

# Local content outlook.

PC round table discussions.

**Schlumberger - Feb, 2018**

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# Content

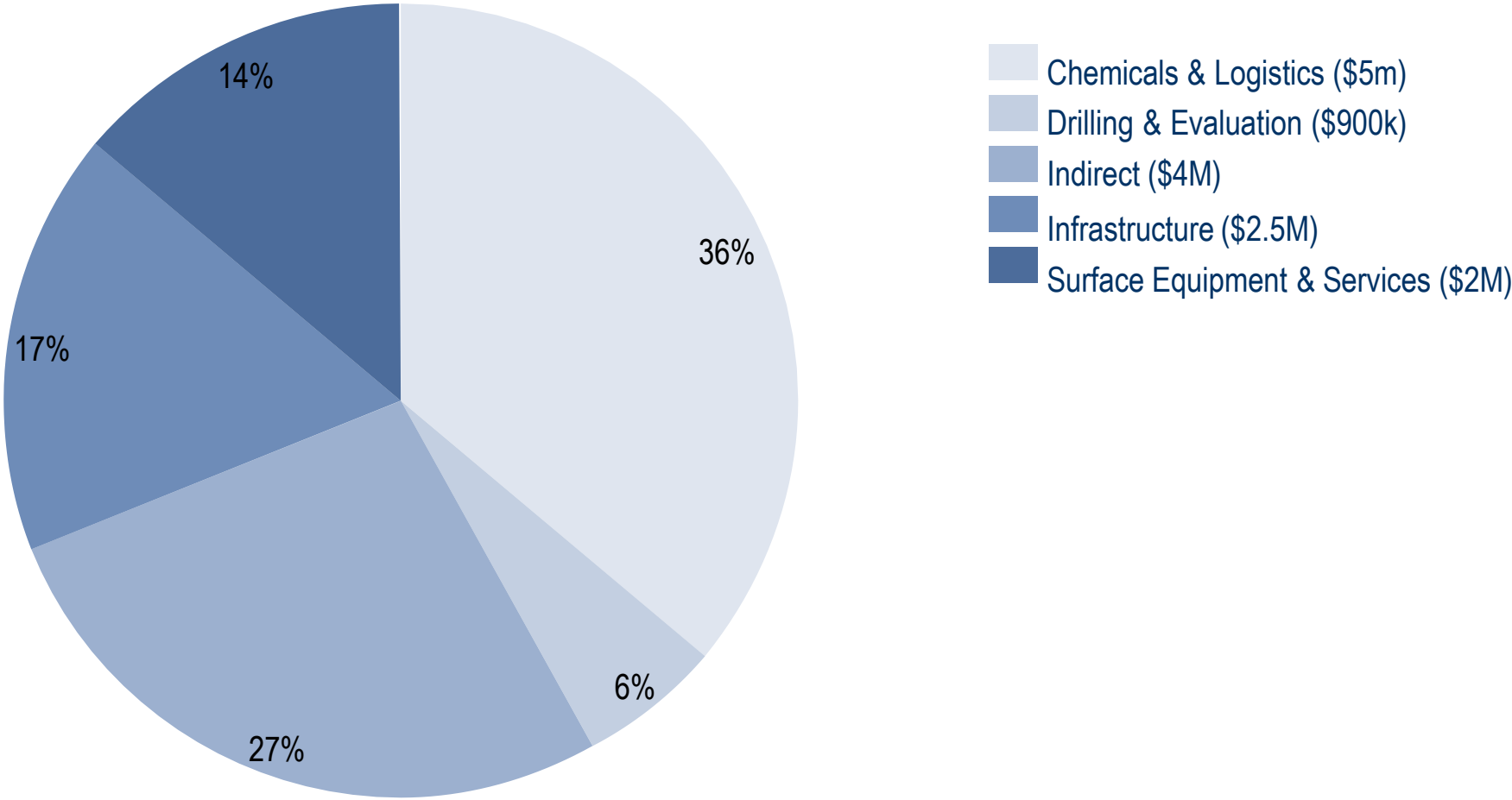
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- 2017 - spend overview
- Opportunity forecast 2018
- Schlumberger sourcing process
- Q&A

# Local spend overview - 2017

Total local spend represents 70% of Schlumberger Ghana third party spend



✓ Total third party spend - \$21M

# Opportunity focus 2018

Planned opportunities for local players.



❖ Maintenance, cleaning services, security service .

❖ Visa, work permit assistance services.

❖ Airport meet & greet services



❖ Import & export, internal trucking,

❖ Lifting certification , MPI ,DPI .

❖ Long term vehicle rentals.

❖ Payroll and staff management services

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TECHNOLOGY RELIABILITY EFFICIENCY INTEGRATION

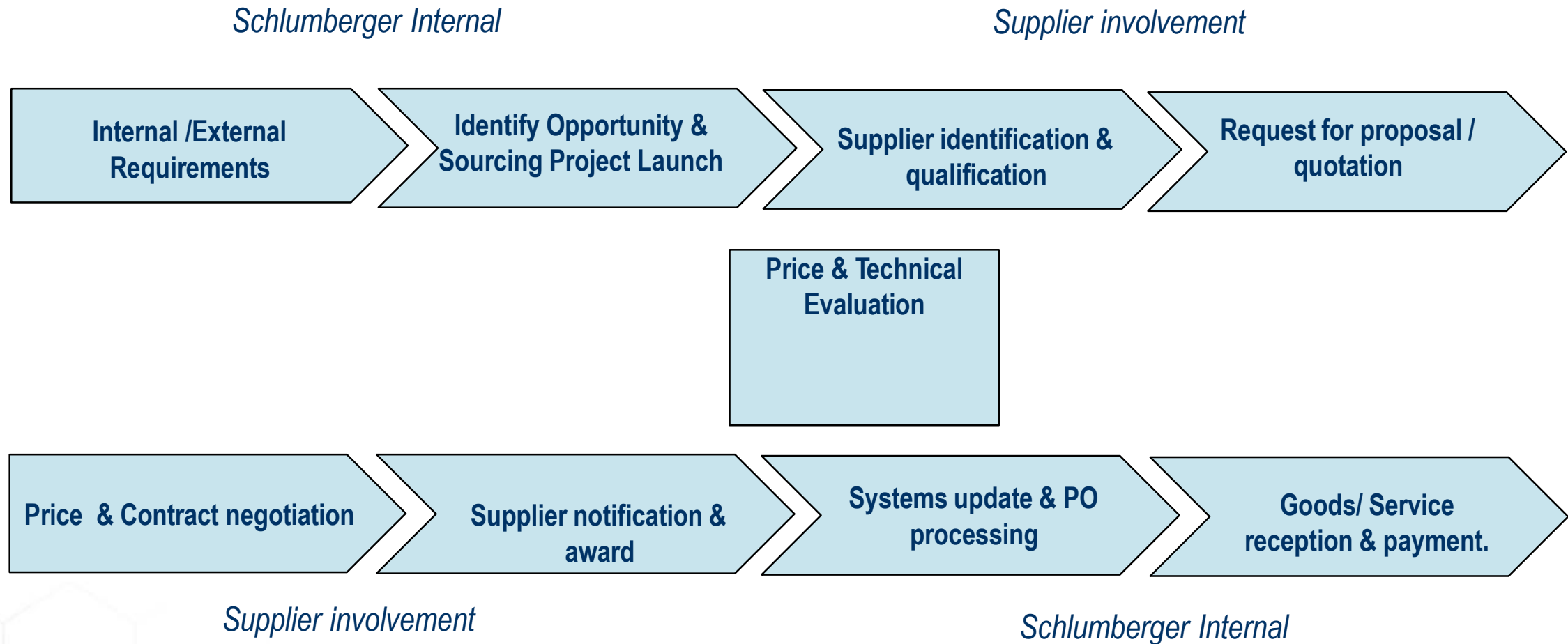
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# Projected Contracts for 2018



| Ref No. | Project / Contract /Description  |
|---------|----------------------------------|
| 1       | Custom Clearance Agency          |
| 2       | Inspection Services              |
| 3       | Provision of Vehicles            |
| 4       | Management of Personnel          |
| 5       | VISA and Meet and Greet Services |
| 6       | Provision of Security Services   |
| 7       | Facility Management              |
| 8       | Containerized Cargo Unit rental  |
| 10      | Housing                          |
| 11      | General MRO                      |
| 12      | Hotel Services                   |

# Schlumberger sourcing process.





SUPPORTPLATFORM



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**Shünke**