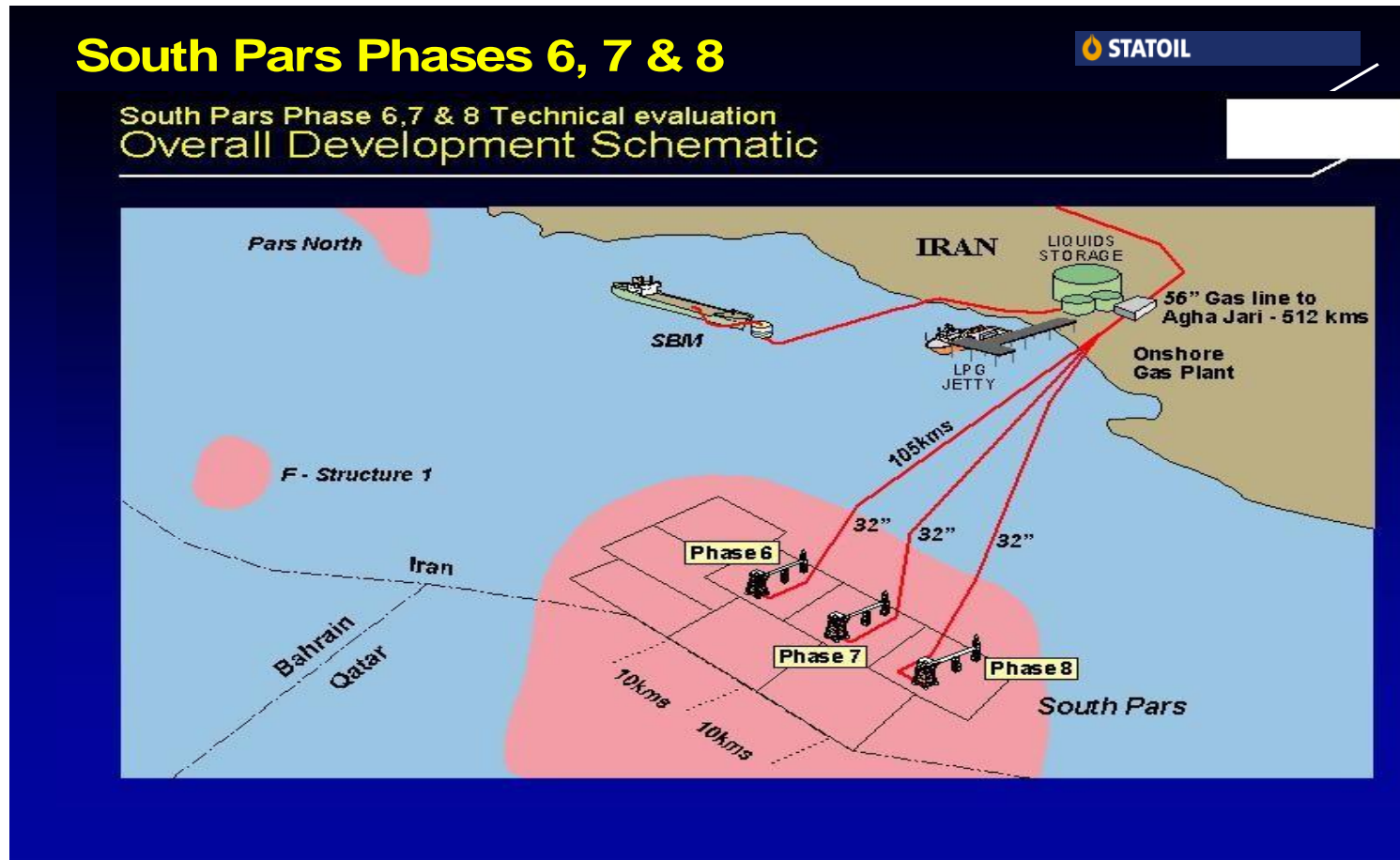
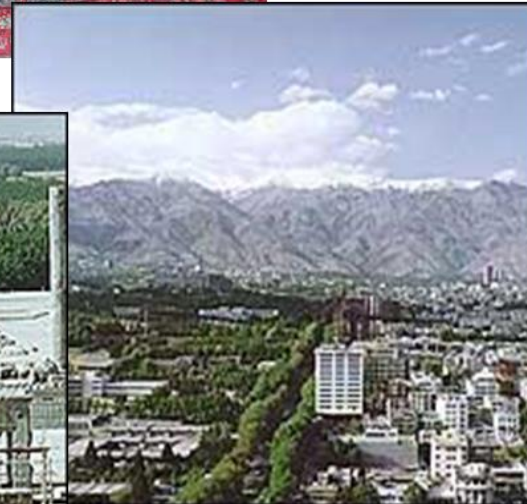
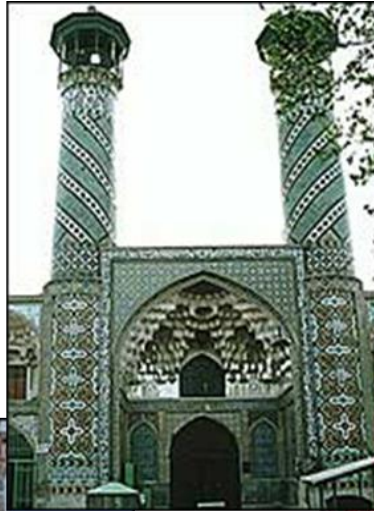


South Pars Gas Field Development Project, phase 6,7 & 8

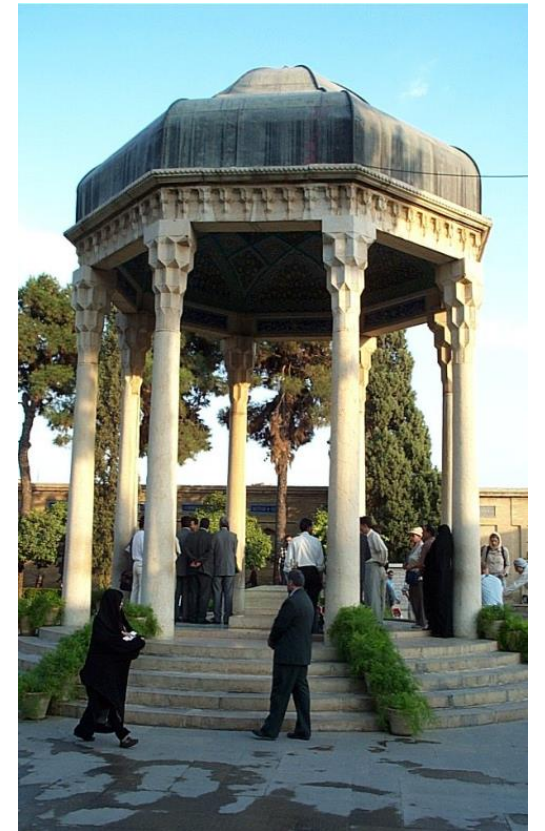
Erfaringer – NODE konferanse



IRAN



- *“Another place”*: Iranian calendar, Friday is the holy day.
- *Long history, proud people*
- *Literature is very important:*
 - *Firdowsy, Nizami, Rumi, Sadi, Hafiz.*
- *Dualism: On many levels*
- *Suspicion: Relatively high towards foreigners*
- *Time: Different from west, but...*
- *Gifts: Important*





Kulturelle forskjeller



høydepunkter fra Iran's historie

- *Historically a major power: The three great Persian kingdoms*
- *650: Arabic invasion, introduction of Islam*
- *Modern times: Russian and British dominance*
- *1925/26: Qajar replaced by the Pahlavi dynasty*
- *1918-1940: Modernization and nationalism*
- *2. world war: The Shah removed, replaced by his son*
- *1951: Nationalizing of the oil industry. NIOC founded*
- *1960-1975: The White Revolution, large changes in the society and shifts of power*
- *1978/79: The Islamic revolution*



- Payment/import/export: The Iranian Central Bank
- Employment laws: Employment for life
- Bureaucracy: A major obstacle
- Customs: A major challenge
- Bonyads: Religious foundations
- Status: Strong focus on formal education and position in the hierarchy
- Business/academia: Strong connection
- NIOC: Well educated, competent, technically and commercially, extremely good negotiators
- Decision processes: Intricate and by consensus
- Iranian content: Important
- Basis for business: Trust and friendship
- Inshallah: If God is willing..



Supreme leader,
Ayatollah A. Khamenei



Expediency Council,
Mr Rafsanjani



Guardians Council
Mr. Janati



Hva er viktig for den yngre generasjonen?

- Want to be more respected members of the international community
- Want to be acquainted with the latest technology
- Do not want to be lectured, ie. wish to be treated as equal
- Are less conspiracy minded and more responsible
- Want better living standards and more freedoms
- Politically more aware than the previous generation
- Are not afraid of globalisation, private companies and foreign investments

Praktiske tips

- Tie OK.
- Hijab obligatory
- Titles and family names
- Smile, glance, body language
- Door hierarchy
- Conversations: Boss with boss
- Acceptable topics for conversation
- Taboos
- First meeting: No slides, only oral
- Patience
- Gifts





South Pars Gas Field Development Project, phase 6,7 & 8

- South Pars gas and condensate field
- Persian Gulf, 100 km offshore the coast of Iran, at 70 meters water depth
- Iran and Qatar border passes through the field
- Phase 1 to 5 has been awarded other operators for development
- First gas scheduled to December 2004 (subject to adj. based on onshore schedule)
- Production start 2006
- Planned production 1000 MMSCFD from each of the phases (6-8)



Phase 6, 7 and 8 comprise of:

- 3 offshore Wellhead platforms
- 3 ea 105 km long 32" gas lines to the Assaluyeh onshore gas processing plant
- Loadout pipelines with a loading bouy for condensate
- Onshore gas processing plant (not Statoil responsibility)
- 500 km long 56 " gas trunk line (not Statoil responsibility)



Service Contract:

Participation Agreement signed between Statoil and Petropars Ltd october 2002.

Statoil operator for the offshore development under a "Buy Back Contract" ("Service Contract")

Service Contract established between Pars Oil and Gas Comp (POGC) and Petropars



Main contracts

- Jackets - EPCI

awarded to Isoico by Petropars, Statoil adm.

- Topsides, support beams, flares, pipelines, loading buoy(single bouy mooring – SBM) - EPCI

awarded to Sadra by Petropars, Statoil adm.

- Drilling

Statoil to award and adm.







Attitude Background to have in mind: We say “HSE like Norway 30 years ago”, but:

- *No labor organizations*
- *Little education*
- *No real application of laws*
- *No homogeneous power structure*
- *30% unemployment, 60% of population under 25 years old*
- *1979 Islamic Revolution- Money and management skills leave country*
- *80-88 war with Iraq (1 million killed)*
- *American boycott ILSA, Inflation 15- 20%*
- *Culture of non payment, Finance system- no International banks*



Focus areas:

- Scaffolding – work at heights
- Lifting operations – certifying of equipment
- Transportation and load-out
- Confined space
- Electrical distribution system
- Training of site personnel



Stress factor – Social;

- Islamic Calendar
- Women Dress Code
- Segregation of sexes publicly
- ‘Normal’ expatriate/ Islamic relationship with females
- Music/ dancing/ alcohol- forbidden
- Telephone/ internet connections constant frustration
- Earthquake threat
- Political tensions
- Lack of understanding (fear) from family/ friends in Norway