



COMPANY PRESENTATION



January 2014



INDEX

- 01 - COMPANY PROFILE
- 02 - COMPANY OVERVIEW
- 03 - QUALITY, ENVIRONMENT & SAFETY MANAGEMENT
- 04 - SITECNE ENGINEERING COMPANY INFORMATION
- 05 - COMPANY ORGANIZATION
- 06 - PROJECT MANAGEMENT
- 07 - OPERATIONS & MAINTENANCE
- 08 - COMPUTERIZED MAINTENANCE MANAGEMENT SYSTEM
- 09 – ASSET MANAGEMENT
- 10 - SITECNE ENGINEERING “PROJECT STAFF”
- 11 - KEY FACTORS
- 12 - BACK-UP

1 - COMPANY PROFILE

SITECNE ENGINEERING is operating in Italy and abroad in the following main Business Sectors:

- Oil & Gas industry, petrochemical, chemical
- Power generation, transportation and distribution

SITECNE ENGINEERING internal organization has been developed according to the Oil & Gas Industry Standards and in a way to assure high degree of flexibility, the ability to manage problems and to give responses in real time .

It can supply services for each of the disciplines required by today market being at the same time able to support its Customers on managing “**EPC**” projects.

1 - COMPANY PROFILE

NEW COMPANY STRATEGY

- At the beginning of year 2009 Sitecne Engineering has decided to re-orientate its role on the market capitalizing its experience both in the engineering and field operation sectors to provide whenever possible a proper mix of experts on hire on unit rates basis and services (lump sum).

The new role allows Sitecne Engineering to offer:

- Integrated/Multidisciplinary Services during Projects Definition/Development phases
- Field service Supervision
- Asset Management during Exploitation/Operation Phases

To achieve this Sitecne Engineering is proceeding with:

- Integration and optimization of the company organization;
- Increasing of staff with new operative department;
- Improvement and optimization of company processes.

2 - COMPANY OVERVIEW

The areas on which **SITECNE ENGINEERING** has developed proven skills are
Project management and related services FEED study

- Onshore & Offshore civil, mechanical, E&IA and naval engineering;
- Suppliers and sub-Contractors qualification;
- Procurement, expediting and suppliers follow-up;
- Engineering follow-on;
- Works supervision during site construction;
- Management and execution of commissioning and start-up activities;
- Operation and Maintenance engineering and supervision;

3 - QUALITY, ENVIRONMENT & SAFETY MANAGEMENT

SITECNE ENGINEERING assures the control and the supervision of all the supplied services according to:

The **Quality Management System** in accordance with the standard UNI EN ISO 9001:2008 as certified by the International Auditor Organization **CERMET** by the certificate n. 7925-A;

The **Environment Management System** in accordance with the standard UNI EN ISO 14001:2004;

The **Safety Management System** in accordance with the standard OHSAS 18001:1999, as well as a Health & Environment Plan in accordance with the applicable law, which is constantly implemented.

3 - QUALITY MANAGEMENT SYSTEM CERTIFICATE

Quality Management System Certificate

Reg. No: 7925-A

UNI EN ISO 9001:2008

ISO 9001:2008

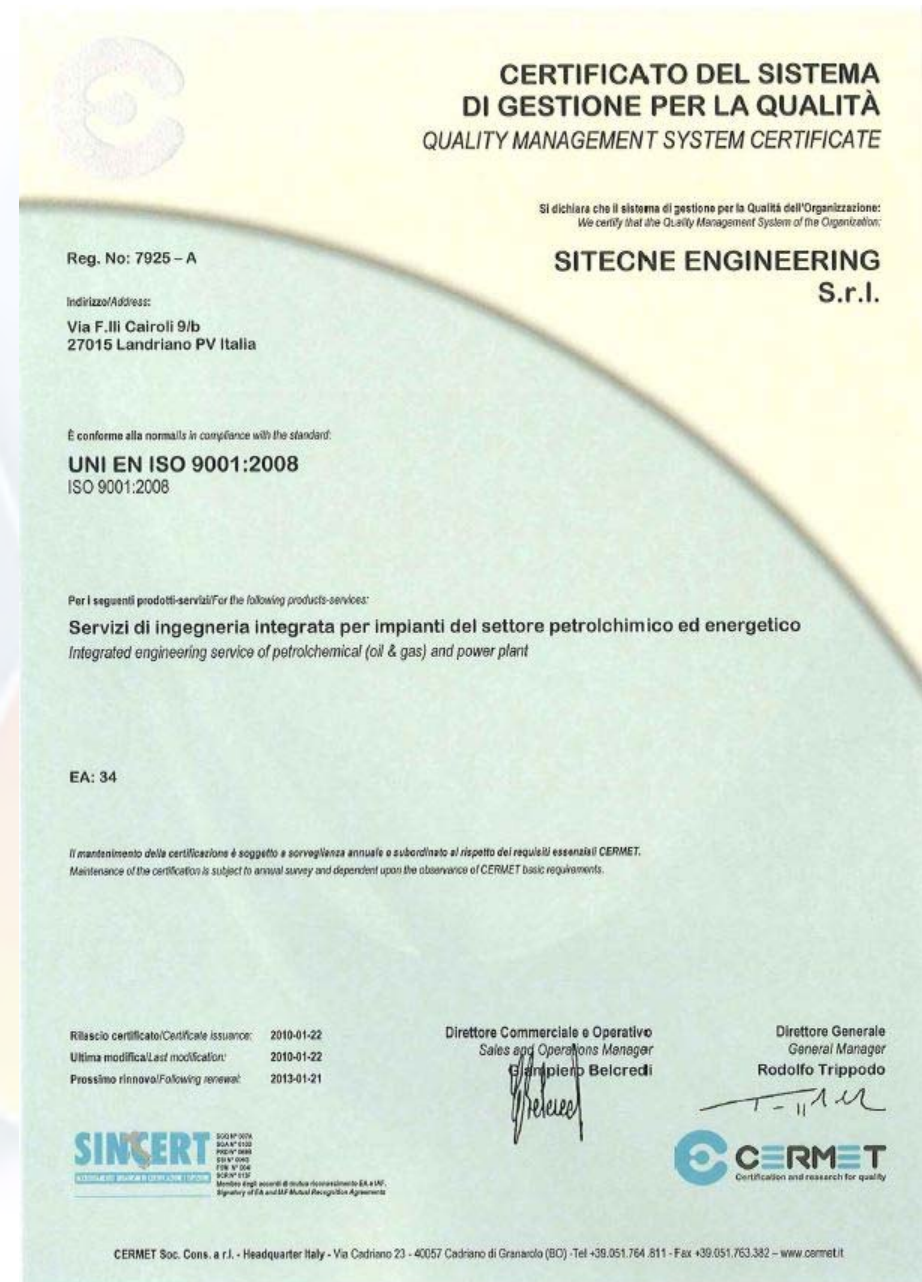
Integrated Engineering Service
of Petrochemical (Oil & Gas)
and Power Plant

EA: 34

Certificate issuance: 2010.01.22

Last modification: 2013.01.21

Following renewal: 2016.01.21



4 - SITECNE ENGINEERING COMPANY INFORMATION

	DEC. 2012	DEC. 2013	DEC. 2014 (Forecast)
Tot. Number of Staff	35	70	90
Including partnerships with other Co's	50	100	130
Tot. Number of Staff at HO (*)	5	10	18
Number of Countries where SITECNE is operating	6	11	16
Target Orders	3 M Euro/y	5 M Euro/y	9 M Euro/y

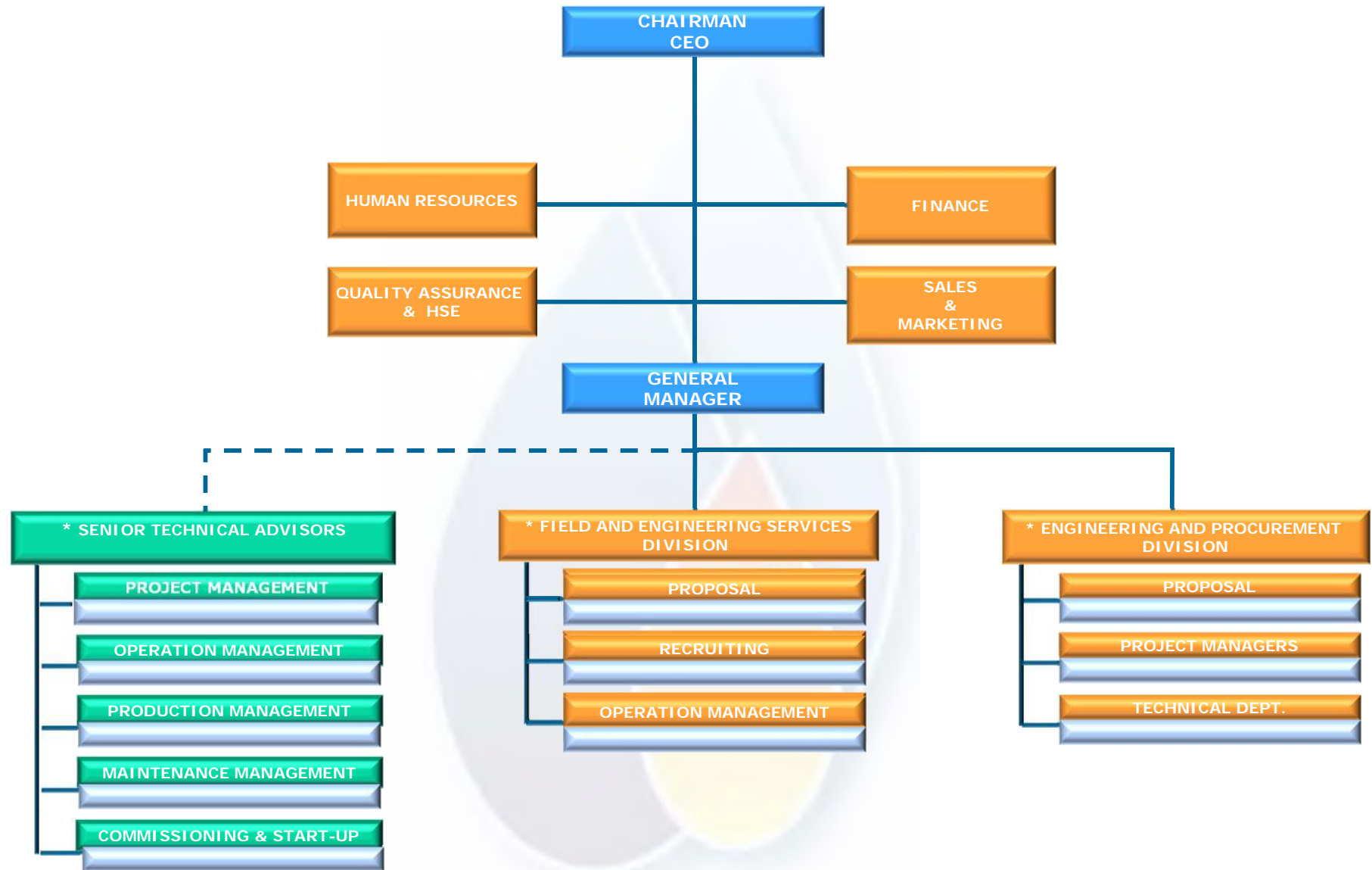
Certification ISO 9001/ ISO 2008 vision Reg. Nr. 7925-A

HSE Strong Policy

Note (*) :

90% at Payroll + 10% Long Terms Consultancy Contracts

5 - COMPANY ORGANIZATION



* INTEGRATED TEAM

6 - PROJECT MANAGEMENT

The areas on which **SITECNE ENGINEERING** has developed proven skills in Project Management are :

- FEED study;
- Onshore & Offshore civil, mechanical, E&IA and naval engineering;
- Suppliers and sub-Contractors qualification;
- Procurement, expediting and suppliers follow-up;
- Engineering follow-on;
- Works supervision during site construction;
- Management and execution of commissioning and start-up activities;
- Operation and Maintenance engineering and supervision.

6 - PROJECT MANAGEMENT

- Based on the Oil Company requirements and needs, SITECNE will provide to the Client the guidelines and main principles to develop the **Feasibility/Conceptual Studies and FEED** in order to allow the optimal selection of the critical items, with the aim to:
 - Optimize the Project Development schedule;
 - Costs reduction;
 - Improving performances;
 - Ensure a smooth interface with the Project various Packages.
(i.e. SURF & other activities, Vendors etc)
- Implementation monitoring:
 - SITECNE staff, employed in the Project, will make sure that the above mentioned guidelines and design criteria will be properly implemented during Project Development.
 - To ensure a sound and safe design implementation to enable the Client to obtain the Authorities approval.

6 - PROJECT MANAGEMENT

- Corrective actions: the SITECNE Engineers will monitor the quality of the design and engineering works and in case that non-conformities will be identified, they will take care of suggesting the corrective actions.
- If requested by the Client and in case of need, we are able to urgently mobilize on site "task force" of Top Skilled Specialists.
- To ensure that the Projects Objectives will be achieved and all phases of the Project are carefully planned and executed, SITECNE will support the Company Project Management Team and will provide the guidelines and main principles in the following areas:
 - Standardization: to develop an effective process with the target to achieve the standardization of equipment and material which should result in a cost and time reduction;
 - Procurement: Suppliers Qualification principles and Vendors performances expediting & inspection monitoring tools: for every commodity/application and geographic areas SE has QA/QC specialists and partners based on almost all continents;
 - Contract administration: develop and monitor the implementation of the Contract management procedures, including the support in the opposition to VORS and their management.

6 - PROJECT MANAGEMENT

- Planning and Cost Control: supply the expertise to support Client Projects and its internal processes, to guarantee that the Costs and Planning Targets of the Client, vendors and sub-contractors are met;
- KPI's: Support the Client to the identification and management either for the Client internal application and vendors/contractors;
- QSHE: supply the guidelines, monitor the implementation and follow up both the Quality Assurance and HSE & Environmental protection. This includes establishment of QA and HSE audit / review plans, execution of such audits / reviews and follow up of close-out of any actions from such audits / reviews;
- Construction: provide the construction guidelines to ensure the quality process during the field activities, all the variations, integrations and non-conformities are quickly and properly implemented, in order to avoid any negative impact on the delivery and project performances;
- Document Management: SITECNE will make sure that all the Customer and Contractual requirements will be transferred to the Company Project team to develop an effective Documents Management Control System (integrated among Client/ Vendors and Sub-Contractors);
- Lesson Learnt and Project close-out reports.

6 - PROJECT MANAGEMENT

- The objective of the proposed PM services is the improvement of the Projects performances and procedures towards a standardization of the Project execution processes. A performance measurement system shall be established together the relevant KPI's. The list and criteria of all the key areas to be measured and monitored will be provided.
- We are convinced that SITECNE, thanks to the background of its Top Management, to the Employment Policy followed and to the alliances system activated can put at disposal of Potential Clients (Oil Co) real and direct Knowledge/Experience oriented to the Integrated Management of the Oil & Gas Assets.
- The successful achievement of the Client Objectives depends also by the real integration of SITECNE Asset Management Team/s with the Client organization as well as from the readiness/ability of SITECNE Senior Staff to supervise and direct the required Activity from SITECNE Head Office.

6 - PROJECT MANAGEMENT

NEW INITIATIVES

Sitecne Engineering has multidisciplinary/integrated competences to support Oil Companies during the New Initiatives Phase by :

1) Participating to Data Rooms in order to gather data relevant to

- Reservoir Eng;
- Production Eng;
- Production Historical Data;
- Well Performances;
- Process and Utilities and Infrastructures Performances;
- Production Operations performances;
- O & M Performances;

6 - PROJECT MANAGEMENT

- Historical Project and O & M Costs;
 - Actual condition of existing facilities and infrastructures;
 - Third Party Process/Transportation/Terminal ling costs;
 - Major local contractors Organization & costs.
- 2) Validating such data and participate to the study aimed to define the Proposal including the evaluation of the Economics related to the Field/s or Blocks object of the International Bid.

7 - OPERATIONS & MAINTENANCE

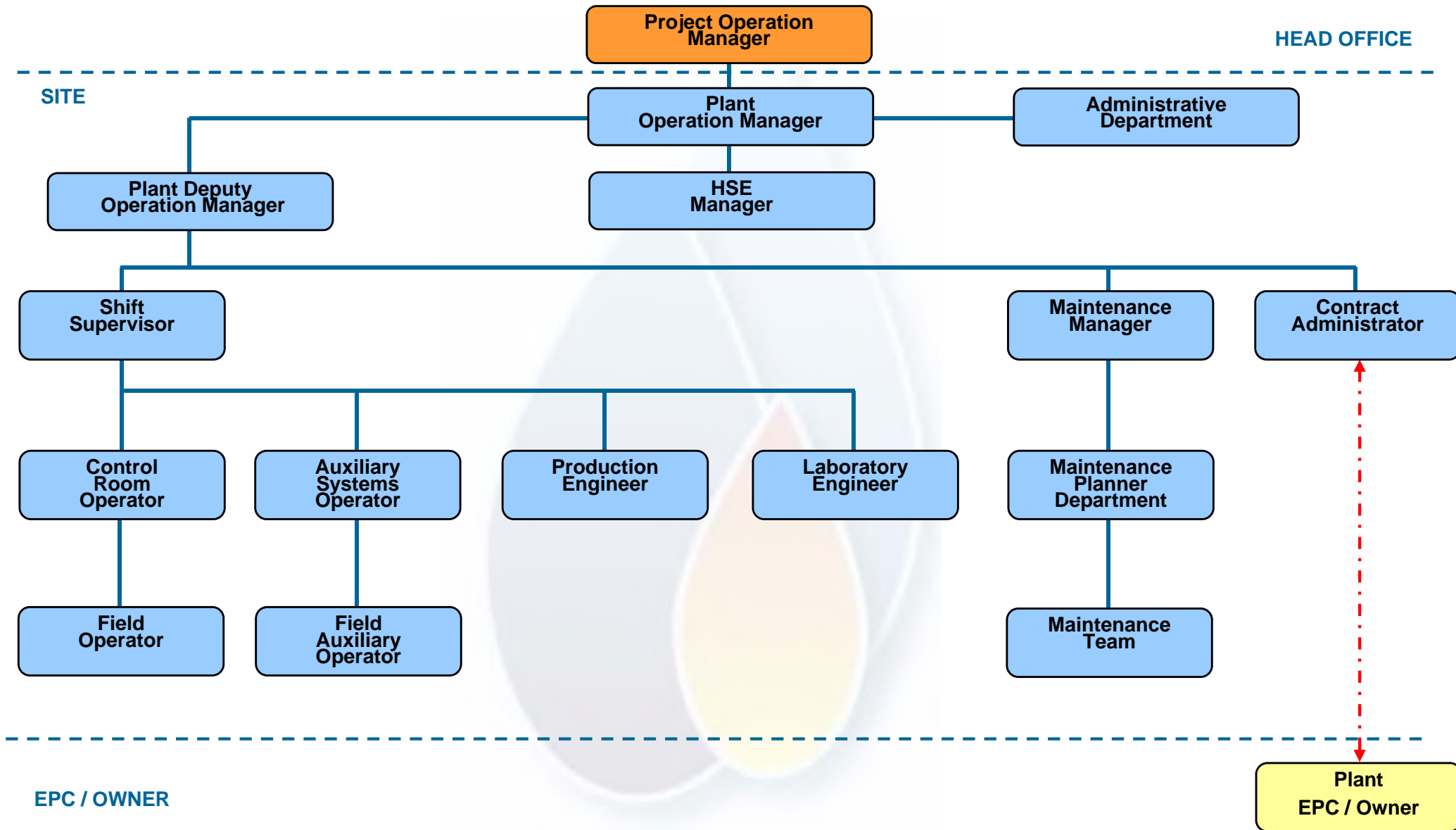
SITECNE ENGINEERING Experts will provide the Project Operations Engineering principles to allow the Company to design and conduct the operations with the aim of:

- Operations readiness & Assurance;
- Optimizing the life cycle cost;
- Define and Supervise process for Monitoring Asset Integrity;
- Achieve safe, accident free and profitable Operations;
- Define Project lifecycle phases and milestones and support the relevant management;
- Optimize the operating expenditures;
- Ensure an efficient Maintenance engineering and management plan, keeping downtimes at lowest level.

The implementation and relevant monitoring of the O&M activities e performances will be guaranteed by SITECNE through its specialists, who will closely support the O&M

Project Team at the Company home office and/or on the field.

7.1 - OPERATION & MAINTENANCE TYPICAL ORGANIZATION CHART



8 - Computerised Maintenance Management System

Today maintenance managers face a difficult task; balancing the delivery of professional maintenance services aimed at reducing business risk, whilst keeping tight control of costs.

During the past two decades, advances in **Computerised Maintenance Management Systems (CMMS)** and associated technology has transformed manufacturing efficiency levels.

CMMS enables engineers to achieve greater control of:

- maintenance team workload and performance;
- day to day operating costs as well as total cost of ownership;
- unscheduled equipment down-time;
- unnecessary capital expenditure;
- timely management reporting.

8 - Computerised Maintenance Management System

CMMS software and technology continually evolves to keep pace with today's leaner, greener operational environment and support changes to working practices. New features and capabilities are now available from market providers Systems, delivering greater efficiency and more control to both enterprise and SME maintenance managers alike.

CMMS software has helped hundreds of organisations, large and small, to enhance their maintenance practices, take control of plant assets and realise the benefits of expert maintenance management.

Sitecne Engineering can provide CMMS software market identification, tailored to Customer need; CMMS procedure implementation with the best solutions of maintenance engineering, database population.

9 - ASSET MANAGEMENT

- The Oil Companies are engaged to maximize the hydrocarbon Oil & Gas production and at the same time minimize the production losses, consequently decided to focus their attention on the following objectives:
- Efforts Reinforcement to improve Exploitation applying new technologies;
 - Re-analysis of Production Scenario with the aim of anticipating the Production of Remaining Reserves;
 - Minimize Production Losses and operation down time generated during Field Exploitation;
 - Mitigation actions in order to get significant reduction of Operating Costs.

9 - ASSET MANAGEMENT

The activities qualifying Projects of Asset Management where SITECNE can guarantee through its contribution an added value are listed here below:

- Definition of SoW on the basis of which a BID for the selection of the Consultant/Contractor, which have to supply Specialists Support, can be done by Client;
- To support the Client during the Bidding phase and Best Bidder Selection;
- To guide and supervise the selected Bidders, protecting Clients Interests, during the performances of the required duties;
- To define Project Plan relevant Milestones, Budget and KPI;
- To supervise daily and continuously the on-going activities performed by the selected bidder through all the phase of Project Development (Data Gathering and Validation till End of Actions Implementation).

9 - ASSET MANAGEMENT

- To analyse/Comment/Approve in name and on behalf of the Client, in an integrated manner, utilizing its multidisciplinary teams studies and proposals focused on:
- Reservoir Mgt Optimization that satisfy the requirements of assuring better results in terms of Field Exploitation by guiding and supervising the Specialistic Consultant;
 - Updating or preparing Field Development Plans including an economical evaluation;
 - Definition of Surveillance Plan in order to detect and plan remedial actions and infilling well drilling programs;
 - Integration of reservoir and surface modelling in order to update the production profile and ultimate field recovery;
 - Promotion of integrated reservoir characterisation studies and reserve evaluation reporting.

9 - ASSET MANAGEMENT

➤ Production Engineering Optimization by guiding and supervising Specialists Consultant/Contractor on :

- Promoting an efficient work over and rigless activity plan on multi year basis;
- Promoting special optimisation operations improving the well productivity and surface facilities network;
- Mitigating surface bottlenecks with a dedicated flow assurance analysis;
- Investigating and establishing Boosting and /or artificial lift options to guarantee an optimised integrated process;
- Establishing a complete work flow including monitoring, data collection and well performance analyses.

9 - ASSET MANAGEMENT

- Minimization of Production Losses (differences between MER or Actual maximum Production Potential and actual Production level)
 - Definition of Production Budget;
 - Definition of Implementation Plans of the Production Budget approved by Client;
 - Optimization/Tuning Up of Process and Utilities Facilities;
 - Optimization of Production Operations;
 - Identification and definition of Projects of Process/Utilities Facilities Revamping, Modification, Partial or total re-configuration;
 - Optimization of utilization of Rotating Machineries (Turbines, Compressors, Pumps etc) in terms of selection, performances, optimum utilization, troubleshooting etc.;
 - Maintenance Engineering and Field Management of Process, Utilities and Infrastructure Facilities;
 - Spare Parts /Stock Value Optimum Management;

9 - ASSET MANAGEMENT

- Definition of Repairing criteria and optimum utilization of Workshops (either owned by Oil Co or by Contractors);
- Monitoring and Upgrading of Safety and Environment Protection Procedures;
- Technical Evaluation and run of Economics aimed to guarantee Asset Management Optimization (Life Cycle);
- Evaluation of possible need for Global Service and definition of their SoW and Contractual Structure;
- WBS analysis and subsequent Work Process Optimization;
- Analysis of Professional background required for supporting Client needs and Assessment of the available Potential of the Human Resources employed by the Client;
- Analysis of required Organization Optimization;
- Definition of Training Programs and Direct Management of their implementation;
- Evaluation of Performances by analyzing KPI results achieved;
- Presentation of Project "Close Out Report".

10 - Sitecne Engineering “Project STAFF”

Sitecne Engineering will make available to the Company a Staff of the “BEST in CLASS” resources in their respective function, who will be based in the Milan/San Donato M.se Offices, but available to travel anywhere according to the Company needs.

SITECNE Specialists will provide their support during the following Projects stages:

- FEED, Basic Engineering activities;
- Construction and Installation;
- Commissioning & Start-up Supervision;
- Operations & Maintenance;
- CMMS software evaluation, implementation and Database population.

11 - Key Factors

The Key Factors for the Company deriving from this partnership shall be:

- SITECNE location and cultural affinities with some of the Oil Majors
- Project Delivery Time Reduction
- Lower life Cycle Costs
- Company Process Improvement
- Oil & Gas Assets Management expertise
- Support to develop Oil & Gas fields development Project in other countries



BACK - UP



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