs)**

Feasibility of implementation

**High for maintenance and repair**

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

Category

Stimulation & Fracturing Services

Reference #

040



Description of the Supply Chain Development Opportunity

Development of SMEs in stimulation and fracking services

Size of the business opportunity over 2013-2020\*

Data is under collection

Potential ICV related to the opportunity\*

SME development

Potential job creation related to the opportunity

Job creation in services

Feasibility of implementation

Medium

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

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Category

Stimulation & Fracturing Services

Reference #

041

Description of the Supply Chain Development Opportunity

Develop fracturing tanks and hydration units

Size of the business opportunity over 2013-2020\*

USD80 – 88 Mln

Potential ICV related to the opportunity\*

USD24 – 32 Mln

Potential job creation related to the opportunity

137 – 150 Jobs

Feasibility of implementation

Medium for assembly

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

For more information, please contact the oil and gas industry In-Country Value's Programme Management Office through [www.incountryvalueoman.net](http://www.incountryvalueoman.net)

Category

Cross Category

Reference #

044

Description of the Supply Chain Development Opportunity

**Repair and maintain heavy machinery for construction and logistics (such as: bulldozers, tractors, loaders, forklifts, backhoes, excavators etc.)**

Size of the business opportunity over 2013-2020\*

**USD56 – 64 Mln**

Potential ICV related to the opportunity\*

**USD22 – 27 Mln**

Potential job creation related to the opportunity

**161 – 179 Jobs**

Feasibility of implementation

**High for maintenance and repair**

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

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Description of the Supply Chain Development Opportunity

**Manufacture pre-fabricated construction material**

Size of the business opportunity over 2013-2020\*

**Data is under collection**

Potential ICV related to the opportunity\*

**Development of local manufacturing**

Potential job creation related to the opportunity

**Job creation in manufacturing**

Feasibility of implementation

**Medium for manufacturing**

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

Category

Engineering Design & Services

Reference #

048

Description of the Supply Chain Development Opportunity

Create industry standards for project design

Size of the business opportunity over 2013-2020\*

Enabling initiative

Potential ICV related to the opportunity\*

N/A

Potential job creation related to the opportunity

N/A

Feasibility of implementation

Medium

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

For more information, please contact the oil and gas industry In-Country Value's Programme Management Office through [www.incountryvalueoman.net](http://www.incountryvalueoman.net)

Category

Civil Works

Reference #

049

Description of the Supply Chain Development Opportunity

Manufacture HVAC equipment



Size of the business opportunity over 2013-2020\*

USD182 – 203 Mln

Potential ICV related to the opportunity\*

USD45 – 51 Mln

Potential job creation related to the opportunity

316 – 350 Jobs

Feasibility of implementation

Medium for manufacturing

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

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Category

Cross Category

Reference #

050

Description of the Supply Chain Development Opportunity

**Assemble construction equipment such as cranes, backhoe loaders and forklifts**

Size of the business opportunity over 2013-2020\*

**USD406 – 451 Mln**

Potential ICV related to the opportunity\*

**USD40 – 46 Mln**

Potential job creation related to the opportunity

**157 – 174 Jobs**

Feasibility of implementation

**High for assembly**

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

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Category

Shell & Tube Heat Exchanger

Reference #

052

Description of the Supply Chain Development Opportunity

Fabricate heat exchangers

Size of the business opportunity over 2013-2020\*

USD70 – 80 Mln

Potential ICV related to the opportunity\*

USD56 – 64 Mln

Potential job creation related to the opportunity

200 – 223 Jobs

Feasibility of implementation

Medium for fabrication

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

For more information, please contact the oil and gas industry In-Country Value's Programme Management Office through [www.incountryvalueoman.net](http://www.incountryvalueoman.net)

Category

Fire, Safety & Environment Equipment

Reference #

053



Description of the Supply Chain Development Opportunity

Assemble and manufacture fire control systems

Size of the business opportunity over 2013-2020\*

USD160 – 170 Mln

Potential ICV related to the opportunity\*

Potential ICV due to localisation of assembly and manufacturing

Potential job creation related to the opportunity

Low to average job creation in manufacturing

Feasibility of implementation

High

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

For more information, please contact the oil and gas industry In-Country Value's Programme Management Office through [www.incountryvalueoman.net](http://www.incountryvalueoman.net)

## Category

Flanges, Fittings, Elbows, Hangers & Pipe Support

Reference #

055



### Description of the Supply Chain Development Opportunity

**Design and manufacture carbon steel flanges**

Size of the business opportunity over 2013-2020\*

**USD72 – 80 Mln**

Potential ICV related to the opportunity\*

**USD18 – 21 Mln**

Potential job creation related to the opportunity

**121 – 134 Jobs**

Feasibility of implementation

**High for manufacturing**

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

For more information, please contact the oil and gas industry In-Country Value's Programme Management Office through [www.incountryvalueoman.net](http://www.incountryvalueoman.net)

Category

Electrical Logging

Reference #

056



Description of the Supply Chain Development Opportunity

SME development in wireline services

Size of the business opportunity over 2013-2020\*

USD900 – 1,000 Mln

Potential ICV related to the opportunity\*

SME development

Potential job creation related to the opportunity

Creation of jobs within SMEs

Feasibility of implementation

High

\* Data based on the 2013-2020 forecast of the oil and gas industry demand in Oman, as of April 2013

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