



TCO Future Growth Project - Wellhead Pressure Management Project Construction Contractors' Forum

FGP-WPMP Requirements for Construction Companies

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Presentation Overview

- Contractor Requirements
- Kazakhstani Content Expectations
- Opportunities for Contractors



FGP-WPMP Requirements for Contractors

- A culture where safety is a core value
- A commitment to Quality
- A commitment to KC
- Demonstrated capability and capacity in critical areas
 - Experience-based knowledge, comprehension and awareness of scope
 - Competency in project management and execution
 - Operational and technical ability
 - Industrial Relations
 - Compliance with regulatory requirements including all required licenses
 - Financial strength and stability
- Price Competitive
- Compliant with all tender requirements



KC Expectations

- Increased contractor capacity/capability, facilitating their ability to compete for future major contract scopes
- Increased number of companies willing to engage in the oil and gas market
- Enhanced craft, technical, and management skills within Kazakhstan
- Increased opportunities for Kazakhstani organisations to lead future oil and gas projects





Opportunities for Contractors (1)

- Qualify directly for suitable scopes
 - Provide high quality work force and equipment at a competitive rate
 - Offer capacity, capabilities and experience that match work scope requirements
 - Use capable Kazakhstani sub-contractors where appropriate
 - Provide local knowledge and expertise

- Legal Joint Ventures between RoK Contractors
 - Qualify for larger scopes
 - Provide a more attractive sub-contracting opportunity to larger Contractors
 - Increase capacity and capabilities
 - Legacy and future joint business opportunities





Opportunities for Contractors (2)

- Subcontract to international or larger companies
 - Objective is to absorb the local contractor capacity
 - Participate in larger scopes
 - Provide local knowledge and expertise
 - Support local content requirements through labour and equipment
 - Technology and Knowledge Transfer
 - Legacy and future joint business opportunities





Summary

- Contracts focus on Construction activities
- Project looks for most suitable and competitive contractors
- Opportunities for legal joint ventures and sub-contracting
- Project aims to utilise and expand RoK's construction capacity in a sustainable manner

