

CORPORATE PROFILE



RC 1577400

FRAMAK ENERGY
SERVICES LIMITED

Highly Innovative Services

FRAMAK ENERGY SERVICES LIMITED

FRAMAK Energy Services Limited was incorporated with Corporate Affairs Commission in Nigeria to provide solutions to the growing needs of oil and gas field development and infrastructure maintenance in Nigeria and the other West African Countries.

The wheel below reflects **FRAMAK Energy Services Limited** scope of operations covering our services lines and target market segments



FRAMAK Energy Services Limited is a company that operates in Port Harcourt, Rivers, Nigeria with a staff made up of Strategists Engineers, I.T Professional, Field Engineers and other Seasoned Professionals all in their respective fields.

FRAMAK Energy Services Limited is owned by its management, staff and a few strategic investors who include eminent personalities capable of providing leadership to the group at the highest levels of policy making. External non-executive directors were appointed to improve the quality of the board and the company.

OVERVIEW

FRAMAK Energy Services Limited (FESL) was established to extend integrated and quality service to cater basically for the constant growing needs of fields' development Services in Nigeria and the other West African Countries.

In the present climate of the oil industry, control of costs, and time scale is of ever increasing importance, with ongoing projects being scrutinised and looked at to identify where budgets might be reduced and costs be saved. FESL as a Service Company are acutely aware of this and have looked at all possible ways of ensuring that we can give each client the best value and the most cost-effective solutions.

We have a target to offer our clients a fully stand alone service by way of a "one stop shop" philosophy meeting all of the client's needs through the integration of the management, execution and completion of all phases of our services.

FESL would offer efficient and cost effective alternatives to common practice of divided responsibilities. We would offer up-front fully integrated support services that will work out the most effective cost solution to minimise the client's risk for HSE and scheduling while ensuring timely delivery.



SCOPE OF SERVICES

FRAMAK ENERGY SERVICES LIMITED SPAN OF SERVICES
INCLUDES BUT NOT LIMITED TO:

- LP/HP Centrifugal Pumps Overhaul and Maintenance Services
- Generator Overhaul and Maintenance Services
- Turbines Overhaul and Maintenance Services
- Auxiliary Pumping, Cleaning, Testing, Solvent Treatment, Chemical Cleaning
- Gel Technology Applications
- Pumping Services
- Desanding of Pipelines and Separator Vessels
- Pipeline Dewaxing
- Hydro-Testing, Dewatering, Air/vacuum Drying, Nitrogen Purge & Packing
- Umbilical Flushing and Testing
- Product Transfer Services (e.g. Glycol and Methanol)
- Methanol and Glycol Swabbing
- Bolt Torque and Tensioning Services – Flange Management
- High Velocity Flushing
- Pipeline Product Displacement / Testing
- Retro jetting / Hydro Blasting, Pit Evacuation
- Gross Air Leak Testing (GALT)
- Nitrogen Helium Leak Testing (HLD)
- Valve Ultrasonic Testing
- Air and Steam Blowing Services
- Procurement, Sales and After-Sales Maintenance of Engineering Tools, Materials and Equipment
- Equipment Rentals and Oil Tools Supply
- Valves and Flow meter Supply
- Gaskets, Flanges & Fittings, Oil and Fuel Products and Safety Hardware Supply.
- Project Management and Support Services
- Consultancy Services (Process and Pipeline Services).



FRAMAK ENERGY SERVICES LIMITED

Provides the following services:

- **LP/HP Centrifugal Pumps Overhaul and Maintenance Services**
- **Generator Overhaul and Maintenance Services**
- **Process and Pipeline Pre-commissioning & Commissioning Services**
- **Pipeline Cleaning & Flow Assurance Services**
- **Decommissioning and Pumping Services**
- **Project Management and Support Services**
- **Maintenance and Support Services**
- **Nitrogen Services and Chemical Cleaning**

We have the ability to support projects with all of the key ingredients necessary for providing the in-house resources of key personnel, fully equipped infrastructure and all necessary technical support and equipment combined with indigenous expertise and knowledge to fully manage and cross utilise throughout the key stages of our projects.

FESL prides itself in its flexibility and ability to serve the needs of our customers. Independence from unwieldy corporate bodies allows us this freedom and the ability to adapt. However, FESL recognises the advantages of Enhanced Customer Relationship packages to our clients, and will therefore form a service team with Client that will respond to the client changing needs by practising integrated decision making and at the same time building mutual trust.

FESL is organised to effectively manage and execute all the services, which are undertaken under contract from our prospective client.

By calling on the experience and resources within FESL, we feel that we can offer clients the greatest chance of completing, on time, within budget and most importantly, efficiently and safely all manner of commissioning, routine production maintenance and shut down work through the utilisation of a single crew of multi skilled personnel to perform a wider range of related services. This technique has been shown to provide substantial time, cost and efficiency savings on all multiple service projects performed by FESL.

FESL places a great deal of importance in Training and Competence. All personnel, from Engineer to Operator levels have undergone, as a minimum basic training in Project Planning and Execution requirements, Fundamental Safety Awareness and Engineering Calculations. Ensuring that all personnel on-site are aware of their duties and a responsibility enables each person to fulfil assigned duties. It is this high standard of product training and knowledge which allows our crews to provide multiple services at one time while also enabling them to identify client problem areas and to propose solutions which are tailored to that particular situation.



VISION

The primary business objective of FRAMAK Energy Services Limited is to become an "indigenous industry leader" in Oil and Gas facilities Pre-Commissioning, Pipeline flow assurance, Project Management and Pipeline Maintenance Services within Nigeria and the entire West Africa.





PROCUREMENT MANAGEMENT AND PLANNING

FRAMAK Energy Services Limited (FESL) objective is based on initiative which operates department's that is mandated to providing creative cost effective purchasing and control mechanism in services provided. Structures and procedures are in place from proactive tender stage to inspection, delivery and after sales services especially for engineering related goods, tools and equipment. The procedures in place have been proven to guarantee the successful implementation and execution of procurement services.

QUALITY INTEGRATION AND COMPETITIVE EDGE

To be competitive, FESL will satisfy the Client at optimum time and delight the Client. To do so, **we design for quality**. The design for quality is a quality driven form of integrated product, process and business development.

In order to satisfy our client with a competitive advantage we aim for the above attributes and more. Note that the 'three elements of competitiveness' are: -



Timeliness: Can the product be delivered to the market "Just in Time" that it is Demanded by customers.

Quality: Will the product work well as intended?

Affordability: Do customers wish to buy the product or service?

These three dimensions largely determine the value of a product to the customer. To gain the competitive advantage we would aim for

- a) **Value (Choice)**
- b) **Cost (Cheaper)**
- c) **Quality (Better)**
- d) **Cycle Time (Faster)**

We are constantly guided by applicable CRINE (Cost Reduction Initiative for the New Era) reports for procurement, purchasing and documentation used in procedural preparations.

Common goals and culture between Client and FESL will enhance communication; ensure smooth execution, while reaping the financial rewards of improved efficiency from the integrated team.

FESL vision to our clients is to promote reduction in operating cost without compromising efficiency and safety standards by eradicating duplication of the resources available to both companies.

EXECUTION STRATEGY AND DEVELOPMENT

FRAMAK Energy Services Limited (FESL) is geared to identifying critical paths such as the early requirements for resources and equipment to be procured for the project. Planned cross utilisation of equipment and resources throughout the project by identifying the most efficient methods and practices to be adopted during the execution of operations leads to extensive saving in time and resources to the overall projects.

Better management, planning and execution, major cost reduction and minimised risk is the hallmark of our Integrated Team, Project management & Support Services, Facilities Upgrade and Maintenances Services which can be depicted hereunder as:



MANPOWER RESOURCES

As an entity with the target of providing “Highly Innovative Service”, engineered by indigenous Manpower and Resources, our greatest asset is our indigenous human resources

We have assembled a highly skilled and productive manpower dedicated to providing qualitative service. In addition to providing seasoned and competent personnel we would on project bases, recruit trainable manpower from our host communities to effectively implement our community affairs and development policy.

All personnel including the sub-contractors, are required to familiarise themselves with the Client's rules and regulation regarding safety, security, loss prevention and the hazard of the works. During all stages of the projects, all requisite and applicable permit-to-work' (PTW) system will be effective and applied. All work activities shall be duly planned and organised before commencement of the work.



NIGERIA CONTENT DEVELOPMENT

The Nigeria Government has set a minimum local content target for all works and contracts to be undertaken in or on behalf of oil and gas companies operating in Nigerian Oil and Gas Industry. This target is fully supported by the Oil and Gas companies operating in Nigeria. To meet this target, a number of processes are now in place including a contracts evaluation and awards criteria which favours bids which meet or exceed the minimum local content target. We are of the view that maximising local content is not only politically sensible but it made good business sense as lower composite rates can be realised by increasing Nigeria labour and material resources especially where these items are readily available and the price are commercially attractive. Nigerian Labour rates are very competitive when compare with many others countries and the infrastructures are being upgraded to meet the aspiration of Nigerian content.

The objectives of local content within the Nigeria Content are to:

Increase value added content, thereby contributing to National Economy development as well as that of our stakeholders , partners client, company, employee and contractors

Transfer technology and develop local know-how.

We are ready to work with foreign companies wishing to operate in Nigeria Oil and Gas Industry increasing their Nigeria content to meet new government target via a number of suitable arrangement including joint ventures, partnership sub-contacting or other mutually suitable vehicles.



COMMUNITY RELATIONS

FRAMAK Energy Services Limited (FESL)

FESL is committed to the development of the

community in which we work. To facilitate this, FESL shall appoint a Community Liaison Officer (CLO) that will be the Contact Person between FESL and the Community.

Prior to movement to site, the CLO shall discuss with Client, Public Affairs Officer or Community Liaison with a view to being briefed about the Host Communities at the work sites. During the meeting, FESL CLO shall obtain all relevant information about the communities and the appropriate persons to discuss with. This CLO shall be at site throughout the duration of the project to handle all community problems.

OUR CLIENT

- SEPLAT
- AGIP
- NNPC
- NESTOIL
- AVEON

seplat





O F F I C E :

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