



LOCAL CONTENT PROCUREMENT CONFERENCE

Accra, February 2018

HALLIBURTON

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Introduction to Halliburton



➤ **Company Profile**

- ✓ Founded in 1919
- ✓ Approximately 50,000 employees representing 140 nationalities
- ✓ Approximately 70 countries
- ✓ We deliver services to Oil Companies (ENI, TULLOW, ...)

➤ **Our Business**

- ✓ 14 Product Service Lines (PSLs)
- ✓ 2 Divisions

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Contract and Procurement opportunities in the upstream petroleum industry

Large variety of opportunities

Oilfield Tools
Environmental
Facilities Svces
MRO
Temp. Personnel
HVY & LT Duty Equip
Drilling Fluids
Equipment Test/Cal.
Electronics
Lube, Grease & Oil
HSE & Medical
Commodity Chemicals
Telecommunications
Fab & Weld
Machining Service
Office Supplies
Bldg-Lease & Rental
Equipment Inspection

Contract and Procurement opportunities in the upstream petroleum industry

MRO	MRO General	Vendors that supply a variety of common industrial supplies.
	BearingBushingSpring	Vendors that supply a variety of common rolling bearings, bushings and springs that are not specifically made for Halliburton.
	Cutting Tool/Inserts	Vendors that supply a variety of metal cutting tools and insert for CNC machines.
	MRO Hydraulics/Pumps	Vendors that supply a variety of common parts and components such as rotors and stators for pumps.
	Pipes/Valves/Fitting	Vendors that supply a variety of industrial and oilfield pipe, flanges, fittings, and pressure relief valves in carbon steel, stainless steel, and alloy.
	Gaskets/Seals/Rubber	Vendors that supply a variety of common gaskets including rubber and plastic seals.

Contract and Procurement opportunities in the upstream petroleum industry

MRO	Packaging & Pallet	Vendors that supply a variety of common packing services and supplies such as bags, steel drums, plastic cases, wood crates, and wood pallets.
	MRO Vehicle Parts	Vendors that supply automotive and truck tires for our fleet vehicles and heavy equipment
	MRO Fasteners	Vendors that supply a variety of common fasteners such as nuts, bolts, and screws.
	MRO Services/Repair	Vendors that conduct general automotive and truck repairs such as oil/filter changes and preventative maintenance and other MRO equipment repairs.
	MRO Electrical	Vendors that supply a variety of common electrical supplies and equipment such as connectors and alternators.
	Welding	Vendors that supply a variety of common welding supplies such as braze wire and flux.
	LabChem/Supp	Vendors that supply a variety of common lab services and equipment for our technology centers including chemicals samples used for research and development.

Contract and Procurement opportunities in the upstream petroleum industry

MRO	MRO Machining Tools	Vendors that supply a variety of common high performance grinding and cutoff wheels.
	MRO Paint	Vendors that supply high performance coatings for our heavy equipment.
	MRO Filters	Vendors that supply fuel and air filtration supplies for our heavy equipment and diesel engines.
	MRO Batteries	Vendors that supply common automotive batteries for our fleet vehicles and heavy equipment
	Water/Coffee/Laundry	Vendors that supply beverage and laundry services.
	MRO First Aid	Vendors that supply a variety of common first aid and medical supplies

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2018 procurement needs for Halliburton

- **Increase in needs compare to 2017 (\$14M)**
- **Top Categories**
 - ✓ MRO;
 - ✓ Waste management
 - ✓ Facilities Services
 - ✓ Equipment Inspection/Testing/Calibration
 - ✓ Logistics equipment (Trucks & Lifting equipment)
 - ✓ Electronics
 - ✓ Welding & Fabrication
 - ✓ Chemicals

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Becoming a Halliburton supplier

➤ **How is Supplier engagement managed?**

The process to engage suppliers is managed by Halliburton Procurement. Adding suppliers is subject to many considerations including:

- ✓ Business need
- ✓ Benefit offered/value created
- ✓ Acceptance of and/or agreement to certain terms and conditions

➤ **Supplier Qualification for Vendor Selection Process**

Before the vendor selection process begins, we ensure that the bidder meets certain criteria to support the business needs. The supplier qualification process includes assessment criteria such as certifications, quality systems, technical capability, HSE, references, among other factors.

➤ **Sourcing Methodologies**

- ✓ Utilizing existing vendor on contract
- ✓ Competitive Bidding

Becoming a Halliburton supplier

➤ How to complete tender documents?

✓ **Comply to requirements in tender documents**

- Presentation
- Key information required
- Interaction with Halliburton during tender process
- Supporting documents required
- Response as per timeline indicated

✓ **Elaborate proposal with professionalism**

❖ **Support technical proposal with key elements:**

- Company empowerment (certification, authorization, ...)
- Company references
- Employees CV where specific qualification required for personnel

❖ **Ensure commercial proposal comes with minimum below:**

- Comprehensive pricing structure;
- Commercial terms as needed (delivery schedule, payment terms, warranty, ...)
- Indicate quote validity period

Visit us: www.halliburton.com

THANK YOU

