



Working with Rumaila's Supply Chain

With a heritage of over half a century of continued oil and gas production, Rumaila's vast resources makes it comparable with the very largest producing fields in the world. With a new partnership in place between the Southern Oil Company (SOC) and international contractors BP and PetroChina, we are now undergoing an enormous transformation in our equipment, infrastructure, the way we develop our people, and the way we work. All with the aim of maximizing the potential of the field and securing a sustainable, long-term future to the benefit of Iraq.

And as a part of this transformation we are committed to supporting the development of the economy – through employment, trading and initiatives that help strengthen Basra's position as a centre for petrochemical expertise.

Welcome to Rumaila

-
- 04 Working with Rumaila
 - 06 Our supplier registration system
 - 08 Helping Iraqi suppliers
 - 10 Quick reference guide
 - 12 Supporting our HSE agenda
 - 15 Contact us
-



Thank you for taking an interest in working with Rumaila. The Rumaila oilfield plays a fundamental role in Iraq's oil production. Extensive brownfield and greenfield development is being undertaken to increase production. We need to work with Iraqi suppliers and contractors to enable us to do this. At Rumaila we are working to bring modern systems and technologies to everything we do. This includes working with our supply chain, and we have been using ISNetwork to host our online supplier registration system since June 2011. Since that time over 1,800 suppliers have registered including over 675 Iraqi companies.

We require any company that wishes to work with Rumaila to be registered with ISNetwork. We use ISNetwork to check the commercial and legal status of companies before we work with them, and we share important Health, Safety and Environmental (HSE) and other information with prospective and existing contractors.

This brochure outlines how you can register with ISNetwork, and how you can be seen in the best light to be considered for work with Rumaila.

Thank you for your support in using this system. We know it is new to you and, together with ISNetwork, we have provided online training in Arabic, an Arabic helpline at local rates and local and regional user group meetings. We hope this guide is useful in explaining how Rumaila works with Iraqi suppliers.

We have a great future ahead of us at Rumaila, and we would like to make you part of it.

Susan Lussem, Chief Procurement Officer, Rumaila

Rumaila has selected ISNetworld to provide supplier registration system for Rumaila.

ISNetworld helps us to support the partnership between Rumaila and our suppliers:

ISNetworld means that Iraqi suppliers can compete on an equal playing field with international suppliers. It is in our interest for Iraqi suppliers to be successful.

It helps us to be more transparent with suppliers as it is a single registration portal for all suppliers.

ISNetworld helps encourage healthy competition by providing access to supplier details to organizations so that they can build quality bid lists, thereby growing the supply market.

ISNetworld is visible to all Rumaila supply chain specialists. Buyers and technical specialists can nominate companies to be on bid lists based on their work types and commodity codes selected in the system.

Questionnaire responses and certain company registration documents show buyers some background to your company and help us to streamline the questions we ask in bid proposals.

We have many local suppliers registered in ISNetworld who have been selected to participate in bidding opportunities and may win contracts.

The Technical Services Contract to support production at Rumaila will last another 20 years. There are many opportunities ahead for working with Rumaila.

We have contracts with Iraqi companies of all sizes, with contract values ranging from a couple of thousand to multi-million dollars. Approximately 40% of all contracts have been awarded to Iraqi suppliers.

In addition, many of our international suppliers will use local suppliers to deliver elements of their contract with Rumaila.

However, of those suppliers who are invited to tender, one third decline to bid. It may be because suppliers do not correctly state their core competencies, and it means that other suppliers miss out on the opportunity to bid.

Changes to how we use ISNetworld to help support suppliers.

We have received honest feedback about both good and bad aspects of working with Rumaila – we are listening to the feedback and adapting our systems appropriately. We want to support Iraqi suppliers and help them grow with Rumaila. We have a long future here and we need to grow alongside local suppliers.

Giving potential suppliers a chance to bid on work –

where the workscope allows, we aim for a balance of existing and potential suppliers on bid lists. This helps our ambition of growing the supply market and increasing competition. The quality of the information in your ISNetworld profile is the key to getting onto a bid list.

Support with producing your own company website

– we recognise that many suppliers are small companies and want to help in this area. ISNetworld will be providing a free service to subscribers to help companies produce their own website. Around 68% of suppliers registered for Rumaila in ISNetworld have fewer than 100 employees.

Training for suppliers on ISNetworld System – training is available, including training videos in Arabic. Since June 2011, over 5000 users have been trained.

An Arabic speaking customer service representative is available through a local phone line: +964 770 493 1615
UK line: +44 800 028 8483
Email: customerservice@isnetworld.com



To get the most out of your ISNetworld profile we recommend you follow this quick reference guide:

1. Rumaila uses the information in ISNetworld to build bid lists

All suppliers must be registered with ISNetworld to participate in tenders. Rumaila buyers can search for existing and potential suppliers in ISNetworld by their work types or commodities.

2. Maintain up-to-date contact details (including additional contacts)

Current contact information allows Rumaila to contact your company regarding the status of your account, to discuss your services or any additional questions.

- Select Company Admin
- Select Company Contacts
- Add or Edit contacts as appropriate

3. Ensure accurate work type information

To make sure that your company is included in appropriate tenders, it is important to select only your company's core competencies. Only include work that your company already has competency to complete and do not include work that your company subcontracts. As a guideline do not select more than 15 core competencies.

- Select Company Information from the To-Do List
- Select Work Types
- Add or remove Work Types as appropriate

4. Verify your company's site classification (Existing/Potential; Iraq/Overseas)

Your company's requirements in ISNetworld are based upon your classification. Please review to make sure this classification accurately reflects your company's status. If you find this to be incorrect, contact the ISNetworld Customer Service Team to have this information updated.

- Under My Clients, view your site status for The Rumaila Operating Organisation (ROO)

5. Ensure Rumaila's requirements are completed 100% within ISNetworld (quarterly updates are required)

By completing all of Rumaila's requirements with ISNetworld, Rumaila is able to get an accurate understanding of your company's services and safety performance, as well as ensure you have received and read important information on working with us.

- To ensure all requirements have been completed, address all items on your company's To-Do List

Rumaila is increasing its use of ISNetworld to support the HSE agenda:

1. *HSE prequalification questionnaire and supporting document review*

This requirement was implemented 1 July 2013 to simplify the HSE pre-qualification questions and is required for participation in future tenders. Your company is required to answer set HSE questions and upload supporting documentation.

The requirement to complete the HSE questionnaire does not apply to consultancy services, contingent labour and suppliers that only sell material to Rumaila. If you believe this HSE questionnaire does not apply to your company, please contact ISNetworld directly:

Local line: +964 770 493 1615

UK line: +44 800 028 8483

Email: customerservice@isnetworld.com

2. *Driving violations*

Information on documented driving violations will be stored with ISNetworld and shared with your company. Your company may be required to submit additional information regarding the violation in ISNetworld.





If you would like to be registered with Rumaila, please send a PDF copy of the following documents:

All companies must send:

1. Company Registration Certificate
2. Company Profile

Iraqi companies must also send:

3. Tax Registration certificate
4. Chamber of Commerce certificate

These must be sent to both of the following email addresses:

- ROOPSCMSR@roobasra.com
- customerservice@isn.com

