

PROCUREMENT, SUBCONTRACT & TENDERS

TechnipFMC in Ghana



First Annual Local Content Procurement Conference 2/20/2018

AGENDA

TechnipFMC Who We Are

Contract and Procurement opportunities – Upstream

Technip Ghana Procurement Needs-2018

Tenders- Getting it right

Supplier Development Programs

Challenges

Future Development Programs



TechnipFMC Who We Are



SUBSEA

- ► FEED
- Subsea Hardware
- SURF
- Subsea Services.



ONSHORE/OFFSHORE

- gas monetization,
- refining,
- petrochemicals,
- Onshore pipelines
- Fixed & Floating Facilities



SURFACE TECHNOLOGIES

- integrated services and fluid control
- Flowline products used during
- surface wellhead systems for drilling, completion, and production

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TechnipFMC Who We Are



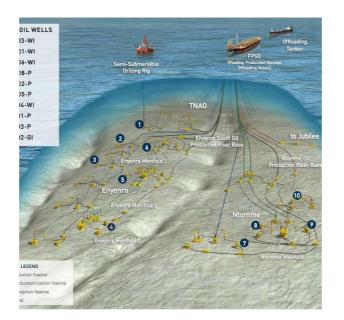


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- Jubilee Phase 1
- Jubilee Phase 1A
- AIM Riser Integrity Testing
- Brownfield



- TEN Project
- Riser Integrity Testing



• Eni ORF Project

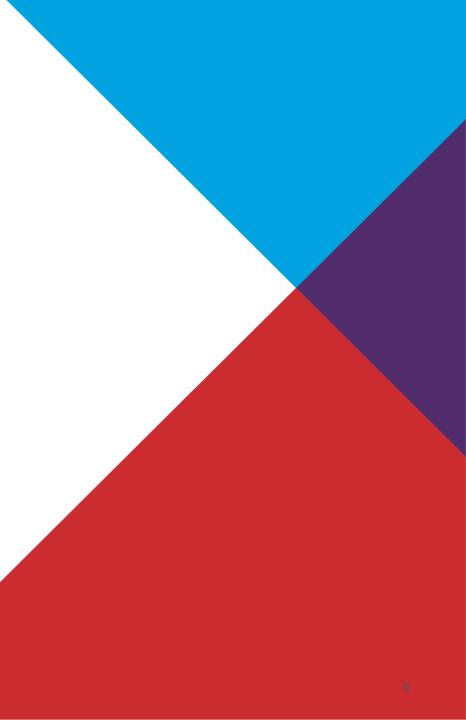


Contract and Procurement opportunities

Focus: Upstream Petroleum Industry



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TechnipFMC in Ghana

Procurement Potential Opportunities for 2018

- Construction Materials and Equipment
 Labour and Manpower
 Inspection Services
 Painting and Coating material
 Lighting
 Welding and NDT
 Offshore and Onshore support services

 Atterial Handling

 Construction, Installation
 MATERIAL & EQUIPMENT SUPPLY
- PIPES ,FITTING & FLANGES



- Lubricating Oil
- Grease
- Chemicals

• Mast

- Phones and accessories
- Software and Applications
- Infrastructure
- IT Services
- Computers, laptops and accessories

• Airlines, travel agents, hotels,

- Facility Management
- Stationery

• HDPF

• PVC

• UPC

• STEEL

- Beverages and food supplies
- PPE

LUBRICANTS AND CONSUMABLES

TELECOM & IT









Tendering Process

Getting It Right

- Prequalification document
- > the Tendering process
- > EPC Business

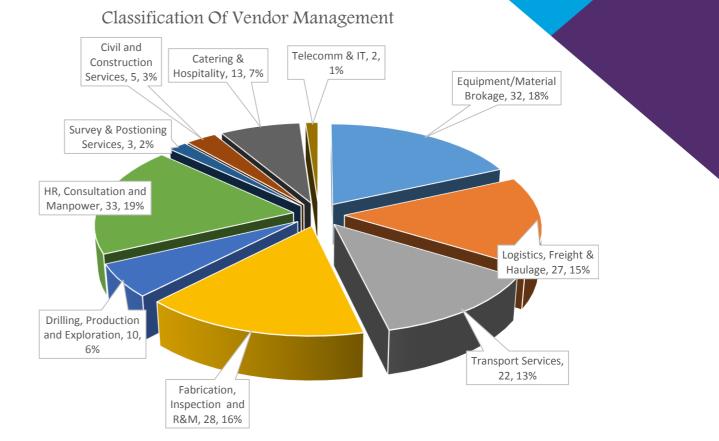
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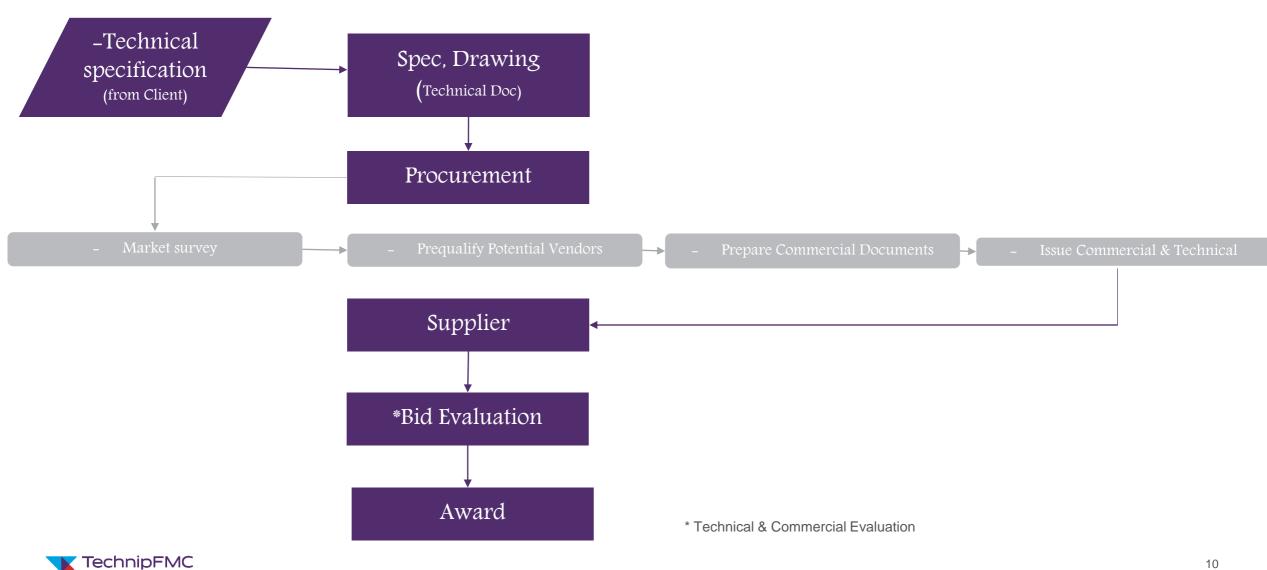
PREQUALIFICATION DOCUMENTS

- Confidentiality Undertaking
- Declaration Of Compliance
- Local Content Prequalification Questionnaire
- Subcontractors Compliance Questionnaire
- Vendor Prequalification Questionnaire



CONFIDENTIAL

The Tendering Process



EPC BUSINESS

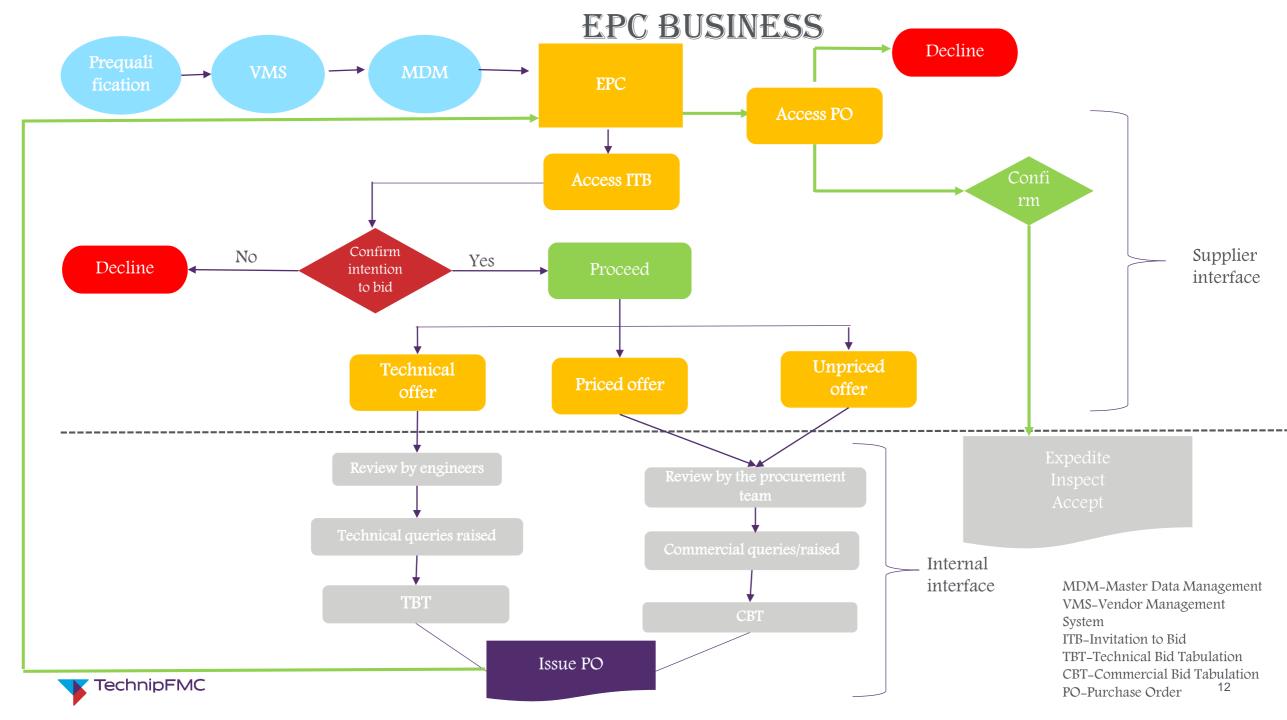
- ✤ What is it?
- ✤ How do I(supplier) benefit?
- ↔ What does it take to be on the platform?
- Is that an added advantage or probable assurance of winning the contract?
- ♦ What if I am not on the platform?

- TPGH currently has 116 vendors registered on this platform

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Page 3 of 27 plier User's Guide R4.doc (Confidential - Not to disclose without authorizatio





Challenges for Local Supplier

EPC Business Platform

- Supplier adaptation difficulties

• Supplier – OEM Communique

- Delay in Response to Technical Queries

Pricing

- Overpricing
- Technical Acceptability

