

# SURFACE MAINTENANCE SERVICES PRESENTATION

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## 1 General

**SC CONFIND SRL located in Campina, 2 Progresului Str., took over from OMV Petrom SA the General Maintenance Services activity within the Asset IX Moldova Sud.**

**This activity is organized in three locations, namely:**

- **Berca – Buzau County**
- **Oprisenesti – Braila County**
- **Independenta – Pechea Village, Galati County**

**Due to the build-up policy developed by CONFIND in recent years, oriented to meeting all the requirements in the oil & gas industry as well as to achieve a maturity in the production of specialized equipment for these activities, a need appeared for progressive involvement of the company in maintenance and repair of the oil equipment produced and delivered by CONFIND or by other companies to different Assets and oilfields in Romania.**



## 2 Contract Award

General Maintenance Service Contract was awarded by public tender which began in 2010, next year this contract being awarded for a period of five years

## 3 Contract Amount

The estimated contract amount has been of 23.745.813 euro, indicating that annual budgets decrease with implementation of the contract.

	Year 1	Year 2	Year 3	Year 4	Year 5	TOTAL
Estimated Value (euro)	6.781.318	5.083.272	4.210.776	3.937.186	3.733.261	23.745.813

## 4 Ongoing way

At the start of the General Maintenance Services contract, CONFIND provided a well organized transition so that the daily operational activity be not affected.

This transition plan began with mobilization period which included 2 parts:

- General preparation activity whereby all the locations taken over from OMV Petrom were modernized
- Familiarization period (2 weeks) during which CONFIND, by OMV Petrom support started to perform maintenance services.

With the takeover of maintenance activity, divided in two types of orders, periodical activities and direct order activities, CONFIND also took over the existing operational staff at that time, meaning 192 persons.

The staff has been trained over the period of mobilization in the proper functioning of the activity, training that continues today as well.



Both the periodical orders and the direct orders are generated by OMV Petrom in SAP and after approval they are handed over to CONFIND for being executed.

While the periodical orders are forwarded to CONFIND at the mid of the ongoing month for the next month, the direct orders are delivered daily, depending on the works needed to be done.

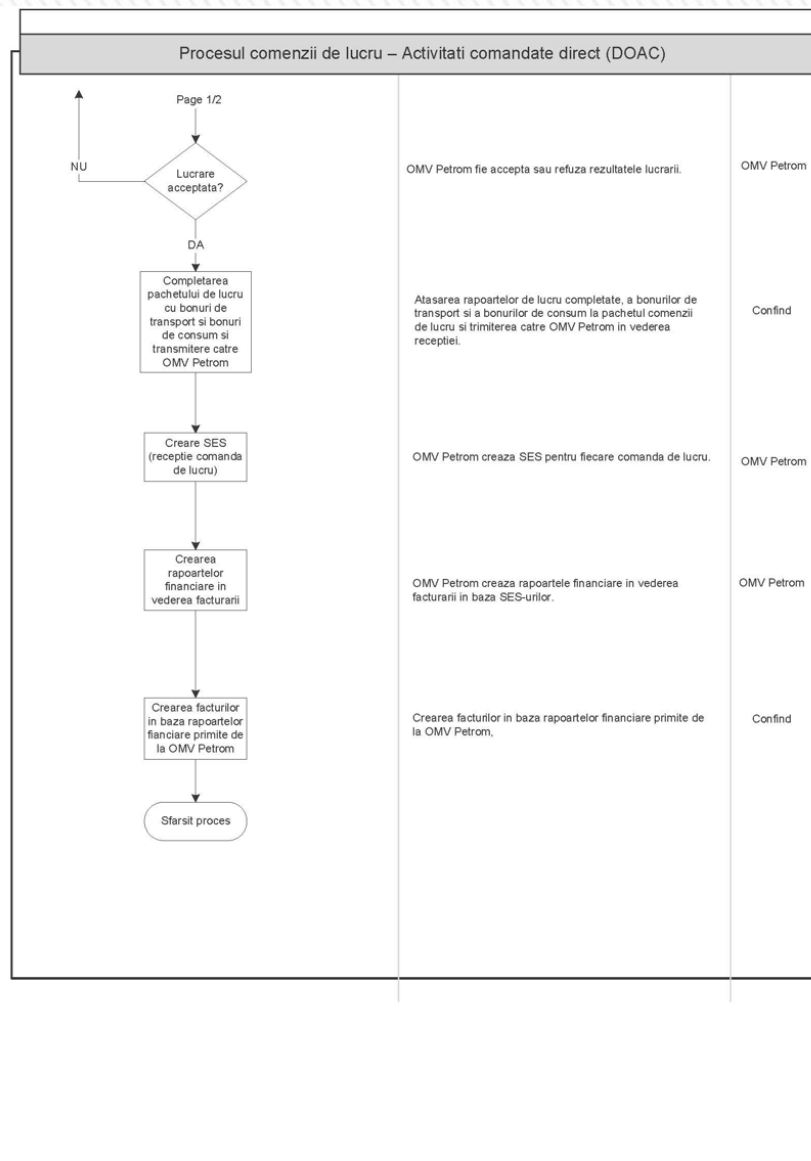
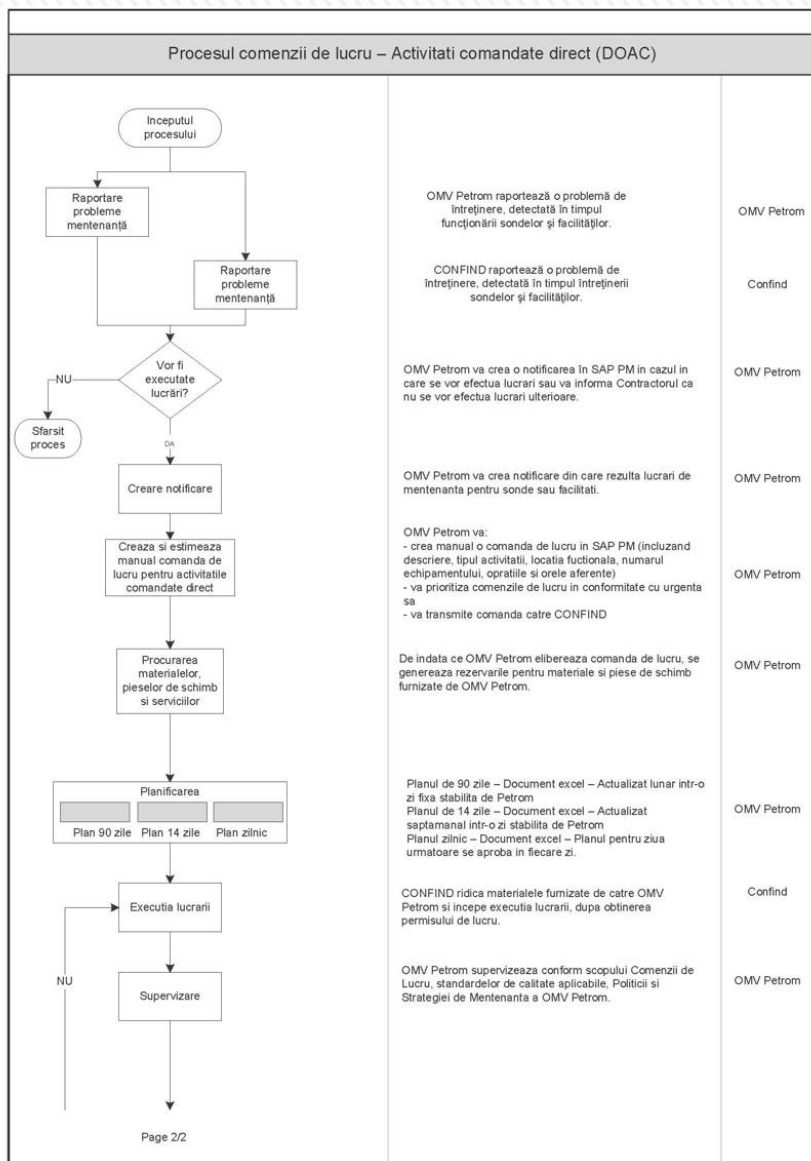
After the works completion, the work orders are completed with activity reports, transport bills, bills of material consumption and will be sent for approval to OMV Petrom supervisors.

After their approval by supervisors, the orders are handed over to CONFIND and then are scanned and stored on the server.

After this operation they are sent to OMV Petrom for reception and creating financial reports for the monthly invoicing.

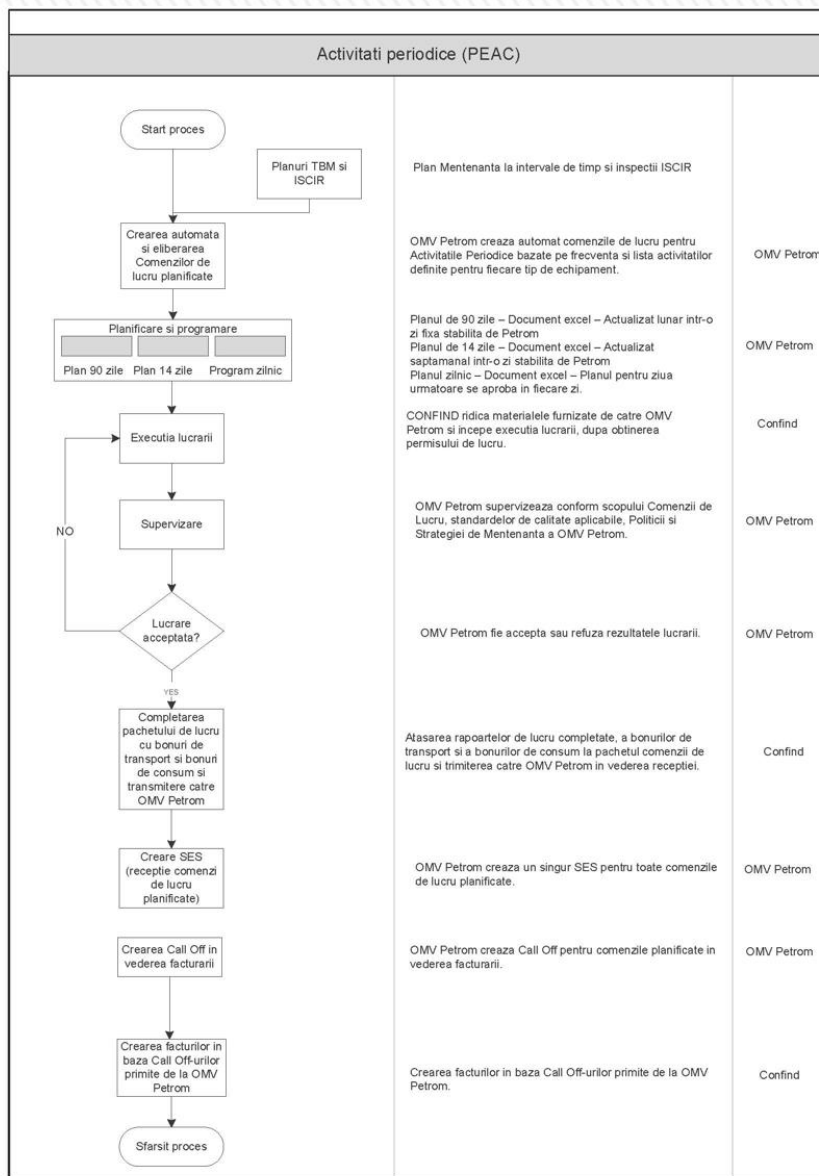
The entire work related to this contract shall be carried out through Confind Integrated System Enterprise, which is the main tool for management of processes, documents and records of all activities carried out.

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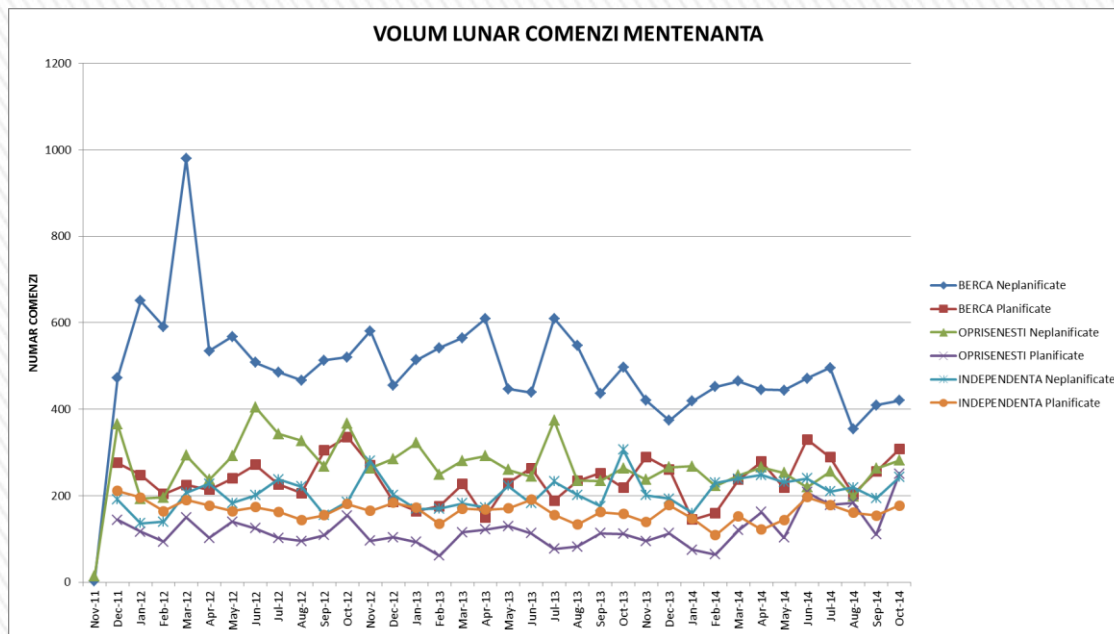




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Luna	BERCA		OPRISENESTI		INDEPENDENTA	
	Neplanificate	Planificate	Neplanificate	Planificate	Neplanificate	Planificate
Nov-11	2		14			
Dec-11	473	276	365	144	191	211
Jan-12	651	248	193	117	136	196
Feb-12	591	204	196	94	140	164
Mar-12	979	225	293	150	207	190
Apr-12	535	214	237	102	228	177
May-12	568	240	292	140	183	164
Jun-12	508	272	405	125	201	174
Jul-12	486	226	343	102	238	163
Aug-12	467	206	327	95	221	144
Sep-12	513	305	267	109	156	155
Oct-12	520	336	367	154	186	181
Nov-12	581	270	264	96	280	165
Dec-12	455	186	285	104	202	184
Jan-13	514	164	322	93	169	172
Feb-13	542	176	249	61	170	135
Mar-13	565	227	281	115	182	170
Apr-13	609	149	292	122	173	168

Luna	BERCA		OPRISENESTI		INDEPENDENTA	
	Neplanificate	Planificate	Neplanificate	Planificate	Neplanificate	Planificate
May-13	447	229	260	130	223	171
Jun-13	439	264	244	113	182	191
Jul-13	610	189	374	77	233	156
Aug-13	547	234	235	82	202	133
Sep-13	437	252	234	113	176	162
Oct-13	497	218	264	112	306	158
Nov-13	420	290	237	95	201	139
Dec-13	374	261	266	113	193	178
Jan-14	419	145	268	75	160	147
Feb-14	452	160	223	64	230	109
Mar-14	465	237	247	120	239	153
Apr-14	445	279	266	162	248	122
May-14	444	218	253	103	231	144
Jun-14	471	330	220	208	240	197
Jul-14	496	289	256	179	210	179
Aug-14	354	203	198	184	219	161
Sep-14	409	256	263	110	194	154
Oct-14	420	308	282	250	243	177



## 5 Yearly Performance Indicators (KPI)

This contract is monitored on the basis of performance indicators (KPI). These indicators together with the target costs are established annually during regular meetings. Depending on fulfillment of performance indicators and compliance with the target costs can be obtained:

- Performance Bonus if actual costs are below target costs
- Malus performance if the actual costs overcome the target costs

The annual performance indicators (KPI) are:

- Health and safety: the total frequency of injuries recorded for each year (Total Recordable Injury Rate-TRIR), the frequency of injuries resulting in time worked (Lost Time Injury Rate-L TIR)
- Human resources: the quality of maintenance is mainly based on the qualification of persons performing the services. To ensure high quality maintenance services, the periodical trainings and staff stability are high important aspects.
- Operational and maintenance efficiency: reliability of production equipment is the key to achieve the production objectives.
- Improvement initiatives: continuous improvement within the organization is important and is achieved by the number of proposals for increasing efficiency, critical investment proposals or proposals for assessing processes.





## 6 HSE

Current activities of CONFIND in OMV Petrom facilities is carried out in accordance with the objectives that involve the conduct of activities in a safe, healthy and environmentally responsible frame.

CONFIND has knowledge and appropriated the OMV Petrom HSE objectives, that are communicated to all employees working in this area.

These Objectives are applied also in CONFIND, all activities being executed in such a way that all objectives on health, safety and environment being as important as the other business objectives, promotion of responsibility concept for these aspects being developed at all levels of the organization.

OMV Petrom requirements are processed and appropriated by entire operational staff signature, CONFIND that failure to comply with requirements is a serious breach of the Contract.

The works are executed strictly in accordance with legislative requirements in Health and Safety at Work, Emergency Situations and Environment Protection, as well as the requirements of the Labor Code and OMV Petrom requirements/procedures.



## 7 QA/QC

CONFIND performs specific maintenance services of equipment with modern facilities, at high standards, based on a strong technical capacity and Integrated Quality Management System, which allows strict control of all quality factors (design, manufacturing, non-destructive testing, quality control of purchased materials).

## 7 Photographic Documentation





