

INVESTMENT OPPORTUNITY:

# Well Cementing Services for Offshore Operations



# Executive Summary

Tawteen's Subsurface Cluster covers the equipment and services required for onshore and offshore drilling, completion, steady state production and water injection operations. This Tawteen e-Brochure presents the opportunity for Investors to establish a local business in providing Cementing services in Qatar to support local oil and gas drilling activities.

Cementing is a critical activity in drilling and completion of oil and gas wells as it represents the principal barrier between a formation and the surface, thus ensuring the integrity of the well from the design stage and throughout its life cycle. This opportunity aims to localize supply of services and equipment to perform cementing and pumping services for offshore operations.

Tawteen's participating oil and gas operators estimate ~ QAR 40 M per annum to be spent on Cementing and associated services in the coming 5 years.

To support the investment in this opportunity, the Contracting Entity (QatarEnergy) will issue a Tender to the participating investors where QAR 8 –11 million/annum will be committed for 5 years as per QatarEnergy award strategy.

In addition, Tawteen will provide various incentives in infrastructure and supplier development as will be further outlined in the opportunity investor pack.

# Detailed opportunity description

## Well Cementing Services for Offshore Operations



Cementing services

- Cementing services is the process of mixing a slurry of cement and water and pumping it down through casing to critical points in the annulus around the casing or in the open hole below the casing string. It is used to hold casing in place and to prevent fluid migration between subsurface formations.
- The aspiration is to establish/develop local companies to provide Cementing services for offshore operations. Localization to include:
  - locally-owned, certified and tested Cementing pump units complete with all associated tools for offshore operations
  - base facilities for equipment maintenance, testing, and re-certification
  - local competent workforce to perform site services and supporting services

### Opportunity strategic fit

- Create new local capability for offshore well cementing to reduce dependency on international companies
- Develop Local companies under “Anchor\*- led” strategy for this critical service

### Localization opportunity

#### Scope



- In scope
- Out of scope

### Supporting Commitment:

- Total commitment: QAR 8 - 11 million / annum for 5 years

Contracting Entity:



\* Anchor: A major international company that specializes in providing services to the energy sector.

# Tender & Investor Pack Collection

Interested investors can collect the Tender and Tawteen Investor Pack from QatarEnergy through the following steps:

- If you are a **registered vendor** in QatarEnergy then please download the Tender and Tawteen Investor Pack once released on **19/02/2023** through QatarEnergy website:
  - <https://www.qatarenergy.qa/en/SupplyManagement/Tenders/Pages/default.aspx>
- If you are **not a registered vendor** in QatarEnergy then please follow the vendor registration process as soon as you collect your e-brochure to become eligible to participate once the Tender and Tawteen Investor Pack is released on **19/02/2023** through QatarEnergy website:
  - <https://www.vereg.qp.qa/ereg/Welcome.do>
- If you are an interested **entrepreneur** that does not have an established company, please establish a company as soon as possible to have a commercial registration, computer card, and bank account. To be able to follow the vendor registration process as soon as you collect your e-brochure to become eligible to participate once the Tender and Tawteen Investor Pack is released on **19/02/2023** through QatarEnergy website:
  - <https://www.vereg.qp.qa/ereg/Welcome.do>

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