

PPS



Premier Petroleum Supplier || 2020 || Issue 6 || Organizational Solution Development



About the Company

Who we are...

Premier Petroleum Supplier was founded in Port Said, Egypt, in 2018. Since its establishment, Premier Petroleum Supplier has provided engineering consultancy services to Oil and Gas Industry, from concept selection, detailed designs, implementation and evaluation with our teams are qualified, innovative, creative, updated technology, solid and hands-on experienced nationally and internationally.

- Onshore, Offshore, Naval & Subsea
- Engineering
- Commissioning

Premier Petroleum Supplier provide products with highest quality to supply of advanced specification products of valve, pipe, flange, fitting and related accessories on Oil & Gas.

Premier Petroleum Supplier provides customized in-house training, instructed in English, Arabic, or a combination of both by a professional instructor, which specializes with hands-on experience in the field, with the best practices in hand.

Premier Petroleum Supplier Company (PPS), registered in:
EGPC under (#82 - 2019) & (#54 - 21/5/2020)
EGAS under (#2474 - 2019)

VISION

To be a major supplier of valves, pipes, flange and fitting-related accessories in the Oil and Gas field around the world. We also strive to provide engineering consulting and commissioning services with the best practices in hand.

MISSION

We strive to provide products with high quality to our customers in a competitive price and timely manner, driven continuous improvement with innovation and technology. We provide engineering consultancy, full range commissioning services and training to staff members in order to support the company goal



Contents

02

About the company

who we are ... our vision & our mission

04

Introduction

sample list companies to be listed in this scope

06

Scope of work

and solutions included in this scope

08

APS Solution

Assest performance management solution

10

LIMS Solution

Laboratory information management sysyem

12

CRM Solution

Customer relationship managemetns solution

14

MES Solution

Manufacturing execution system solution

16

HR Solution

Human resources management solution

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Introduction



Kazakhstan mineral wealth is Among the country’s wealth promising treasuries, Kazakhstan government is managing this wealth through joint venture companies with multinational parties operating in all mineral wealth and subsoil fields, Ministry of Investment and Development and the Ministry of Education and Science is planning to launch a projects on “Rules for financing research, scientific, technical and experimental design to carry out research and development with reference to the Law.

This Law applies to the Companies are working in Extraction and Production of Oil, Gas and All Minerals (Subsoil minerals and its use).

SAMPLE LIST COMPANIES To be covered in this scope

This scope covers companies working in the main treasures of Kazakhstan, basically mineral resources; Kazakhstan is one of leading countries of the world mineral wealth, Kazakhstan ranks sixth in the world in terms of reserves of natural resources, with the government is taking this advantage with the greatest effect for itself.

Some scientists estimate that the explored mineral resources of Kazakhstan are estimated at about 10 trillion US dollars. Kazakhstan has rich natural resources, as evidenced by the fact that out of 110 elements of the periodic table, 99 have been identified in its subsoil, 70 have been explored, but 60 elements are still being extracted and used. According to Dr. Daniel Fain, a specialist in natural resources and energy from the Massachusetts Institute of Technology (USA), in the year of the collapse of the USSR (1991), 90% of chrome ore, 26% of copper, 33% of lead and zinc, 38% of tungsten, which he had in that year the former USSR ended up in Kazakhstan.

However this scope can be extended to cover any company that Ministry of Investment and Development and the Ministry of Education and Science decide to include in the scope.

Oil and Gas Companies:

- CNPC
- EME , TOO
- AEKK MUNAI
- Almaly export
- ANACO, TOO
- Astana Oil Company
- Bahyt Petrol Group
- Baker Hughes Inc.
- BEKBAU Engineering
- BN Oil
- BURISMA EURASIA
- Buzachi Operating Ltd, C&D (C&Д)
- CHESTERTON
- Chevron Munaigas Inc.
- CNEC
- DOSTYK REFINERY
- Dragon Oil Technologies Kazakhstan (EME)
- Enerbridge
- EOR Petroleum Technology Aktobe ERG Recycling
- Excellence Logging Kazakhstan
- Global Stroy Project LTD
- GSB Group
- Halliburton Inc.
- Hong Kong International Petroleum Corporation,
- Industrial Energy Alliance

GOLD Companies

- JSC “GMK” KAZAKHALTYN” JSC “AK Altynalmas”
- JSC “AltynEx Company” JSC “Altyntau Kokshetau” JSC “KM GOLD”
- And many others.,

Iron, Iron-Manganese and Chrome ORE Companies:

- Zhairemsky GOK JSC
- JSC “DP” Aktobe-Temir-VS “ JSC “Manganets Zhairema” JSC “SOKOLOVKA”
- TNK Kazchrome JSC COPPER Companies:
- Ai Karaaul JSC
- JSC “BAST”
- Irtysh-Polymetal JSC
- KAZ Minerals PLC
- ULMUS BESSHOKY JSC
- ULMUS BESSHOKY

Scope Of Work

Ministry of Investment and Development and the Ministry of Education and Science in Kazakhstan requested our company to engineer, procure and implement solutions that empower the authority to better utilize the investments in organizational development in order to enhance the exploration investment and improve the corresponding outcome. The solution shall better allocate the resource and help improve the resource management process throughout improving resources recovery, optimizing manufacturing process. By minimizing the manufacturing losses and reducing energy requirements for manufacturing process. The solution shall cover also the necessary facilities in the industry for examples laboratory through implementing LIMS which shall improve the Laboratories role in the industries by improving the information management system which will definitely ensures the testing results certainty. Highlighting the information role in new production projects for long term consistent production profile, solutions shall also cover laboratories in the manufacturing industry.

Solutions Included
in this Scope:



PPS

APM Solution

LIMS Solution

MES Solution

CRM Solution

HR Solution

Organizational Solution Development Proposal

APM Solution: Asset Performance Management

Asset performance management (APM) systems act to improve the reliability and availability of physical assets while minimizing risk and operating costs. **APM** typically includes condition monitoring, predictive maintenance, asset integrity management, reliability-centered maintenance, and often involves technologies such as asset health data collection, visualization, and analytics.

Asset Performance Management involves information sharing and application integration among operations and maintenance to provide a comprehensive view of production, asset performance, and product quality. APM improves integration between production management (making the product) and asset management (ensuring the capability to produce). Goals and objectives become more clearly communicated and shared. The ramifications of APM extend into business processes, technology, and organizational structure.

Solution provide new opportunities to improve overall business performance, particularly for **APM**. For owner-operators, this includes operational improvements mostly through improved asset reliability in the process industries and higher quality in the discrete industries. For original equipment manufacturers (OEMs), it offers new sources of revenue by extending the company's business model into aftermarket services for higher reliability and quality. For both end users and suppliers, this incorporates the solution, analytics, and other predictive and prescriptive technologies to bring performance to a higher level.

APM is a proven approach to reduce unplanned downtime, decrease maintenance costs, and reduce EH&S risks. Implementing an effective APM strategy is more than installing a series of sensors or point solutions that monitor and track your systems and assets APM is an integrated, connected enterprise solution that enables asset-intensive organizations to drive safer, more reliable operations while facilitating optimal performance at a lower sustainable cost.

It's easy to see how **APM** helps companies reduce EH&S risks by improving equipment health. Leading APM solutions go beyond this to help organizations with tools like risk-based inspection that help companies efficiently comply with environmental and government regulations and standards.

APM work scope:

- Define the solution specification.
- Define the solution required input data and implementation per organization/site.
- Issue Technical solution requisition.
- Technical assessment for available solution and cost efficiency comparison proper solution selection.
- Issue the technical document required list for project execution.
- Review the input data required for solution implementation.
- Prepare the training requirements for teams implementing the solution during procurement phase.
- One year extendable technical support for implemented solution during operation phase.

APM Key Benefits:

Among all management the need to predict and prevent failures in a timely manner. But to do that, you need to better manage your data across the enterprise.

You've invested in assets, processes, and systems on a massive scale to meet your business objectives while managing your risk around safety, financial, and environmental events. These hundreds—perhaps thousands—of assets produce enormous amounts of data that can either keep you informed to help you make smarter decisions—or leave you vulnerable to blind spots and risk.

- **Collect, analyze, and visualize** the data that is crucial to your assets' health—all in one place.
- **Prioritize** your work by determining which assets are most critical to the overall health of your operation.
- **Understand** the true status of each asset.
- **Predict** equipment and process issues with greater accuracy before they occur.
- **Ensure** mechanical integrity of your assets and regulatory compliance Learn from continuous, real-time analysis and visibility to understand the options for mitigating potential problems while balancing associated costs, risks, and benefits
- **Define and manage** asset strategies with a risk-based approach for improved planning and efficiency you need to continuously collect and manage all your data and information for each asset in order to make the best business decisions that help maximize operational performance.

LIMS Solution: laboratory information management system

Sometimes referred to as a laboratory information system (LIS) or **laboratory management system (LMS)**, is a software-based solution with features that support a modern laboratory's operations. Key features include—but are not limited to—workflow and data tracking support, flexible architecture, and data exchange interfaces, which fully “support its use in regulated environments”. The features and uses of developed solutions incorporated and evolved over the years from simple sample tracking to an enterprise resource planning tool that manages multiple aspects of laboratory informatics.

A Laboratory Information Management System (LIMS) is software that allows you to effectively manage samples and associated data. By using a LIMS, your lab can automate workflows, integrate instruments, and manage samples and associated information. Additionally, you can produce reliable results more quickly and can track data from sequencing runs over time and across experiments to improve efficiency.

Modern genomics generates an unprecedented amount of data. Faced with increasing data volumes and sample throughput along with frequent changes in technology, labs must modernize their approach to managing, tracking, and centralizing genomics data.

Key Benefits of a LIMS

- Enable workflow automation which can in turn reduce human error.
- Centralize access and storage of quality control data.
- Support compliance efforts .
- Track reagents and lots.
- Perform instrument run monitoring
- Initiate downstream data analysis
- Integrate with instruments or other in-lab systems to improve lab efficiency

LIMS work scope:

- Define the solution specification.
- Define the solution required input data and implementation per organization/site.
- Issue Technical solution requisition.
- Technical assessment for available solution and cost efficiency comparison proper solution selection.
- Issue the technical document required list for project execution.
- Issue the solution testing procedure, assess testing results.
- Review the input data required for solution implementation.
- Prepare the training requirements for teams implementing the solution during procurement phase.
- One year extendable technical support for implemented solution during operation phase



MES Solution: Manufacturing Execution System:

Is a computerized systems used in manufacturing to track and document the transformation of raw materials to finished goods. **MES** provides information that helps manufacturing decision makers understand how current conditions on the plant floor can be optimized to improve production output. **MES** works in real time to enable the control of multiple elements of the production process (e.g. inputs, personnel, machines and support services).

MES may operate across multiple function areas, for example: management of product definitions across the product life-cycle, resource scheduling, order execution and dispatch, production analysis and downtime management for overall equipment effectiveness (OEE), product quality, or materials track and trace. **MES** creates the “as-built” record, capturing the data, processes and outcomes of the manufacturing process. This can be especially important in regulated industries, such as food and beverage or pharmaceutical, where documentation and proof of processes, events and actions may be required.

In technical terms, a **manufacturing execution system** is a system that connects and monitors machines and work centers on the factory floor. The main goal of an **MES** is to ensure effective execution of manufacturing operations and improve production efficiency.



- 1. Operations management:** Offer your employees a global view of planned production orders and their production routing. This ensures your entire staff is on the same page and reduces errors due to miscommunication.
- 2. Dispatching production:** units manage the bidirectional flow of production data in real time between the ERP and the workshop. This ensures production data is always accurate, consistent, and up to date.
- 3. Product tracking and genealogy:** Group final parts or batches with all their corresponding manufacturing data—from the raw material to the component assembly. This data is especially useful for manufacturers that must comply with government or industry regulations.
- 4. Labor management:** easily manage your people, products, and/or operations and track any skills or authorizations they require. This ensures that you always have the right people in place at each step of the production process.
- 5. Quality management:** Manage the quality of your manufacturing process and units—including quality deviations and exceptions. This function can be integrated directly into the **MES** software or can use external software.
- 6. Maintenance management:** more easily and accurately plan preventative machine maintenance to reduce downtime and production interruptions.
- 7. Data collection and acquisition:** Track and gather essential data and easily recall that data when you need it.
- 8. Process management:** Provide process routing and operational sequencing—including full production traceability.
- 9. Performance analysis** Consolidate data to calculate key performance indicators (KPIs) like rework, scrap, process capability, OEE, and more. This lets you know how your production process is working and how it could be improved.
- 10. Document control:** Provide a simple way for your operators to access important documents—including instructions drawings, notes, and more—when they need them. This saves you and your employee’s time by not having to search through file cabinets for the information you need.
- 11. Resource allocation and status:** Define and track the status of your resources and how they are used in the production process.

MES work scope

- Define the solution specification.
- Define the solution required input data and implementation per organization/site.
- Issue Technical solution requisition.
- Technical assessment for available solution and cost efficiency comparison for proper solution selection.
- Issue the technical document required list for project execution.
- Review the input data required for solution implementation.
- Prepare the training requirements for teams implementing the solution during procurement phase.
- One year extendable technical support for implemented solution during operation phase.

Customer Relationship Management application, The application aimed to ensure service quality satisfy the customer needs and enable the analysis of various customer needs and utilize this information to develop new products or services to improve the market share and expand the products acceptance , the solution is enterprise ready and scalable to suite any business size or requirement. The application is fully customizable and can be tailor made to fit any current or future business processes expansion. Various modules can be turned on or off, ensuring it is as simple or a complex to use in accordance with business needs.

CRM Key Benefits:

1. Improved Informational Organization :

The more you know about your customers, the better you'll be able to provide them with the kind of positive experience that really pays off. Everything that they do, and every interaction that they have with your organization needs to be identified, documented, and recorded. To do this, you need to move beyond the sticky-notes and disorganized filing cabinets, and start utilizing advanced organizational technology that can not only accurately quantify and categorize data for easy future reference, but also make that data available across departments. Thanks to CRM this all becomes a possibility, it allows you to store a vast list of customers and any important information regarding them. Access to their file is even more convenient than before due to the cloud, so no matter who it is that is helping the customer in question, they'll have the same actionable data instantly available. This will result in less wasted time for clients and employees.

2. CRM for Enhanced Communication:

As mentioned above, CRM makes it possible for any employee to provide the same high level of service, by having access to the same customer data. After all, even if your customers have a single, main point of contact, there's a good chance that at some point that contact may not be available, and the client will be forced to have to work with someone new. When that happens, many customers face the unhappy prospect of having to 'start fresh' with someone who doesn't understand their own unique preferences and issues. CRM does away with this concern, by making detailed customer information communicable to whomever might need it. As such, it won't matter who it is that is currently assisting the client, because they'll be working from the same information. And given that CRM is cloud-based and accessible from any device with an internet connection, the communication benefits of mobile CRM are not limited to the office.

3. CRM Improves Your Customer Service:

Your time is valuable, but so is your customers' time. And, should your customers experience a problem that needs resolution, they're going to be unhappy unless that problem can be taken care of quickly. With CRM, as soon as a customer contacts your company, your representatives will be able to retrieve all available activity concerning past purchases, preferences, and anything else that might assist them in finding a solution. In many cases, your more experienced representatives, armed with past information and history, will be able to locate a solution within the first few minutes, thanks to an accessible database of potential issues. And, should a solution not be readily apparent, then bringing in other representatives, or even crowdsourcing for answers through customer portals, is a simple matter. With CRM, customer support becomes a walk in the park.

4. Automation of Everyday Tasks:

Completing a sale is never as easy as just getting a customer to agree to commit. Along with the surface details of any sale, there are hundreds of smaller tasks that must be completed in order for everything to function properly. Forms need to be filled out, reports need to be sent, legal issues need to be addressed—these ancillary chores are a time consuming, yet vital aspect of the sales process. The best CRM systems are designed to take the burden of many of these tasks from off the shoulders of your employees, thanks to the magic of automation. This means that your representatives will be able to focus more of their efforts towards closing leads and resolving customer pain points, while the automated CRM system takes care of the details.

5. Greater efficiency for multiple teams:

Automatically stored communication allows you to view emails, calendar and phone call details in one easily accessible place. Add that to the ability for multiple teams to access the same information, it simply skyrockets the amount of achievable progress. Sales, marketing, and customer service teams can share valuable information about clients to continue to funnel them down the pipeline to get the desired result of closing a sale, knowledge of new products, or excellent customer service. Every department can now tag team to get the right information to the right individual. With this new found ease, teams can seamlessly work together to improve the bottom line.

6. Improved Analytical Data and Reporting:

Miscalculated data should not be the reason you cannot succeed, with CRM this is no longer a possibility. CRM systems store information in one place which leads to improved analyzing of the data as a whole. Easily integrated with different tools or plugins, you have the ability to generate automatic reports to maximize your time. Personalize your dashboard views to quickly locate information needed such as customer information, sales goals, and performance reports to reach untapped opportunities. With better reporting data you can make resourceful and effective decisions to reap the rewards in customer loyalty and long run profitability.

CRM work scope

- Define the solution specification.
- Define the solution required input data and implementation per organization/site.
- Issue Technical solution requisition.
- Technical assessment for available solution and cost efficiency comparison for proper solution selection.
- Issue the technical document required list for project execution.
- Review the input data required for solution implementation.
- Prepare the training requirements for teams implementing the solution during procurement phase.
- One year extendable technical support for implemented solution during operation phase.

HR Solution:

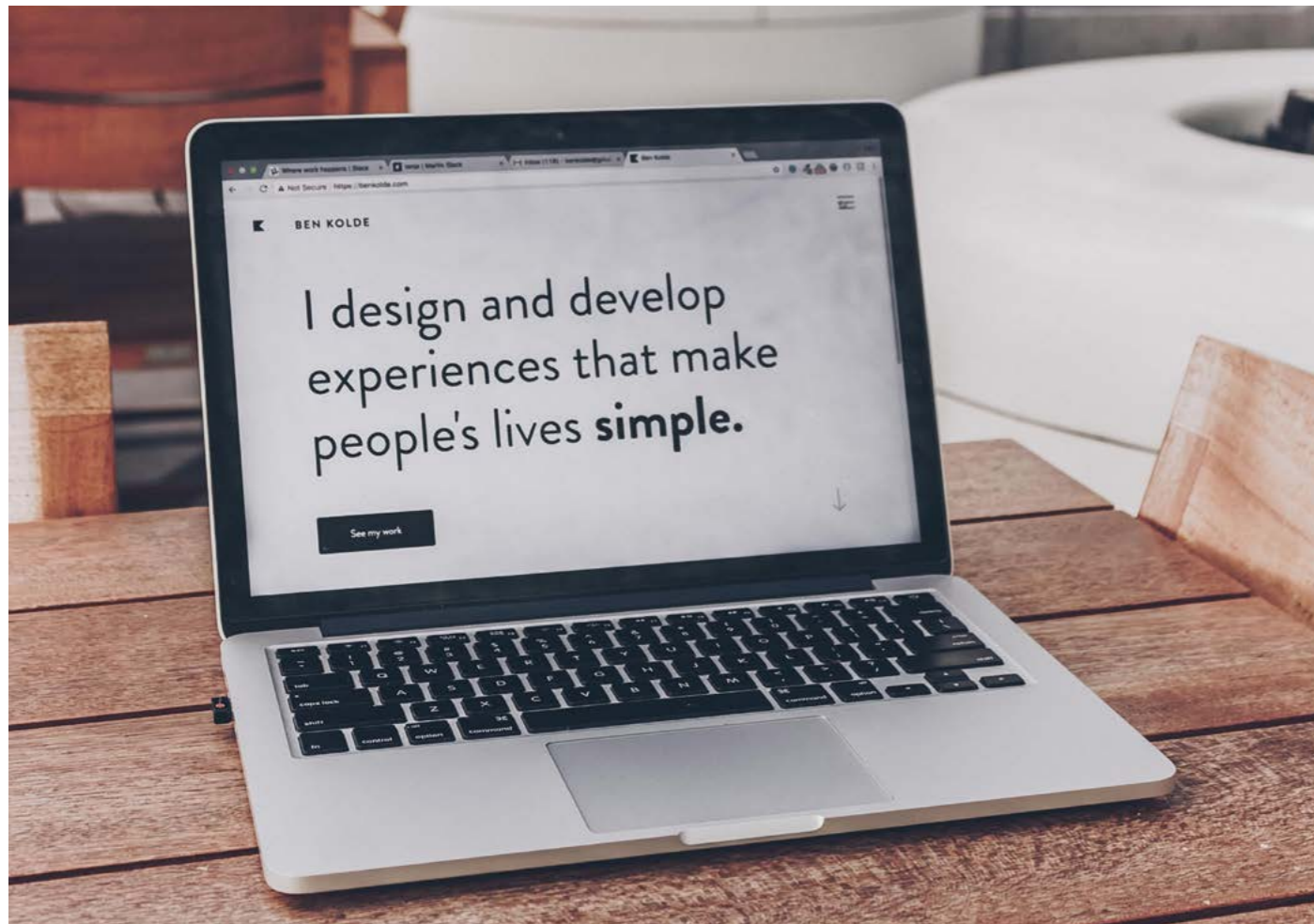
HR Solutions will plan, direct, and coordinate the administrative functions of your organization. You shall be able to oversee the recruiting, interviewing, and hiring of new staff; consult with top executives on strategic planning; and serve as a link between your organization's management and your employees. See below for a comprehensive list of what the solution offer.

Human Resources:

The solution shall to help you step up company HR management, not to step on your HR department's toes. The solution limit employer-related liability by allowing to handle the government reporting, agency interface, and unemployment claims management, and wage claims and audits.

Benefits Administration

Access to quality healthcare and employee benefits are significant attractor to quality employees. Attract and retain top talent by giving your employees access to Fortune 500-level benefits. Choose from a range of benefit packages from a variety of insurance carriers.



Risk Management

From designing a custom plan to implementing it at your business, we will deliver favorable results and minimize unwanted risks.

Payroll Services

The only payroll question you'll find yourself asking is "Is it payday already? Reduce payroll, accounting and benefits costs along with employee-related paperwork that drains your valuable time. HR Solutions will make sure your payroll is always on time, while handling all your related taxes and employment verification needs.

HR Solution work scope

- Define the solution specification.
- Define the solution required input data and implementation per organization/site.
- Issue Technical solution requisition.
- Technical assessment for available solution and cost efficiency comparison for proper solution selection.
- Issue the technical document required list for project execution.
- Review the input data required for solution implementation.
- Prepare the training requirements for teams implementing the solution during procurement phase.
- One year extendable technical support for implemented solution during operation phase.





Contact Us

Contact us for more information or to discuss your needs of valves, pipes, fittings and/or flanges, or to enquiry our engineering consultant, commissioning services, training courses, seminars and customized in-house training services.

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