



Application Process Stage 2 Digital Cluster Briefing Session

Briefing agenda

1

Tawteen Allocation Process

2

Overview of Investor Pack

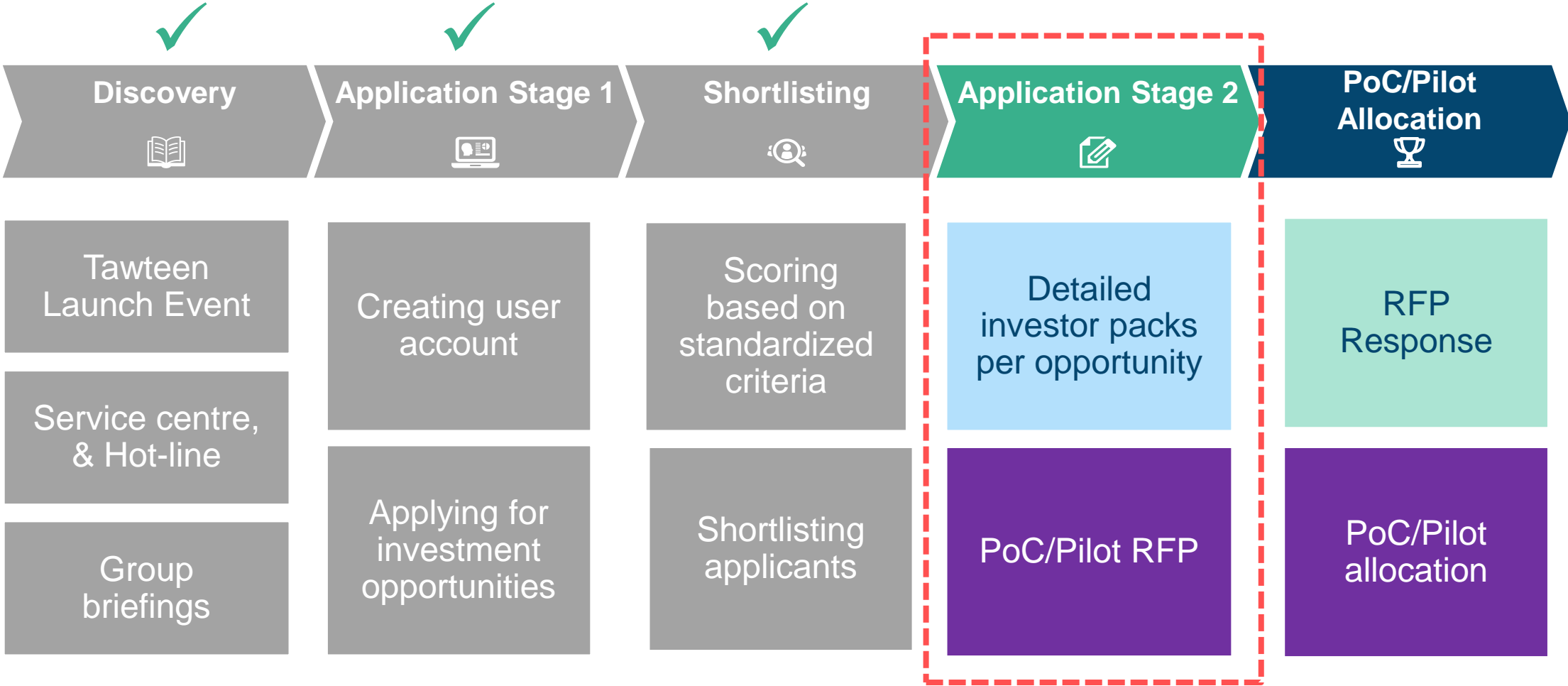
3

Overview of PoC¹/Pilot process

4

Next Steps

Opportunity allocation process – Application stage 2

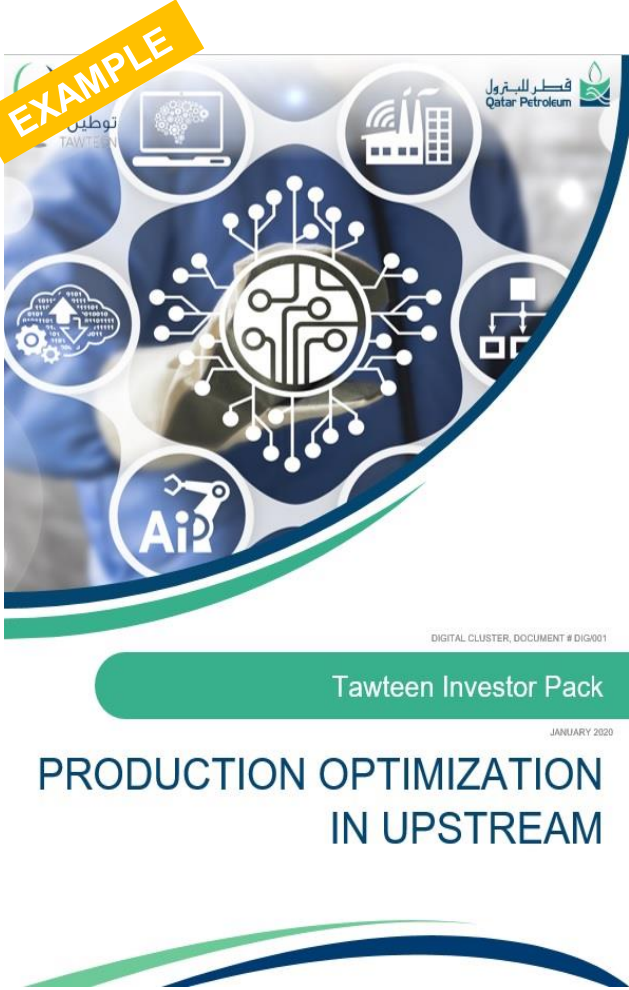


✓ Stage Completed
 Current stage
 To be completed by investors/applicants
 By Contracting Entity

We launched 10 Digital Investor Packs on 30th Jan 2020

CLUSTER	OPPORTUNITIES
<p>Digital with PoC/Pilot (10)</p>	<ol style="list-style-type: none">1. Production optimization2. Drilling analytics3. Virtual reality for training4. Inventory optimization5. Procurement category analytics6. Analytics for downstream optimization7. Predictive Maintenance (2 separate pilots)8. 3D Printing9. Cybersecurity awareness10. People Analytics and Organizational Health
<p>Digital with spend commitment (1)</p>	<ol style="list-style-type: none">1. Drones for technical inspection (expected launch in Mar 2020) <p><i>This opportunity will follow a process similar to the non-digital clusters i.e. there will be no PoC/Pilot phase but will have a spend commitment directly</i></p>

Contents within a Digital Investor Pack



1

Opportunity overview

- Description of digital opportunity, prioritized use case, potential future demand and long term localization aspirations

2

Scope of opportunity

- Summary of PoC/Pilot scope for prioritized digital use case

3

Evaluation

- Overview of the allocation process for digital PoC/Pilot opportunities, and Guidelines for future localization requirements (if PoC/Pilot successful)

4

Incentives

- List of incentives provided by Tawteen & Partners

5

Appendix

- Regulatory requirements and Instructions to investors

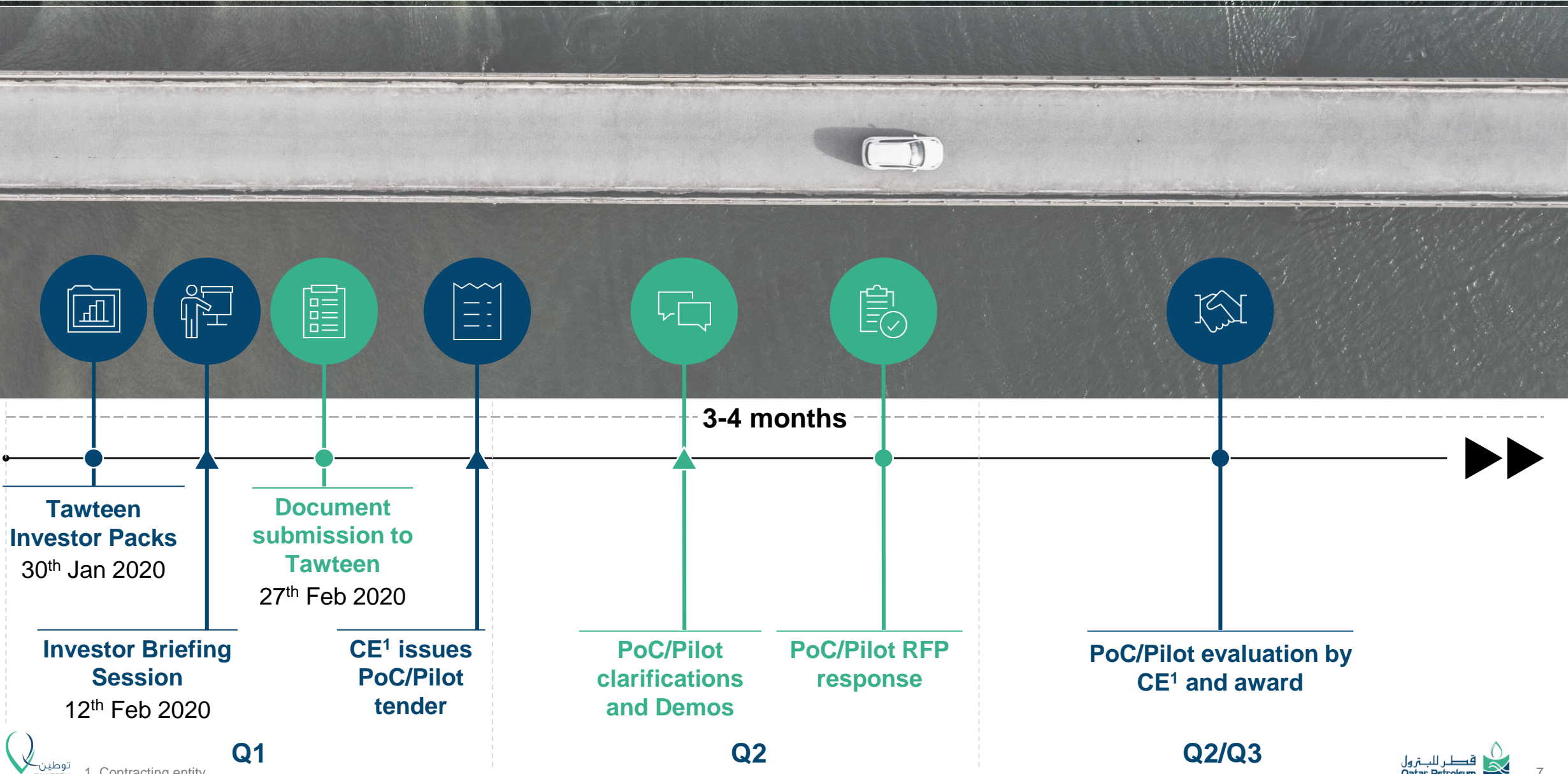
* Supporting contracts are provided where applicable

Overview of contents in upcoming RFPs for Digital PoC/Pilot

Business challenges		<ul style="list-style-type: none"> ▪ Business users' main objectives and pain points to be addressed
Business Needs	Solution requirements	<ul style="list-style-type: none"> ▪ Structure of the business need based on previous learnings & existing solution landscape
	Functionalities	<ul style="list-style-type: none"> ▪ Prioritization of main functionalities to include in the PoC/Pilot
	Pilot Approach	<ul style="list-style-type: none"> ▪ PoC/Pilot approach and timeline ▪ Main stakeholders part of implementation ▪ Details of PoC/Pilot governance model
	Pilot selection	<ul style="list-style-type: none"> ▪ Identification of ideal subset of equipment, wells, etc. for PoC/Pilot
Technology	Data sources	<ul style="list-style-type: none"> ▪ Definition of data available / to be processed and policies
	IT Architecture	<ul style="list-style-type: none"> ▪ Review of existing and to-be IT landscape for PoC/Pilot to scale
Success Criteria		<ul style="list-style-type: none"> ▪ Definition of what success means from a business and IT perspectives
Technical evaluation criteria		<ul style="list-style-type: none"> ▪ List of technical criteria to assess investors' RFP responses

Timeline and process up to PoC/Pilot allocation

- To be completed by Tawteen
- To be completed by Investor



TAWTEEN REQUIREMENTS

Investor must physically submit the following in a sealed envelope (by 27th Feb 2020):

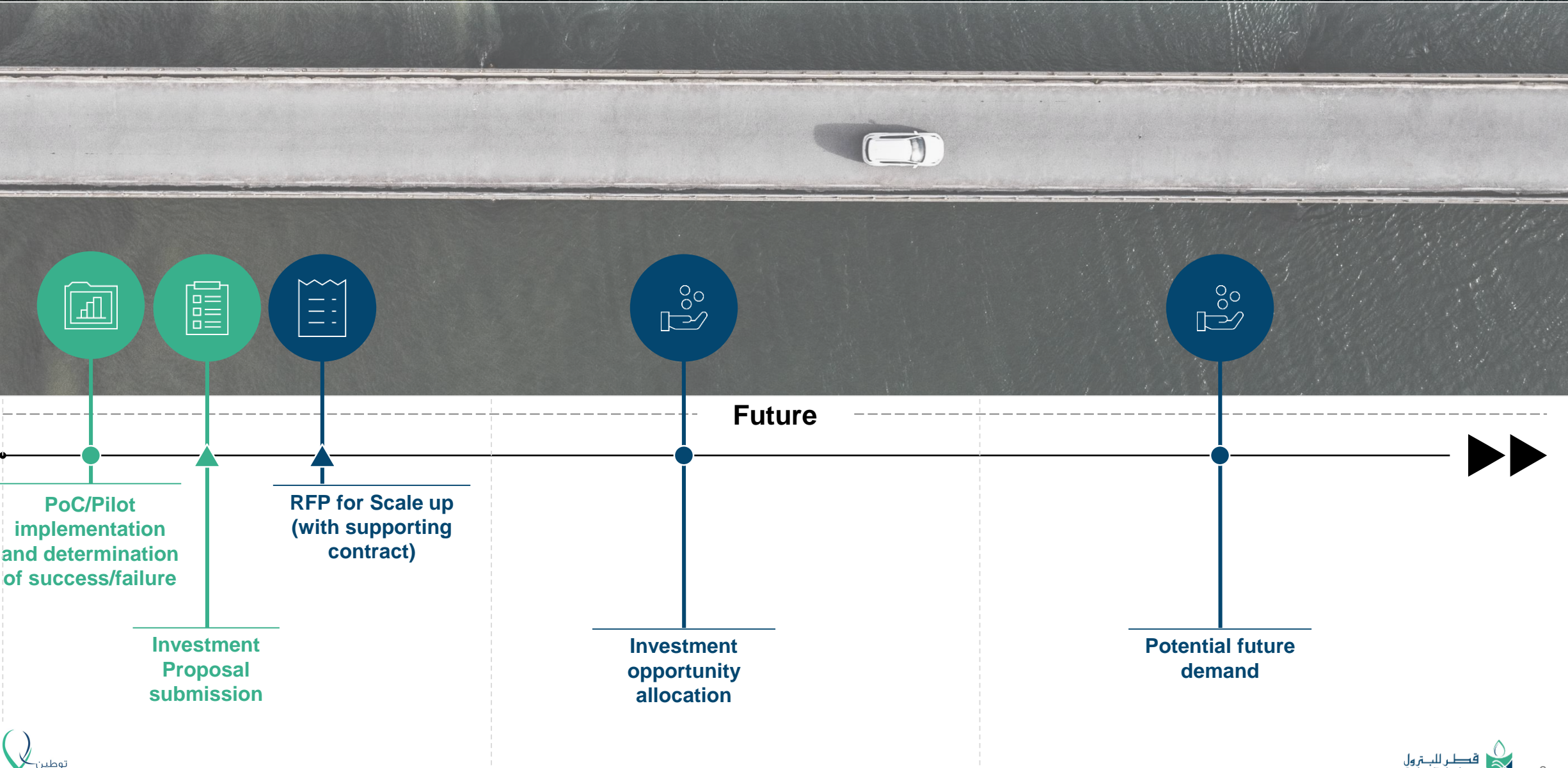
- One (1) secure and non-alterable, non-encrypted, human eye readable electronic copy of the following documents on compact disc (*CD/DVD*):
 - Declaration of Regulatory Compliance
 - Declaration of Localization Considerations
 - Signed Letter of Undertaking
- Original Power of Attorney (*hard copy*)
- Original signed Letter of Undertaking (*hard copy*)

CONTRACTING ENTITY REQUIREMENTS

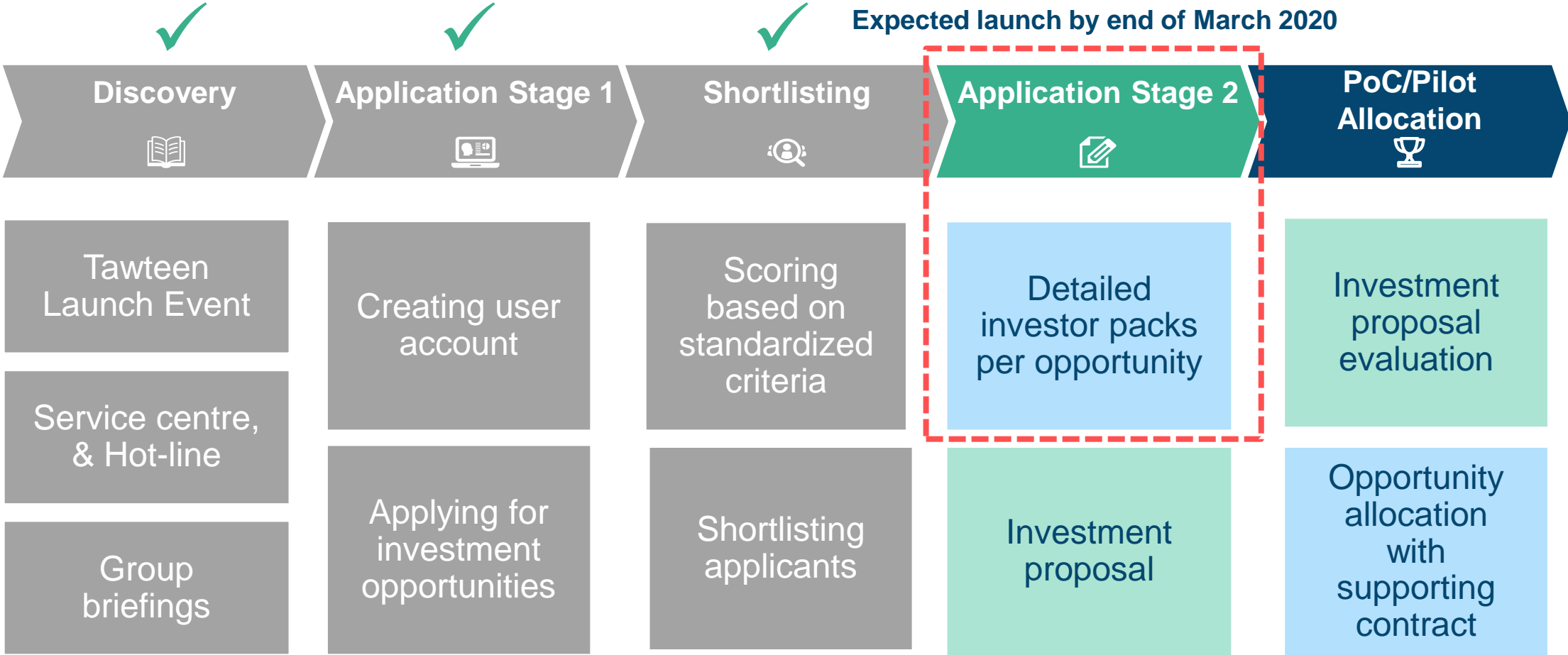
Submission requirements to be stipulated in the PoC/Pilot RFP from the respective contracting entity

Process post successful PoC/Pilot

- To be completed by Tawteen
- To be completed by Investor



Drones opportunity will follow the normal Tawteen allocation process



✓ Stage Completed
 Current stage
 To be completed by investors/applicants
 By Tawteen and CE