ENGINEERING, PROCUREMENT & CONSTRUCTION MANAGEMENT
Petrofac's EPCm team is focused on always delivering safe, quality projects which are aligned to our clients’ key business drivers.
Differentiation through EPCm

Our EPCm model aligns to the needs of our clients who are looking for flexibility and transparency, particularly if a project lacks initial definition. It also requires less cost contingency to be built in at the early stages of a project. This mitigates risk and provides our clients with more control of the outcomes of their HSE, design, procurement, construction and reporting.

EPCm also gives more flexibility in procurement. From our network of over 400 professionals, with a collective procurement spend in 2015 of US$3.2 billion, we have the expertise and detailed knowledge required to recommend and implement the right solution for your project at the most competitive price.

Project schedules can be accelerated by several months within an EPCm model, when compared to an EPC approach.

We can also offer a blended approach to delivery through combining the respective skills and capabilities from our engineering centres worldwide, including high value engineering centres, to optimise project budgets.

Being driven to deliver is in our DNA. When you engage Petrofac to support your project you can expect to receive first class delivery, which is safe and aligned to your strategic objectives.

Seven stages of our safety journey

Effective delivery starts with safety. At Petrofac we’re on a journey towards achieving an interdependent safety culture where everyone associated with our operations takes ownership and responsibility for safety.

We believe this will effectively support our safety vision of achieving Horizon Zero, an injury free future.

Safety Seven is the mechanism through which we manage safety awareness and performance across all our EPC and EPCm projects. Safety Seven directly addresses the key risk areas at site. As well as providing the relevant tools and guidance required for an effective safety programme, importantly it is also designed to change behaviours.

Safety Seven is mandatory and includes:
- Contractor Management
- HSE Boot Camp
- Supervisor Competency Assessment
- Petrofac Assurance Index
- Short Service Employee Programme
- Stop, Think, Evaluate, Perform
- Driving Safety

The programme has delivered proven results across our projects and is enabling our teams to take much more personal responsibility for safety.

Our approach is underpinned by:
- Clear alignment to the goals and objectives of our clients
- A flexible approach
- A relentless focus on maintaining high HSE standards and safety culture
- Robust planning and project controls
- An engaged, competent and experienced team
- Deep market knowledge and experience to leverage smart procurement and materials management
- A transparent approach that eliminates rework and adds value
- An EPC approach to EPCm projects

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Interdependent safety culture

The journey to Horizon Zero

Dependent
- Individual compliance is the focus.

Independent
- It moves beyond compliance; safety is a priority.

Interdependent
- Teams are committed to common goals; safety is a value.

100% injury free
An integrated approach to delivery

Value adding engineering services across the entire life cycle

Our influence and support at the concept and define stages enables us to develop solutions that can:
- Lower CAPEX
- Lower OPEX
- Improve EPCm schedule
- Improve safety and operability

ENGINEERING
- Our extensive track record is supported by effective technical guidelines, procedures and software
- Our engineering and estimating interfaces are designed to ensure cost estimating integrity

PROCUREMENT
- Our procedures and controls ensure expenditure is optimised through negotiation skills, vendor relationships, market knowledge, service contracts and our sourcing experience
- Our supply chain and procurement network is extensive
- Our significant annual procurement spend can deliver an optimised buying strategy for our clients
- An ethical and cost effective approach to procurement ensures we maximise local content, underpinned by robust business practices

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PROJECT CONTROLS
- We combine external software with customised applications to deliver fully automated project control systems
- There is no requirement for manual interventions
- Our system interfaces are customised in line with each client’s specific IM plan to provide flexibility and transparency

PROJECT MANAGEMENT
- Our EPCm teams are led by highly skilled and experienced Directors and Managers
- Our teams are supported by well-established and proven project management procedures and fully integrated and automated project management tools
- Petrofac has been recognised as being ‘best in class’ for project delivery in the Middle East for the last five years

CONSTRUCTION MANAGEMENT
- Our EPC-led approach creates a construction-driven engineering and procurement schedule in our EPCm model
- Our highly capable and skilled teams are selected from an experienced pool with lump-sum turnkey and EPCm delivery experience
- More than 30 years’ of subcontractor management ensures we pick the right people for the job and manage them accordingly

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ENGINEERING, PROCUREMENT & CONSTRUCTION MANAGEMENT

A track record for adding value

Petrofac has completed over 200 EPC and EPCm projects in both mature oil and gas markets and emerging economies in our industry.

Within our projects we aim to support local business development and create sustainable operations which provide long-term value for our clients and the regions where we operate.

Our strong heritage in Oman dates back to 1988. During this time we have delivered both EPC and EPCm projects. We are currently delivering:

- Khazzan gas field project
- Yibal Khuff project
- Rabab Harweel integrated project
- Sohar refinery improvement programme
- Vocational training facility (in partnership with Takatuf Oman)

In total these projects have a combined value of circa US$5 billion.

We are committed to supporting the Oman economy and Omanisation goals.

We directly employ around 600 staff at our Muscat engineering office and project sites. Nearly half are Omani nationals.

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PETROLEUM DEVELOPMENT OMAN
RABAB HARWEEL INTEGRATED PROJECT (RHIP), OMAN

Value: US$1.2 billion
Start date: Q2 2014
End date: Q4 2018
Services: Detailed engineering, and construction and commissioning management support services on a reimbursable basis, and procurement services on a reimbursable pass-through basis
Resourcing: Over 500 Petrofac employees at peak across our various sites, hosting 70 PDO employees in our Sharjah offices

PETROLEUM DEVELOPMENT OMAN
YIBAL KHUFF, OMAN

Value: Circa US$900 million
Start date: Jun 2015
End date: Dec 2019
Services: Detailed engineering, and construction and commissioning management support services and procurement on an incentivised pass-through basis
Resourcing: 650 employees (estimated average manpower)

SHELL
MAJNOON FIELD, SOUTHERN IRAQ

Value: In excess of US$240 million
Start date: Q2 2010
End date: Q4 2012
Services: FEED, engineering, procurement, fabrication and construction management services
Resourcing: 550 employees (direct and indirect peak manpower)
Partnering for success

We believe working in partnership can deliver enhanced value outcomes.

On upstream we have partnered for projects of scale and in downstream we have aligned with companies with complementary experience, including technology. As a result we have been able to enhance our project portfolio and develop new capabilities and track record. For partnering to be successful it has to be mutually advantageous. In markets where Petrofac has inherent operating strength and market knowledge we blend these attributes with our partner’s skills and differentiators to deliver a seamless and integrated project.

LEVERAGING OUR MIDDLE EAST STRENGTH INCREASES VALUE

In the UAE, we are working in partnership with Bechtel Mining and Metals and a licensor, to deliver a greenfield alumina refinery project in Abu Dhabi which will have an initial capacity of 2.0 million tonnes per annum.

The Al Taweela project brings together the skills of our respective organisations. Whereas Bechtel is a global leader in mining and metals projects, Petrofac has deep experience of working in the UAE – we know the local supply chain and we know how to deliver large, demanding projects in challenging climates.

The project, which we are undertaking for Emirates Global Aluminium, commenced in 2013 and is scheduled for completion in 2018. More than 170 Petrofac personnel are located at the Abu Dhabi project office and are supported from our high value engineering centre in New Delhi.

Your EPCm partner of choice

- Experience, capability and track record spanning three decades and 200 projects
- World class HSSE approach to onshore site safety and contractor management supported by our Safety Seven principles
- We embody an EPC mentality throughout our EPCm projects, ensuring a construction-driven approach which is focused on minimising risk and maximising schedule at each key stage
- Flexible, transparent approach to delivery in alignment with your project drivers
- A one-team approach that helps drive down cost through the sharing of resources and reduction of risk
- Our market knowledge and deep operating capability enables us to leverage our extensive procurement and significant subcontractor management capability

Petrofac has deep experience of working in the UAE – we know the local supply chain and we know how to deliver large, demanding projects in challenging climates.
Contact us today:
Petrofac House
Al-Khan Road
PO Box 23467
Sharjah
UAE

Email: epcm@petrofac.com

www.petrofac.com