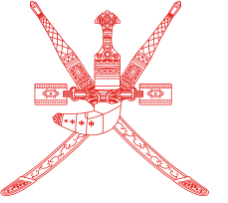




شركة تنمية نفط عُمان
Petroleum Development Oman

مدائن
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Ministry of Commerce, Industry & Investment Promotion



The Second Wave of The Industrial Opportunities



المنصة الإلكترونية مسار - eMassar



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IN OMAN



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Name of Product

Specifications (as given in the tender)

Product Applications (brief note)

URL link to supplier website/product

Low voltage motors

IEC / EN 60034

An electric motor is an electrical machine that converts electrical energy into mechanical energy that operate at voltages less than 1 000 V industrial Ex for explosive environment and non Ex motors

Siemens/Germany
ABB/Finland
Weg/Brazil



| Details | 2018 | 2019 | 2020 |
|--|--|-----------------------------|----------------------------|
| Quantity of Procured (Tons, Units, Liters, etc) | 5091 units the previous last 6 years demands (PDO) | | |
| Value of Procurement \$US | 5 Mil USD \$ | 5 Mil USD \$ | 5 Mil USD \$ |
| Major Suppliers / Source country | Germany/Finland/ Brazil | Germany/Finland/ /Brazil | Germany/Finland/ Brazil |



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Name of Product

Manufacturing of switchgear air and gas insulated

Specifications (as given in the tender)

IEC 62271

Product Applications (brief note)

Domestic and industrial electrical power distribution. To distribute electrical power from one or two sources to final loads like more feeders.

URL link to supplier website/product

Siemens/Germany
ABB/Sweden
Schneider



| Details | 2018 | 2019 | 2020 |
|--|------------------------------------|---------------------------|---------------------------|
| Quantity of Procured (Tons, Units, Liters, etc) | 66 units the previous last 6 years | | demands (PDO) |
| Value of Procurement \$US | 1.6 Mil USD \$ | 1.6 Mil USD \$ | 1.6 Mil USD \$ |
| Major Suppliers / Source country | Germany/Sweden /Schneider | Germany/Sweden /Schneider | Germany/Sweden /Schneider |



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Name of Product

Manufacturing of Gas Turbine (GT) air Intake Filters



Specifications (as given in the tender)

GT Filters PDO specification (dimensions, material of Construction, Filter Class, etc,,.)

- G1 to F9 classification as per EEN-779-2012 or ISO-16890
- E10 to U17 Classification as per EN1822 standard

Product Applications (brief note)

Air Filters, used to prevent ingress of dust particles of $> 0.4 \mu\text{m}$ into Gas Turbine and Generator. However, there are many other applications for filters starting from HVAC of Building up to industrial and medical applications.

URL link to supplier website/product

[Donaldson Co.](#)

| Details | 2018 | 2019 | 2020 |
|--|----------------|----------------|----------------|
| Quantity of Procured (Tons, Units, Liters, etc) | 50,000 filters | 50,000 filters | 50,000 filters |
| Value of Procurement \$US | 1 Mil USD \$ | 1 Mil USD \$ | 1 Mil USD \$ |
| Major Suppliers / Source country | USA/KSA/UAE | USA/KSA/UAE | USA/KSA/UAE |



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Name of Product

Raw materials for thermoplastic & thermoset pipes

Specifications (as given in the tender)

ISO-9080 and Company Spec

Product Applications (brief note)

This material is used in the production of pipes for corrosion protection in PDO flowlines , pipeline ang and piping applications

URL link to supplier website/product

Borouge (UAE)
Sabic (Saudi)
Lyondell Basell (Germany)



| Details | 2018 | 2019 | 2020 |
|--|--|---------------|---------------|
| Quantity of Procured (Tons, Units, Liters, etc) | More than 1300 Km of pipis are being installed in PDO every year | | |
| Value of Procurement \$US | 10 Mil USD \$ | 10 Mil USD \$ | 10 Mil USD \$ |
| Major Suppliers / Source country | Germany /KSA/UAE | | |



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Name of Product

Specifications (as given in the tender)

Product Applications (brief note)

URL link to supplier website/product

Manufacturing of measurement instruments (Temp, Level, pressure)

Signal transmission between field instruments and PAS/ DCS shall use one of the following technologies:

- Foundation™ Fieldbus.
- Analog 4 mA – 20 mA with HART Protocol.
- Wireless (Wireless HART or ISA 100.11a).
- Modbus

Measurement instruments comprise a number of functional elements and are used in a process to measure a physical quantity and phenomena. Measuring systems may also include devices for transmitting signals over great distances

Various

| Details | 2018 | 2019 | 2020 |
|--|---|--------------|--------------|
| Quantity of Procured (Tons, Units, Liters, etc) | 6,700 measurements instruments in last 10 years | | |
| Value of Procurement \$US | 5 Mil USD \$ | 5 Mil USD \$ | 5 Mil USD \$ |
| Major Suppliers / Source country | Germany /France/USA/BELGIUM | | |





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Name of Product

Specifications (as given in the tender)

Product Applications (brief note)

URL link to supplier website/product

Manufacturing of IPF Valves, Control Valves and Actuators



On/Off valves actuation part shall be in accordance with SP-2354 Actuated On/Off Valves specification. Valve body part shall be in accordance with SP-2342 specification for piping standard items. Valves for sour service applications shall comply with NACE MR-01-75 / ISO 15156 requirements

On-Off Valves: Used as a final element for safeguarding of off plot and on-plot process facilities.
Control Valves: Used to control process parameters in oil and gas industries for severe and general services.

Various

| Details | 2018 | 2019 | 2020 |
|--|-------------------------------------|--|------|
| Quantity of Procured (Tons, Units, Liters, etc) | 1,100 IPF Valves from the last 10 y | 1,400 Control Valves from last 5 years | |
| Value of Procurement \$US | 31 Mil USD | average from last 5 years | |
| Major Suppliers / Source country | India/UAE/Italy/Holland | | |



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Name of Product

Manufacturing of Perforation Explosives for Oil & Gas applications

Specifications (as given in the tender)

API RP67 (Oilfield Explosives Safety)

Product Applications (brief note)

Provide various spare parts required to maintain the rigs

URL link to supplier website/product

www.petrowiki.spe.org



| Details | 2017 | 2018 | 2019 | 2020 |
|--|-------------|-------------|-------------|-------------|
| Quantity of Procured (Tons, Units, Liters, etc) | 17,000 | 17,000 | 20,000 | 23,000 |
| Value of Procurement \$US | 12,000,000 | 12,000,000 | 16,000,000 | 18,000,000 |
| Major Suppliers / Source country | USA/Germany | USA/Germany | USA/Germany | USA/Germany |



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Name of Product

Specifications (as given in the tender)

Product Applications (brief note)

URL link to supplier website/product

Manufacturing of rig spares

Various

Provide various spare parts required to maintain the rigs

Various



| Details | 2017 | 2018 | 2019 | 2020 |
|--|----------------|----------------|----------------|-----------------|
| Quantity of Procured (Tons, Units, Liters, etc) | 30,000 -40,000 | 30,000 -40,000 | 35,000 -45,000 | 35,000 - 45,000 |
| Value of Procurement \$US | 800,000 – 1M | 800,000 – 1M | 1M – 1,2M | 1M – 1,2M |
| Major Suppliers / Source country | Various | Various | Various | Various |



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Name of Product

Specifications (as given in the tender)

Product Applications (brief note)

URL link to supplier website/product

Manufacturing of CCTV Camera pole

Altron 6m & 9m pole

For Weather Proof and Explosion proof outdoor Camera Installation

www.altron.co.uk



| Details | 2017 | 2018 | 2019 | 2020 | 2021 |
|--|------------|-----------|------------|------------|------------|
| Quantity of Procured (Tons, Units, Liters, etc) | 26 | 22 | 57 | 25 | 40 |
| Value of Procurement \$US | 13,864 OMR | 9,000 OMR | 18,000 OMR | 15,000 OMR | 24,000 OMR |
| Major Suppliers / Source country | UK | UK | UK | UK | UK |



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Name of Product

Project
Chemical
Blend :
Demulsifier



Specifications (as given in the tender)

Key components of production formulations which enable the quick separation of produced water from oil. Requires alignment with OQ downstream on opportunities to supply raw material required.

Product Applications (brief note)

Crude oil dehydration.
Separating Oil from Water and breaking interface emulsion bands

URL link to supplier website/product

www.clariant.com

| Details | 2017 | 2018 | 2019 | 2020 | 2021 |
|--|-----------|------|-----------|-----------|-----------|
| Quantity of Procured (Tons, Units, Liters, etc) | 3.4M KG | | 3.4M KG | 3.7M KG | 3.5M KG |
| Value of Procurement \$US | 8.3M | | 8.3M | 8.0M | 8.3M |
| Major Suppliers / Source country | India/UAE | | India/UAE | India/UAE | India/UAE |



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Name of Product

Specifications (as given in the tender)

Product Applications (brief note)

URL link to supplier website/product

Project
Chemical
Blend : Glycol

(Triethylene,
Diethylene,
Monoethylene)

Specification:
- **Triethylene glycol $\geq 98\%$, for synthesis**
- Name of substances: 2,2'-(ethylenedioxy)diethanol
- Registration numer (REACH): 01-2119438366-35-XXXX
- EC number: 203-953-2
- CAS number: 112-27-6
- Molecular formula: C6H14O4
- Molar mass: 150.2 g/mol

Hydrocarbon gas dehydration.
Removing moisture and water droplet from produced gas.

www.sabic.com



| Details | 2018 | 2019 | 2020 | 2021 |
|--|----------|----------|----------|---------|
| Quantity of Procured (Tons, Units, Liters, etc) | 0.96M Kg | 1.0M Kg | 1.12M Kg | 1.1M Kg |
| Value of Procurement \$US | 7.13M \$ | 7.89M \$ | 5.6M \$ | 3.4M \$ |
| Major Suppliers / Source country | KSA | KSA | KSA | KSA |



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Name of Product

Specifications (as given in the tender)

Product Applications (brief note)

URL link to supplier website/product

Project Chemical Blend : Enzyme

Buffered enzyme preparation

Well bore cleaning during drilling used both for improving the characteristics of a range of biopolymers employed in the industry and as breakers for biopolymer gels.

www.biyaq.com



| Details | 2018 | 2019 | 2020 | 2021 |
|--|-----------|-----------|-----------|-----------|
| Quantity of Procured (Tons, Units, Liters, etc) | 347,368 | 295,360 | 250,024 | 333,640 |
| Value of Procurement \$US | 2,869,336 | 2,539,556 | 2,227,246 | 3,064,810 |
| Major Suppliers / Source country | USA | USA | USA | USA |



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Name of Product

Project Chemical
Bliend:Shale
inhibitor Poly
amine)

Specifications (as given in the tender)

| Items | Specifications |
|---|-----------------------------|
| Appearance | Light yellow viscous liquid |
| pH (2% water soluble solution) | 8.0-12.0 |
| Freezing point, °C | ≤-45.0 |
| Fluorescence grade | ≤5.0 |
| The increased ratio of the third time shale recovery, % | ≥90.0 |
| Note: The ratio of first time shale cuttings recovery in distilled water shall be 20 - 40%. | |



Product Applications (brief note)

AP-1 is a new type of shale inhibitor used in high-performance water based drilling fluid, which is a poly-amine-modified polyether polyols shale inhibitor.

URL link to supplier website/product

www.gumprodf.com

Gumpro Drilling Fluids Pvt

| Details | 2018 | 2019 | 2020 | 2021 |
|--|-----------|-----------|-----------|-----------|
| Quantity of Procured (Tons, Units, Liters, etc) | 1,574,552 | 1,820,832 | 1,775,080 | 1,962,280 |
| Value of Procurement \$US | 3,180,821 | 3,678,343 | 3,585,918 | 3,964,089 |
| Major Suppliers / Source country | India | India | India | India |



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Name of Product

Manufacturing of electrical towers



Specifications (as given in the tender)

The opportunity here is to manufacture electrical towers in Oman to satisfy PDO demands across its concession. Outgoing recurring expenditure ~ OMR 3,000,000 / yr. and potential local ICV recurring expenditure is ~ OMR 2,850,000 / yr and the capital expenditure booked in PDO is ~ OMR 950,000. There is huge potential for ICV here, ICV expenditure as 95% of total expenditure and the remaining 5% is the cost of nuts and bolts which plan to manufacture locally in the mid-term plan.

Product Applications (brief note)

PDO electricity and power generation.

URL link to supplier website/product

www.pteoman.com

| Details | 2018 | 2019 | 2020 |
|--|------|------|------|
| Quantity of Procured (Tons, Units, Liters, etc) | | | |
| Value of Procurement \$US | | | |
| Major Suppliers / Source country | | | |



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Name of Product

Specifications (as given in the tender)

Product Applications (brief note)

URL link to supplier website/product

Manufacturing of RO Membrane

- Sea Water RO Membrane Element 4*40
- Brackish Water Industry RO membrane 4*40
- Sea Water RO membrane 8*40
- Brackish Water Industry RO membrane Element 8*40

Hyper-filtration Reverse Osmosis popularly known as Reverse Osmosis (RO) separates salts and small molecules from low molecular weight solutes (typically less than 100 daltons) at relatively high pressures using membranes with Nominal Molecular Weight Limit (NMWL) of 1 kDa or lower.

www.jozzonwater.com

www.whlongsheng.com



| Details | 2017 | 2018 | 2019 | 2020 |
|--|------------|------------|------------|------|
| Quantity of Procured (Tons, Units, Liters, etc) | 3,163,574 | 3,816,815 | 2,992,998 | |
| Value of Procurement \$US | 21,240,466 | 17,000,893 | 19,108,172 | |
| Major Suppliers / Source country | UAE | UAE | UAE | |



Name of Product

Specifications (as given in the tender)

Product Applications (brief note)

URL link to supplier website/product

Smart Meter (AMR) Electricity

As per OES standards, NG and DCRP Approvals.

The main reason of installing a AMR is to reduce the losses and send accurate reading/ bills to the customers.

www.powereconomy.net



| Details | 2017 | 2018 | 2019 | 2020 |
|--|------|----------------------|------|------|
| Quantity of Procured (Tons, Units, Liters, etc) | | | | |
| Value of Procurement \$US | | AL Hassan Electrical | | |
| Major Suppliers / Source country | | Bin Salim NEC | | |

Name of Product

5 MVAR
Capacitor Banks
in primary
substation

Specifications (as given in the tender)

As per OES standards and DCRP Approvals.

Product Applications (brief note)

The main reason of installing a capacitor bank is to reduce losses, thereby we can save electricity. Therefore, the fact that capacitor banks are designed for long-term use should be considered.

URL link to supplier website/product

www.powereconomy.net



| Details | 2017 | 2018 | 2019 | 2020 |
|--|---|------|----------|---------|
| Quantity of Procured (Tons, Units, Liters, etc) | 60 | | 100 | 63 |
| Value of Procurement \$US | 638K OMR | | 705K OMR | 56K OMR |
| Major Suppliers / Source country | AL MURAD INTERNATIONAL CO POWER ECONOMY OMAN | | | |

Name of Product

20 MVAR
Capacitor Banks
in primary
substation



Specifications (as given in the tender)

As per OES standards and DCRP Approvals.

Product Applications (brief note)

The main reason of installing a capacitor bank is to reduce power losses. Therefore, the fact that capacitor banks are designed for long-term use should be considered.

URL link to supplier website/product

-

| Details | 2018 | 2019 | 2020 |
|--|--|------|------|
| Quantity of Procured (Tons, Units, Liters, etc) | Data not available due to procurements through major tender scope (Supply, installation & other civil works) | | |
| Value of Procurement \$US | | | |
| Major Suppliers / Source country | | | |

Name of Product

11KV Ring Main Unit:
A) Oil Type
B) SF6 Type

Specifications (as given in the tender)

As per OES standards and DCRP Approvals.

Product Applications (brief note)

The RMU shall be designed to operate at the rated voltage of 11 kV. It shall consist of two (2) numbers of 630 Amp SF6/ Oil insulated Isolators (incomers) and two (2) number of 400 Amp SF6/ Oil insulated Circuit Breakers for load. It is used as a switching point in order to ensure continuous power for healthy customers during faulty at some points.

URL link to supplier website/product

Bahwan Engineering
Bin Salim
AL murad International
AL zubair Electric
Nasser & Saif



| Details | 2017 | 2018 | 2019 | 2020 |
|--|---------|----------|----------|---------|
| Quantity of Procured (Tons, Units, Liters, etc) | 63 | 175 | 69 | 16 |
| Value of Procurement \$US | 74K OMR | 434K OMR | 114K OMR | 27k OMR |
| Major Suppliers / Source country | | | | |

Name of Product

33 & 11 KV Air Breaker Switch

Specifications (as given in the tender)

As per OES standards and DCRP Approvals.

Product Applications (brief note)

The air break switches install in outdoor and mainly use for isolation in case of faulty at some location and not to disturb other areas.

URL link to supplier website/product

AL HASSAN ELECTRICALS CO.LLC
BAHWAN ENGINEERING CO LLC



| Details | 2017 | 2018 | 2019 | 2020 |
|--|---------|---------|---------|---------|
| Quantity of Procured (Tons, Units, Liters, etc) | 79 | 30 | 37 | 26 |
| Value of Procurement \$US | 58K OMR | 28K OMR | 33K OMR | 23K OMR |
| Major Suppliers / Source country | | | | |



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Name of Product

Manufacturing of Carton Packaging

Specifications (as given in the tender)

Manufacturing and supply of various carton boxes

Product Applications (brief note)

For long-life milk, Laban and yogurt.

URL link to supplier website/product

Suppliers from Oman, UAE, and KSA



| Details | 2018 | 2019 | 2020 | 2021 |
|--|------|-----------------|------------|------------|
| Quantity of Procured (Tons, Units, Liters, etc) | | 780,000 | 43,098,101 | 53,437,600 |
| Value of Procurement \$US | | 41,912 | 1,036,596 | 1,206,737 |
| Major Suppliers / Source country | | Oman, UAE & KSA | | |



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Name of Product

Manufacturing of Cheese Packaging

Specifications (as given in the tender)

Manufacturing of cheese jar metal twist cap.

Product Applications (brief note)

To be used of glass jars. Metal twist cap, open and close.

URL link to supplier website/product

Suppliers from KSA and Italy



| Details | 2018 | 2019 | 2020 | 2021 |
|--|------|------|-------------|------------|
| Quantity of Procured (Tons, Units, Liters, etc) | | | 595,000 | 17,480,000 |
| Value of Procurement \$US | | | 7,517 | 279,736 |
| Major Suppliers / Source country | | | Italy & KSA | |