



Association of Petroleum Industry  
Engineering & Construction Companies



# Perspective of EPC Petroleum companies

Forum ACP - APEC / 24 JUNE 2017

RUEIL MALMAISON



Association of Petroleum Industry  
Engineering & Construction Companies



# Perspective of Iranian/French Petroleum EPC

Working together in Iranian market

Forum ACP - APEC / 24 JUNE 2017

RUEIL MALMAISON



## Perspective of EPC Petroleum companies

- 09h30- Welcome in Rueil Malmaison Oil & Gas Hub (B Gros Mayor 2<sup>nd</sup>)
- 09h30- **APEC/ACP Cooperation milestones (JL Gaillard)**
- 09h45- Iranian expectation (Dr Taheri APEC, MM Rahamni & Farahani)
- 10h15- New environment for the Iranian Strategy (F Perrin)
- 10h30- Perspective & challenge after Iranian election (M Makinsky)
- 11h00- Partnership Business Model (R Azmoudeh, G Miezsack, ED Safier)
- 11h10- Projects under preparation : Gas flaring, CCS, EOR (D Legros),
- 11h20- id Training in HSE (M Benhood),
- 11h30- id Training operation/maintenance technician (B Gros)
- 11h40- id ASPIRE to facilitate the specialist short term assignment (JL Rick)



## Perspective of EPC Petroleum companies

### -APEC/ACP Cooperation milestones

Since our last forum 21<sup>st</sup> January 2017, ACP has taken (during the 1st sem 2017) many initiatives such as :

- Conference in Tehran Petroleum 2017 on “Perspective of Partnership with Iranian Oil Industry”
- MOU with APEC (Association of Petroleum Industry Engineering & Construction Companies),
- Business trips to Iran
- Working sessions in France (reported to APEC).



# PETROLEUM CONFERENCE

I R A N - 2 0 1 7

Iran Petroleum Industry Midstream & Downstream

## Perspective of Partnership with Iranian Oil Industry

By: Mr. Jean-Louis GAILLARD  
ACP President





## Association of the French Consultants in Petroleum

Association of 70 Principal Engineers Consultants & 10 Partners Members (SME)

-Assisting the NOC/IOC's in

Oil/Gas fields development // Technology transfer // Owner assistance

-Assisting the service companies in

Reinforcing their teams // Audit, Method and Organisation // QHSE Training





Geosciences – Drilling - Production



HSE – Quality



Strategy – Evaluation –  
Management – Finances



Training - Maintenance

Pipelines – Refinery – Petrochemical





**EOSYS**



**CORIALIS Engineers**  
CONSEIL & ASSISTANCE TECHNIQUE

Geosciences – Drilling - Production



HSE – Quality



Strategy – Evaluation –  
Management – Finances



Pipelines – Refinery – Petrochemical

Training - Maintenance





## 2 main IOC : Total & GDF/Engie



**Service companies** 65.000 employees 41 B€/year,  
2<sup>nd</sup> rank in export (same than UK & Norway)  
**Schlumberger, Halliburton, CGG, Technip, IFP...**



In year 40 : ambitious national petroleum policy with 3 main operators  
(in France & colonies); Innovative & competitive service companies.

In year 50 : intensification in Africa (including Sahara), Technip

In year 60 : offshore exploration/production (West Africa, North Sea)

In year 90 : ultra deep offshore technologies





## Service companies in France





ASPIRE (Assistance of Specialist in Petroleum industry who have been Impacted by the Reduction of Employment) to overcome the effects of the current petroleum crisis :



Securing the petroleum service companies expertise, offering the redundant specialist, temporary highly qualified abroad missions.





Geosciences – Drilling - Production



HSE – Quality



Strategy – Evaluation –  
Management – Finances

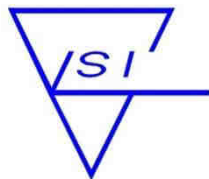


Training - Maintenance

Pipelines – Refinery – Petrochemical



# ACP Project Group



# ACP Project : gas flaring

**G E C**  
 management

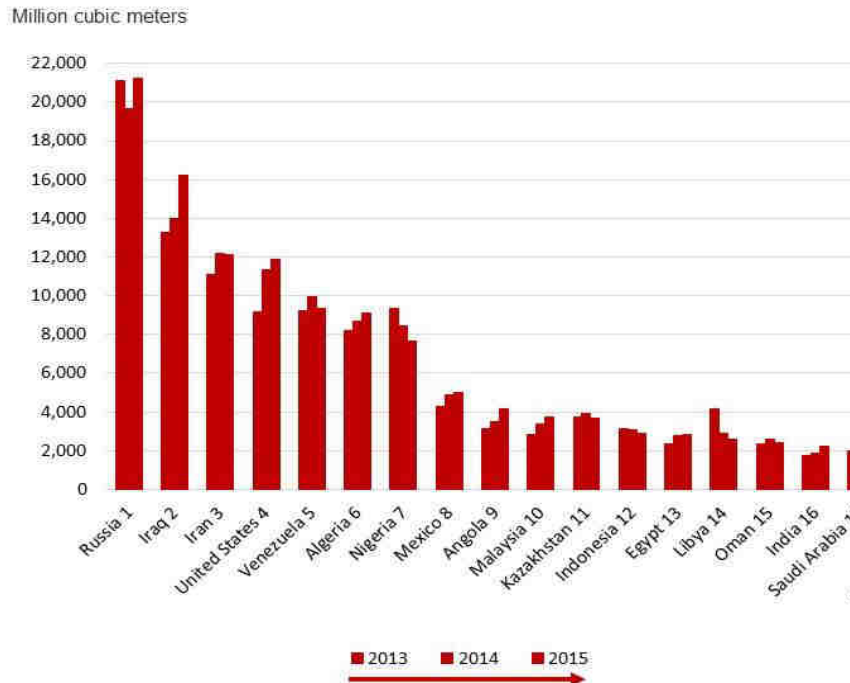
**ARCLÈS**  
 Conseil de direction

**CORIALIS Engineers**  
 CONSEIL & ASSISTANCE TECHNIQUE

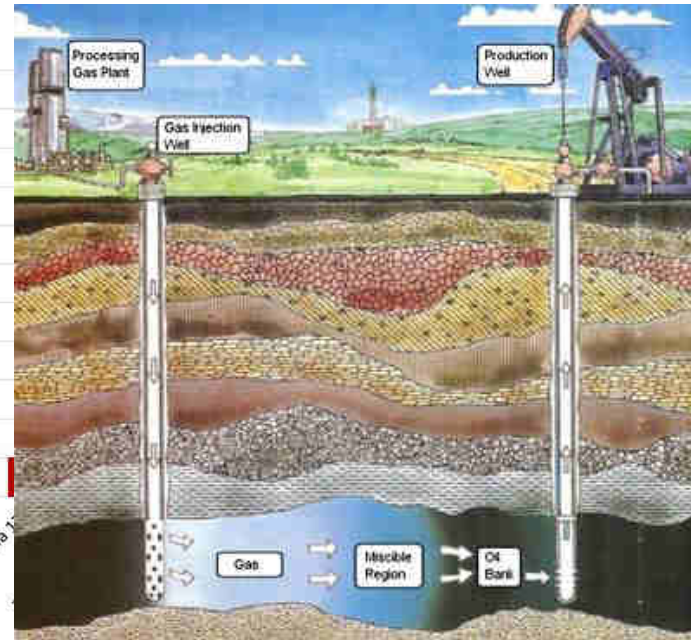
**EOSYS**

**AETS**

The *new* ranking – top 30 flaring countries (2013-15)



Source: NOAA/GGFR



Adhesion World bank projects  
 Global Gas Flaring Reduction  
 Zero Routine Flaring 2030

Feasibility study  
 Owner assistance on  
 Gas conversion and  
 exportation

# ACP Project : gas pipeline leak

G E C  
management

✓ **technipipe**  
pipeline technologies

**ARCLÈS**  
Centre de direction



Tacis inspection for Central asia pipeline :  
On 700 kms sample : 33 leaking points ie 9.400 Km<sup>3</sup>, at 150\$/Km<sup>3</sup>  
extrapolation in Iran 30.000 km 60 M\$/year  
Clean Development Mechanism equival CO<sub>2</sub> =21x9 Kt, at 10\$/t 2M\$  
Extrapolation in Iran 85M\$/year

Risk Based Inspection, maintenance, cathodic protection, coating ....

Country	Pilot Length Km	Diameter mm	Number of Leaks	Measured Volume 000 M <sup>3</sup> /year	Value \$/year	Value \$/km/year
Kazak.	230	700/1,020	9	3,173	475,950	2,070
Uzbek.	114	700	17	1,428	214,200	1,880
Turkmen.	130	1,220	3	4,227	634,050	4,880
Kyrgyz.	230	700/1,020	4	538	80,700	350
	<b>704</b>	-	<b>33</b>	<b>9,366</b>	<b>1,404,900</b>	<b>\$ 2,000</b>

**Extrapolation (27,000 km): per year = 73 M \$ (value CH<sub>4</sub> : 150 \$ /1000m<sup>3</sup>)**

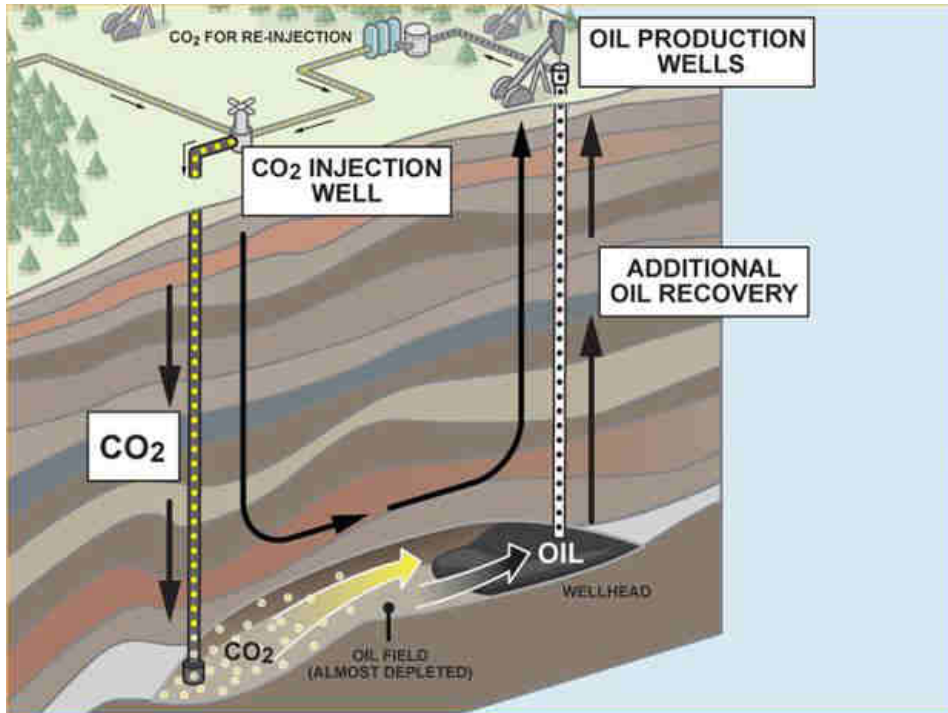
# ACP Project : CO2 injection

G E C  
management

ARCLÈS  
Consulting & Engineering

CORIALIS Engineers  
CONSEIL & ASSISTANCE TECHNIQUE

EOSYS



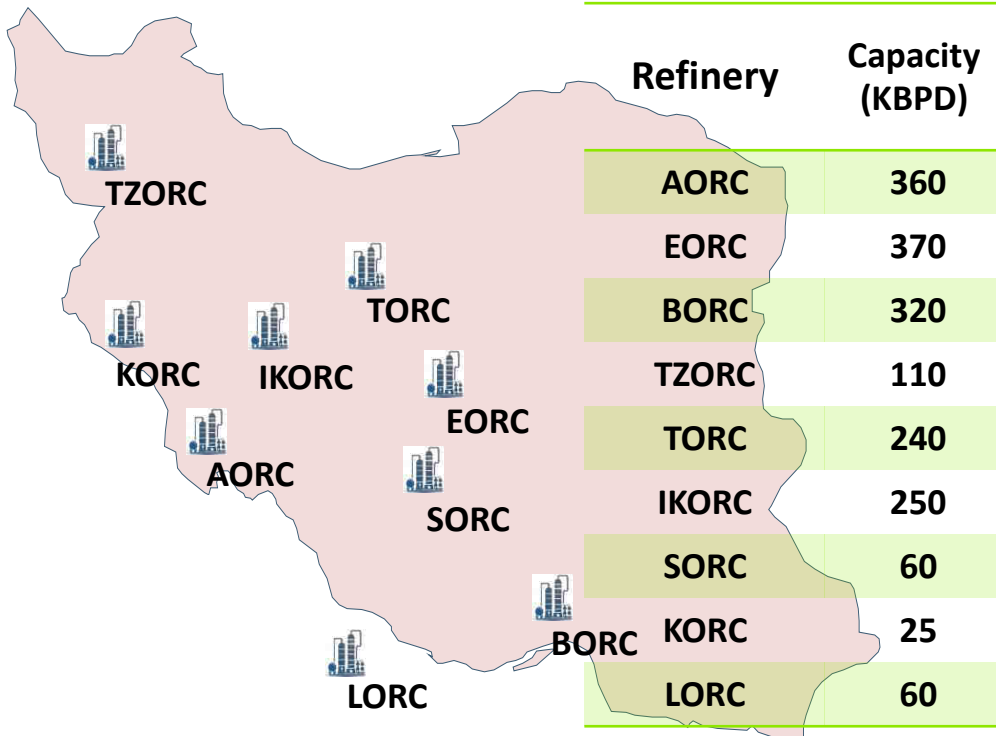
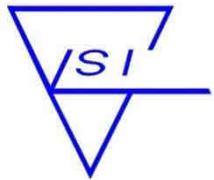
Evolving regulations for emission of greenhouse gases  
new opportunities and challenges to oil and gas companies.

which assets could offer greenhouse gas storage opportunities  
and which assets have a risk of becoming obsolete

When CO2 is injected for pressure maintenance purposes  
in order to boost oil production, the carbon balance  
of the exploitation is improved.

Analysis of the geologic and reservoir conditions of all the oil and gas assets of an oil company

# ACP Project : refinery optimisation



upgrade infrastructure after years of sanctions that limited access to parts and new technology leaving refineries ageing and in disrepair

Abadan oil refinery project aims at stabilising refining capacity of the 100-year-old refinery, reducing environmental pollutants, increasing diesel and gasoline production by improving production technology (Sinopec 3 b\$)

Owner representative, Implementation of Maintenance Inspection and Process Safety survey (Risk Based Maintenance, Risk Based Inspection and Reliability Centered Maintenance)

# ACP Project : HSE training

GEC  
management

Pro Educ  
Consultants

AETS



ICM People  
International Consulting Management Ltd

CORIALIS Engineers  
CONSEIL & ASSISTANCE TECHNIQUE



**GEC Management** offers to implement the training project for “fire fighting and crisis management” in cooperation with its partner : **GESIP**, leader in fire fighting & crisis management in oil & gas industry.



**Association des Consultants Pétroliers**  
9 rue du Gué 92500 RUEIL MALMAISON  
[www.acp-france.org](http://www.acp-france.org)

**ACP is present in Iran through :**  
**-its Local Consultants Network**  
**-the local GEC Management office**



## Extracts of APEC ACP MOU

MOU1.pdf



file:///C:/Users/jean7/Documents/MOU1.pdf



In the name of god

This cooperation Agreement (hereinafter the "MOU") dated as 1 of February 2017 is executed by and between the Parties herein:

**Association of petroleum industry engineering and construction Companies** a company organized and existing under the Laws of the Islamic Republic of Iran,

*APEC intends to develop a better understanding of and deeper relationships with ACP companies active in the oil & gas industrial upstream and downstream, for the benefit of its Associates*

4. ACP to develop a better understanding of the Iranian market opportunities and deeper relationships with Iranian companies, active in the oil & gas equipment sector, for the benefit of its Associates.

*The scope of the Agreement is to promote, assist and develop the cooperation between the members of the Parties for the training, research, promotion, investment, finance, technology transfer, Joint Ventures, engineering, design, supply and execution of new projects in oil & gas industry both upstream, midstream and downstream sector.*

1,3 The parties engage themselves to promote the technology transfer and the know-how exchange among the enterprises of the two Associations. In addition, the Parties engage themselves, in order to pursue the above objectives, to cooperate with R&D institutes of both Iran and France

*1,4 The parties engage themselves to promote the possibility of organizing training programs, training schools and courses for the upstream and downstream oil & gas industry in order to transfer the know-how to the associate members in the oil & gas sector*

*1,5 the parties agree that the implementation of the present agreements will be materialize through:*

*An initial definition of top priority sectors and institutions to be involved. This list initially defined (as per attachment) could be subsequently modified.*

- a) The development of exchanges of information, data, scientific and technical knowledge relevant to the scope of the present agreement.

*1,6 For the implementation of this Agreement, the parties agree to create a dedicated working group, which will organize meeting in Iran and the France with the purpose of monitoring initiatives and of launching new ones.*

*4,1 This agreement shall be effective from the date of signing ("Effective Date") and shall be in force for a period of 3 (three) years from the date of signature by the parties.*



# Extracts of APEC ACP MOU

### ACP Project : gas flaring

The chart displays the volume of gas flaring in Iran from 2010 to 2020. The y-axis represents the volume in million standard cubic meters (MMSCM) per day. The x-axis represents the years. The volume starts at approximately 10 MMSCM in 2010 and decreases to about 2 MMSCM by 2020.

Adhesion World bank projects  
Global Gas Flaring Reduction  
Zero Routine Flaring 2030

Feasibility study  
Owner assistance on  
SAG conversion and  
exportation

Source: (PSC International) Feb - 30, Jan, 1 Feb 2017

### ACP Project : CO2 injection

Evoking regulations for emission of greenhouse gases  
new opportunities and challenges to oil and gas companies,  
which assets could offer greenhouse gas storage opportunities  
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When CO2 is injected for pressure maintenance purposes  
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### ACP Project : gas pipeline leak

Tests inspection for Central area pipeline:  
On 700 kms sample : 33 leaking points ie 8.400 km3, at 1500/km3  
extrapolation in Iran 30.000 km 60 GAS/year  
Clean Development Mechanism equivalent CO2 +21x8 RL at 100\$/T  
Extrapolation in Iran 85M\$/year.

Risk Based inspection, maintenance, cathodic protection, coating ...

Source: (PSC International) Feb - 30, Jan, 1 Feb 2017

### ACP Project : refinery optimisation

Refinery	Capacity (MBBL/D)
ABAN	344
ABAN	370
ABAN	339
ABAN	119
ABAN	244
ABAN	238
ABAN	86
ABAN	25
ABAN	86

upgrade infrastructure after years of sanctions  
that limited access to parts and new  
technology leaving refineries ageing and in  
disrepair

Abandon of refinery project aims at stabilizing  
refining capacity of the 100-year-old refinery,  
reducing environmental pollutants, increasing  
diesel and gasoline production by improving  
production technology (Striped & S)

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- 09h50- Commitment for successful partnership (Mr A Akhlaghi, Iranian Embassy)
- 10h15- New environment for the Iranian Strategy (F Perrin)

The new environment for Iran's hydrocarbons strategy

By Francis Perrin, Senior Fellow at the OCP Policy Center (Rabat)

- 10h30- **Perspective & challenge after Iranian election (M Makinsky)**

IRAN after June 2017 elections, between regional troubles (Qatar, Syria, Iraq) and US pressures



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## Projects under preparation : Gas flaring, CCS, EOR (D Legros)

-There are many types of potential projects in Iran which could benefit from a partnership between Iranian and French companies in the Petroleum and Energy sectors. We suggest the following categories, but this remains a subject for future discussions:

- Stranded Infrastructure Development Projects
- Rehabilitation of Infrastructure, pipelines, SCADA operating systems
- New projects
- Assistance in creation/upgrading of regulatory frameworks where needed
- Upgrade participation in Climate Change international programmes

Iran has been producing oil and gas for decades. Some production infrastructure, processing facilities, and pipelines are getting old and even if they have been well maintained, they may require overhaul or rehabilitation. This may be an opportunity for modernization if remaining reserves justify such re-investment.

Besides, after a long period of operations, the operating modes, the data recording systems, the processes and system used may perform significantly less efficiently than modern systems and processes (e.g. SCADA) and should be updated.



## Flare Gas Utilization, CO<sub>2</sub> Capture, CO<sub>2</sub>-EOR Actions

- **Gas Flaring** can be drastically reduced
  - There are many Solutions to use the gas and create additional value. They should be evaluated in terms of Feasibility and Costs
- **CO<sub>2</sub> Capture /Storage** technologies are developing rapidly on all continents.
  - What is the best option for IRAN?
- **CO<sub>2</sub> EOR** relies on mature reservoir drainage technology and simulation studies to assess the economic feasibility of such projects
  - Technologies and Know-how can be found in French petroleum companies for reservoir modeling and dynamic simulation studies



## Flare Gas Utilization, CO2 Capture, CO2-EOR Actions

- **Expression of Interest** has been received from the following Iranian companies:
  - **Rahbordsazeh** - the presence of company Directors at this Forum is an opportunity
    - to discuss specific projects
  - **Rahbord Energy Alborz** - flare recovery program – Company information was exchanged as a
    - prelude discussions about a current proposal prepared by company. Further action to come
  - **Gamma** - Contact to be restored between the company and ACP.
  - **Narkangan GTL** - Contact established by ACP with company – more communication needed
    - to launch a feasibility study of possible CO2 capture and EOR project. further actions to come



## CLIMATE CHANGE ACTIONS PROPOSAL

-Iran is engaged in Climate Change actions, according UNFCCC agreements & recommendations. The **First and Second National Communications** were published successively in 2003 and 2010. Many CC actions, public and private, are engaged but **there is a need for implementation of a national CC policy**, according to Initial Nationally Determined Contribution, achieved in 2015. **Iran can benefit for such an implementation as follows:**

- First, **address the causes of climate change**, Iran needs to decouple economic growth of its greenhouse gas emissions : implementation of mitigation policy as contribution to an overall development policy, through introduction of clean technologies & reinforce the energy policy.
- On other hand, **deal with consequences of climate change**, Iran needs to preserve territory civilization in the most appropriate manner by responding effectively to vulnerabilities of its territory : by anticipating an adaptation policy, that will prepare all its population and its economic actors to address these vulnerabilities and especially reinforce water policy.
- Finally, 2017 **Bonn COP23 could be a target for Iran to publish its climate governance** and negotiate international cooperation to implement. Our climate proposal : to help Iran for that



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Pro Educ Consultants

[www.pro-educ-consultants.com](http://www.pro-educ-consultants.com)

Bernard GROS

[bernard.gros@iut-tlse3.fr](mailto:bernard.gros@iut-tlse3.fr)

Plan of the presentation :

*Who are we ?*

*How do we work ?*

*Our founding experts.*

*Our intercultural expertise and  
our experiences.*

*The cooperation whith Iran.*



Association of Petroleum Industry  
Engineering & Construction Companies



*Who are we ?*

**Pro Educ Consultants**  
is experts' French company  
*in education and training throughout life.*

**Pro Educ Consultants works, *in France and on the international level,***  
*with every public or private partner.*



## *How do we work ?*

### Pro Educ Consultants works:

- In any fields *of the education and the training,*
- Whatever is the level and the nature of the studies concerned as well as the aimed public: *initial and continuous training, certification.*



## *How do we work ?*

### *The working rules of Pro Educ Consultants:*

- *Respect for the approach and for the culture* of the partner country or the partner organization, and will to become integrated into it,
- *Collaborative research for the solutions adapted to every case, rigorous analysis* of the situations, and *refusal of stereotypes*,
- *Co-construction* with the partner of the *solution defined together*,
- *Transparency* of the methods, *quality control* of the processes, and *evaluation* of the results.



## *Our founding experts.*

**15 *founding experts* from *several occupational environment*:  
education, university, company...**

**Having very often exercised functions of *direction and management***

- **Of big administrations, establishments, departments, teams, ...**
- **In the field of *initial and continuous training*,**
- **In the public sector or in a company,**
- **In France and on the international level.**



## *Our founding experts.*

Have a very good knowledge of the *educational environment*, in particular *the vocational training* (example: the French IUT), and of *the occupational environment in a company*.

What allows them:

- To identify *specialized operators*,
- To mobilize *experts' big network*, in France and in Europe.

*So, the founding experts take care sometimes all of an operation, and sometimes exercise only the management position, by mobilizing other quality experts, in the Pro Educ Consultants network.*



## *Our intercultural expertise and our experiences.*

Some characteristics of the founding experts of  
Pro Educ Consultants:

- *Diversities* of origins: education, university, company, ...
- *Experiences of cooperation, thus “cross fertilization” between these professional environments, in the field of the education and in the field of training throughout life, in particular in technical and professional education, and relation training/employment,*
- Intensive *international experience.*



Association of Petroleum Industry  
Engineering & Construction Companies



The founding experts of Pro Educ Consultants participated in *development projects of establishments or networks of establishments (educational systems), in short professional higher education (middle engineers or middle managers),* basing itself on the experience of **French IUT (University Institutes of Technology)**

**Algeria** : Instituts Supérieurs de Techniques Appliquées (ISAT)

**Angola** : Institut National du Pétrole (INP) à Sumbe, en partenariat avec l'Association des Consultants Pétroliers (ACP)

**Argentine** : Instituts de Technologie (ITEC, programme PRESTNU)

**Chile** : Programme MECE Sup et Programme Chilecalifica

**Morocco** : Ecoles Supérieures de Technologie (EST)

**Mexico** : Universités Technologiques (UT)

**Tunisia** : Instituts Supérieurs d'Etudes Technologiques (ISET)

**Venezuela** : Instituts Universitaires de Technologie (IUT)



## *The cooperation with Iran.*

- *The immediate needs for training in Iran* in the field of hydrocarbons, technical population to be trained:
  - HSE: 80 000 people.
  - Exploitation: 20 000.
  - Drilling: 2000.

*Considering these very important needs, Pro Educ Consultants suggests putting its expertise and its experiences in the service of partnerships with education/training establishments and companies of the country.*



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**RUEIL MALMAISON**



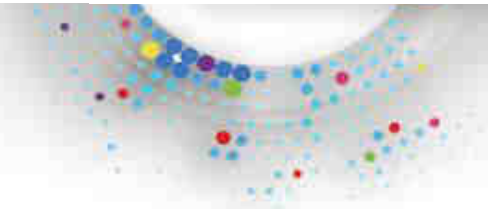
## Perspective of EPC Petroleum companies

### ASPIRE Project:

« **A**ccompagnement des **S**pécialistes **P**étroliers  
Impactés par une **R**éduction d'**E**ffectif »

=

**A**ssistance of **S**pecialist in **P**etroleum industry who  
have been **I**mpacted by the **R**eduction of **E**mployment



ASPIRE (Assistance of Specialist in Petroleum industry who have been Impacted by the Reduction of Employment) to overcome the effects of the current petroleum crisis :



Securing the petroleum service companies expertise, offering the redundant specialist, temporary highly qualified abroad missions.





## Perspective of EPC Petroleum companies

### ASPIRE Project objectives:

Connect O&G Petroleum experts with national and international job opportunities such as :

- Technical audit, Technical assistance (start-up, operation and maintenance, inspection, geology services, ...)
- Method and Organisation
- Oil/Gas fields development // Technology transfer // Owner assistance
- Identification of training needs
- Technical training within technical schools and Universities , workshops, tutoring, mentoring, etc...), QHSE Training...
- Missions exports in order to assist O&G companies to reinforce their teams, Etc...



## ASPIRE PROJECT

### ASPIRE' « Coaches », Key Success Tool

#### Aspire Coaches responsibilities vs Aspire candidates:

##### Coaches missions :

- Counseling on job search process
- Contacts, networking,...
- Information updated on O&G sector and/or related industries
- Counseling and orientation towards volunteers services activities
- Information & Counseling about new job opportunities (such as consulting , training, etc...



## Perspective of EPC Petroleum companies

### Who are the expecting Coaches?:

- O&G Experts, within O&G upstream & downstream activities such as geology, drilling, operation & maintenance
- Strong professional experience,
- Volunteers,
- Curious,
- Motivated and committed,
- Open-minded, empathy, kindness, patience...



Association of Petroleum Industry  
Engineering & Construction Companies



## Perspective of EPC Petroleum companies

### Information:

Websites : [www.acp-france.org](http://www.acp-france.org) / [www.evolen.org](http://www.evolen.org)

Contacts :

ACP  
EVOLEN

[aspire@acp-france.org](mailto:aspire@acp-france.org)  
[aspire@evolen.org](mailto:aspire@evolen.org)



# Service companies in France





## Perspective of EPC Petroleum companies

- 09h30- APEC/ACP Cooperation milestones (JL Gaillard)
- 09h45- Iranian expectation (Dr Taheri APEC, MM Rahamni & Farahani)
- 10h15- New environment for the Iranian Strategy (F Perrin)
- 10h30- Perspective & challenge after Iranian election (M Makinsky)
- 10h45- Break
- 11h00- Partnership Business Model (R Azmoudeh, G Mieyszack, ED Safier)
- 11h10- Projects under preparation : Gas flaring, CCS, EOR (D Legros),
- 11h20- id Training in HSE (M Benhood),
- 11h30- id Training operation/maintenance technician (B Gros)
- 11h40- id ASPIRE to facilitate the specialist short term assignment (JL Rick)