



**Vendor Day  
2021**

# **New Technology Application, Direct Award – No Cure No Pay & Rencana Kerja di Wilayah SPR Langgak**



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E&D Asset Development





# Outline



**Background**

**Introduction**

PET, No Cure No Pay

**Rencana Kerja E&D Dept**

**Procurement Opportunity**

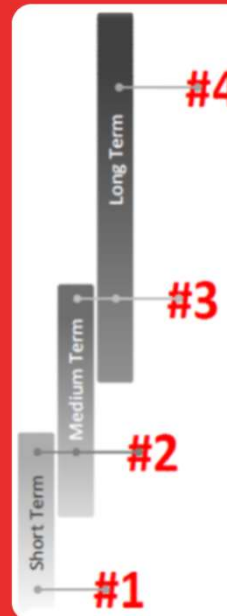
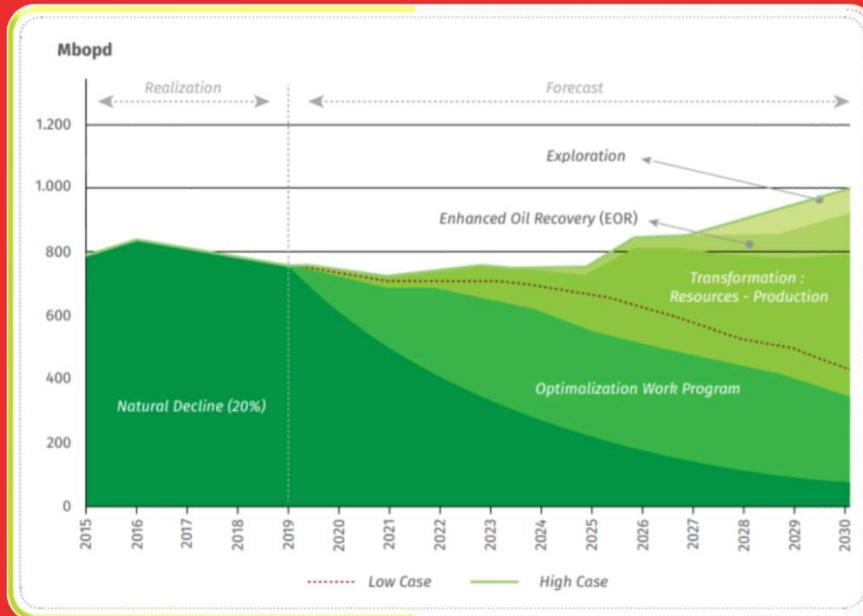
**Application of PET No Cure No Pay**

ESOR, Chemical Huff&puff Stimulation



# Background

Sumber: SKK Migas



- Visi Jangka Panjang Industri Hulu Migas menuju 1 jt BOPD di 2030
- Declining Production
- Percepatan proses pengadaan → Percepatan produksi

Onstream Lapangan Baru

Optimasi Network Pressure

Optimasi Artificial Lift

Reaktivasi Suspended Well

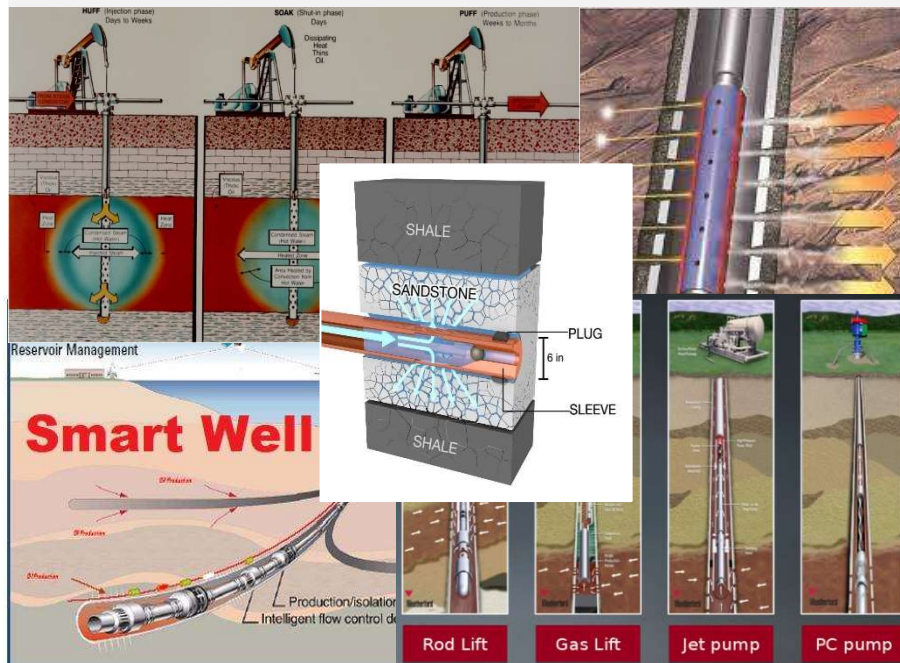
Implementasi Teknologi yang Agresif



# Introduction

## Production Enhancement Technology

- Any technology that can help maintain and increase production with the application of fit and proper technology (Effective and Efficient) to optimize performance and gain from the Oil and Gas Field
- Play a role to maximizing Asset Value



Sumber: SKK Migas

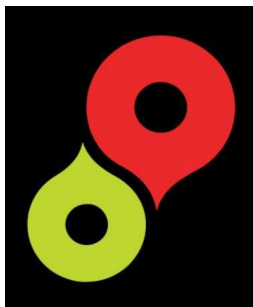
## “No Cure No Pay”

- A form of contract in which the Technology provider receives no payment if they fail
- The Payment will be made only if they make a successful claim
- Also know as Performance based contract



# Role of PET No Cure No Pay

- Keberanian untuk melakukan uji coba, didukung evaluasi teknis yang komprehensif
- Implementasi teknologi yang masif → menentukan teknologi yang “Fit for Needs”
- Langkah awal penerapan Strategic Alliance



**“PET No Cure No Pay”**  
sebagai **“New Norm”** menjadi obat dan stimulus bagi  
Industry Hulu Migas Nasional



# E&D DEPARTMENT PROGRAM 2021



## WO/WS

Workover  
Well services



## IOR

Electric Stimulation  
Surfactant H&P  
Downhole Cleaning



## Study EOR

Reprocessing Seismic  
Laboratory Test  
Simulation



# Procurement Opportunity

## Study Implementasi Chemical EOR

Surfactant and Polymer  
(Open for any vendor interested  
in testing their chemicals for  
potential use in Langgak Fied  
EOR Project)



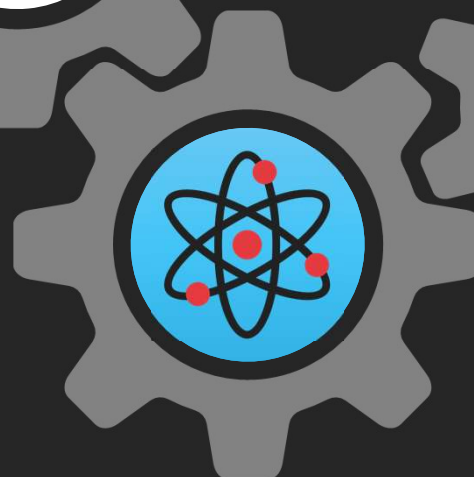
## Downhole Cleaning

Parasol, Heavy Parasol, Mix Bio  
Solvent Ethanol



## Well Services

Pump (Tubing Pump, ESP, PCP)  
Well accessories  
Cementing  
Perforation  
Water Shut off Chemical



## Chemical Stimulation

Surfactant Huff&puff, Super-IOR



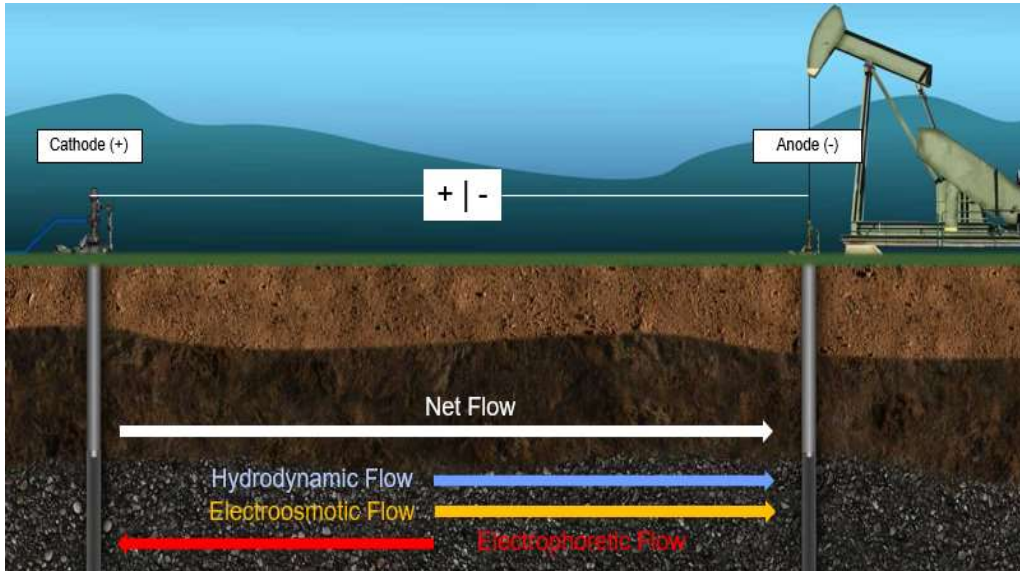
## Other Production Enhancement Technology

Electric Stimulation, Thermo Chemical, MEOR,,  
etc



# Current Applied Technology – No Cure No Pay

ESOR



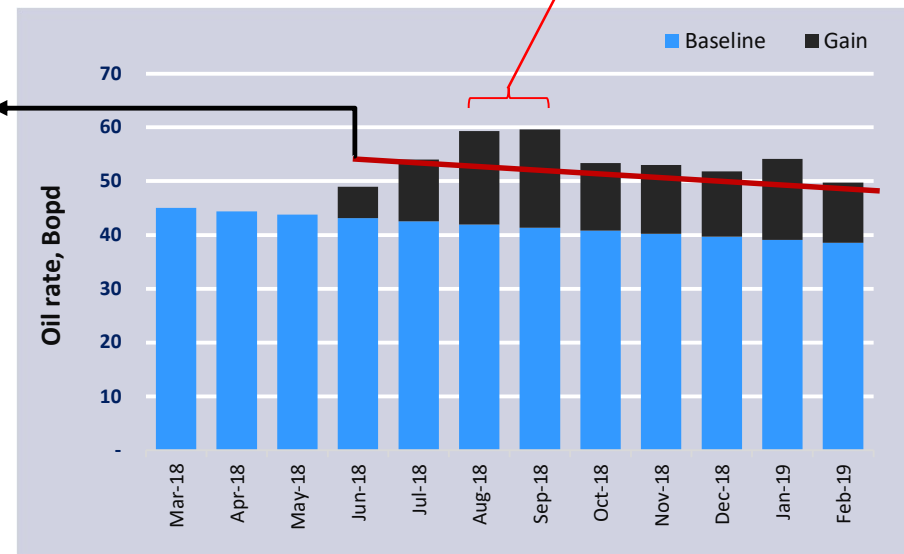
3 set unit  
Installed April 2021

Monitoring Incremental  
production from 6 Well

Oil gain > min.oil requirement  
Successful claim

Minimum Oil gain  
calculated to compensate technology  
Cost/rent

Monthly Payment, if succeed  
with Max. \$ set (capping) /month

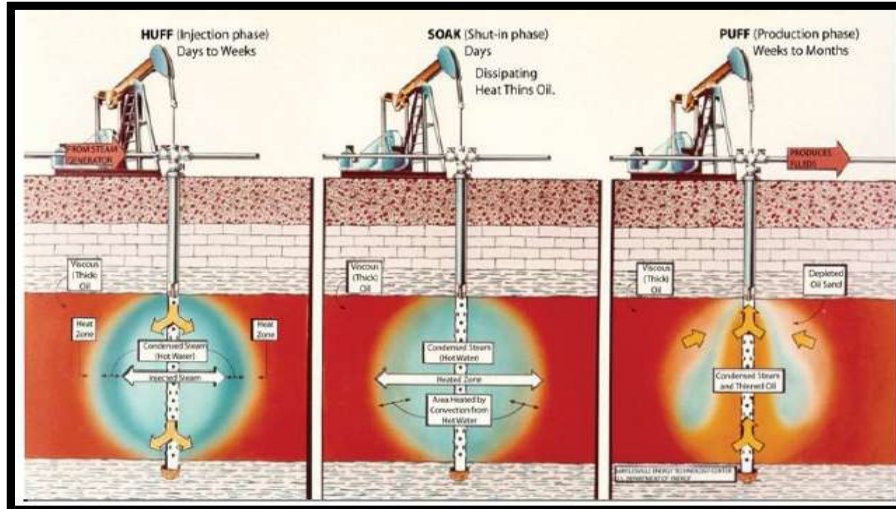




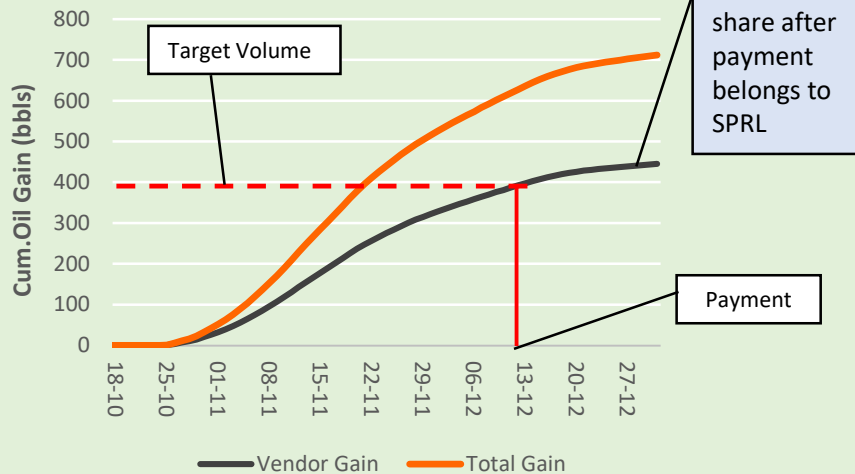


# New PET No Cure No Pay Program

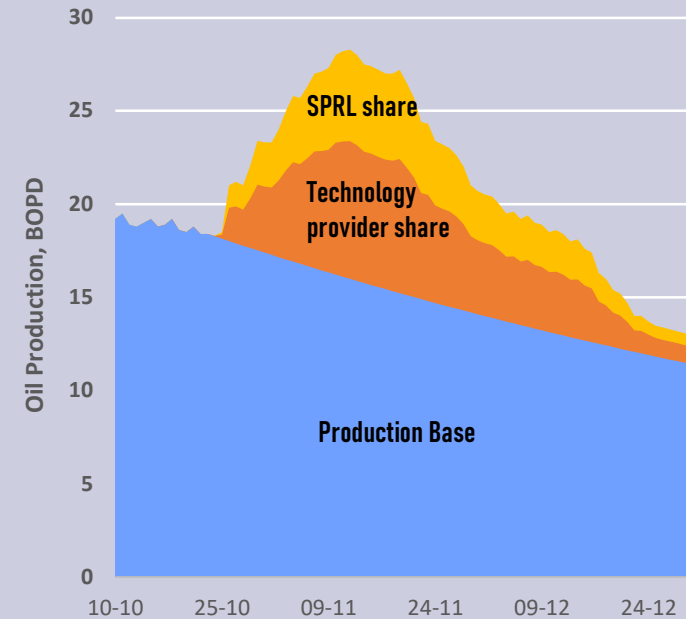
## Chemical Stimulation Huff & Puff



### Cumulative Gain



### Production after Stimulation



- Oil Volume based
- converted from total cost spend
- Payment after cumulative oil gain reach target volume
- Technology provider share only 60% (based on Agreement) from gain
- Technology provider has no share after target volume reach (payment)



**Thank You**



# Alur Mekanisme Direct Award

- Presentasi, vendor menyampaikan Technology yang dimiliki, kita akan lihat potensi serta kecocokannya dengan Lapangan kita
- Initial verification (Bisa dengan Laboratory test seperti untuk chemicals, surfactant, paraffin solvent atau dengan field trial seperti untuk Electric stimulation)
- Jika proved dapat meningkatkan produksi
- Pengajuan budget ke SKK Migas any time (tidak harus dalam WP&B)
- Proses Pengadaan, Direct Selection vendor terkait
- Menggunakan Skema No Cure No Pay
- Implementasi Technology
- Success
- Payment