



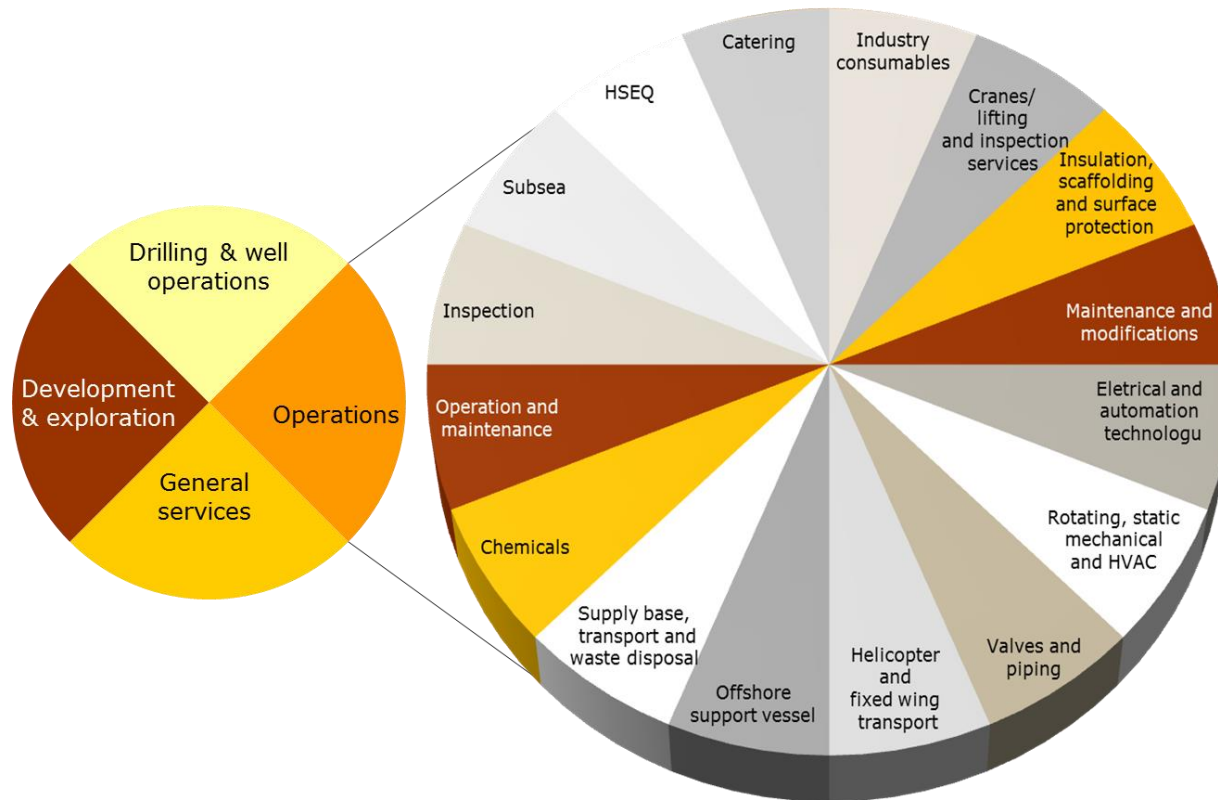
Kontrakter i Driftsfase

Øyvind Naustvik, District Operation Hammerfest
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www.eninorge.com

Major categories of materials and services for Operations

- A contract strategy was developed for 16 categories of materials and services as illustrated in the chart below.

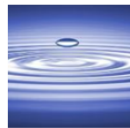


Noen viktige elementer som ble tatt i betraktning under kategori utviklingen



Utføre selv eller kjøpe

- Kjerneaktiviteter skal håndteres av ENI Norge
- Ekstern bistand vil utgjøre en vesentlig del av drifts-kostnadene



Lokale avtaler

- ENI Norges ambisjon er å maksimere lokalt innhold i kontraktene
- Lokal industri-koordinator er et viktig ledd i dette arbeidet



Rammeavtaler

- Inngås på kjøpsområder med høy verdi og kritikalitet
- Eksempler; V&M, O&M, ISO, osv



Bundling

- Benyttes for å sikre tilgjengelighet på materiell og utstyr som ikke dekkes av større rammeavtaler
- Administrasjon av disse kjøpene dekkes av en eller flere entrepriser



Single source

- Avtaler om teknisk service på kritisk utstyr og komponenter
- Avtaler med opprinnelig leverandør som dekker garanti-perioden



Globale avtaler

norge

- For utvalgte områder vil ENI's globale avtaler bli vurdert
- Eksempler kan være kompressorer, turbiner o.l.

Contracts awarded

Service contracts

- Sea Water Lift Pump and Centrifugal Pumps
- Mechanical Seals
- Positive Displacement pump
- Screw pumps (seawater lift, cargo etc)
- ISO
- Operation and maintenance support
- Maintenance and Modification
- Oil spill and co training operation and emergency towing course
- Weather Forecast
- Loose Fireman`s Equipment
- Personnel Protection Equipment
- Emission Factor for Flaring on Goliat
- Gas measuring equipment
- Deck Crane Service Contract
- Cranes/lifting & Inspection Services
- Inspection Services
- Valves & Piping
- Pipeline Process Services
- Catering Services
- Medical equipment
- Co-training first aid team simulator training
- Crane simulator training

Contracts to be awarded

Service contracts

- Analysis and Environmental Service
- Occupational Health incl. Duty Doctor in Hammerfest incl. Pharmacy
- Laboratory services
- Waste Management
- Evacuation Chutes incl. life saving appliances
- Personnel Protection Equipment
- Overhaul & Repair of Electrical Motor, Heaters and Generators
- Free fall Lifeboat
- Consumption Gas Delivery Contract

Contracts to be awarded

Service contracts

- Fresh Water Generator
- Watertight Sliding Doors
- Direct Electrical Heating
- Hose Management
- Industrial Consumables
- Services for Lube Oil, Grease, Hydraulic oil and Marine Oil.

Local ripple effect

- Some examples of ripple effect from local establishment and staffing that has directly resulted in local personnel and services from the following Companies:
 - Norisol
 - Nordkapp Maritime Fagskole
 - OssNor
 - Apply Sørco (HIS)
 - ESS
 - Atea
 - Nokas
 - Hammerfest Energi

In addition to the Operational Contracts several supporting Contracts are established:

- Polarbase
- Logistic
- Drilling
- Helicopter
- BAR Eiendom,

Thank you

