



# GlassPoint

## From Silicon Valley to Oman

US State Department Direct Line

Sept 16<sup>th</sup> 2015

Daniel Palmer





# Overview

## **Introduction to GlassPoint**

### **Oman's energy Challenge**

### **From Silicon Valley to Oman**



# Solar Steam Generator



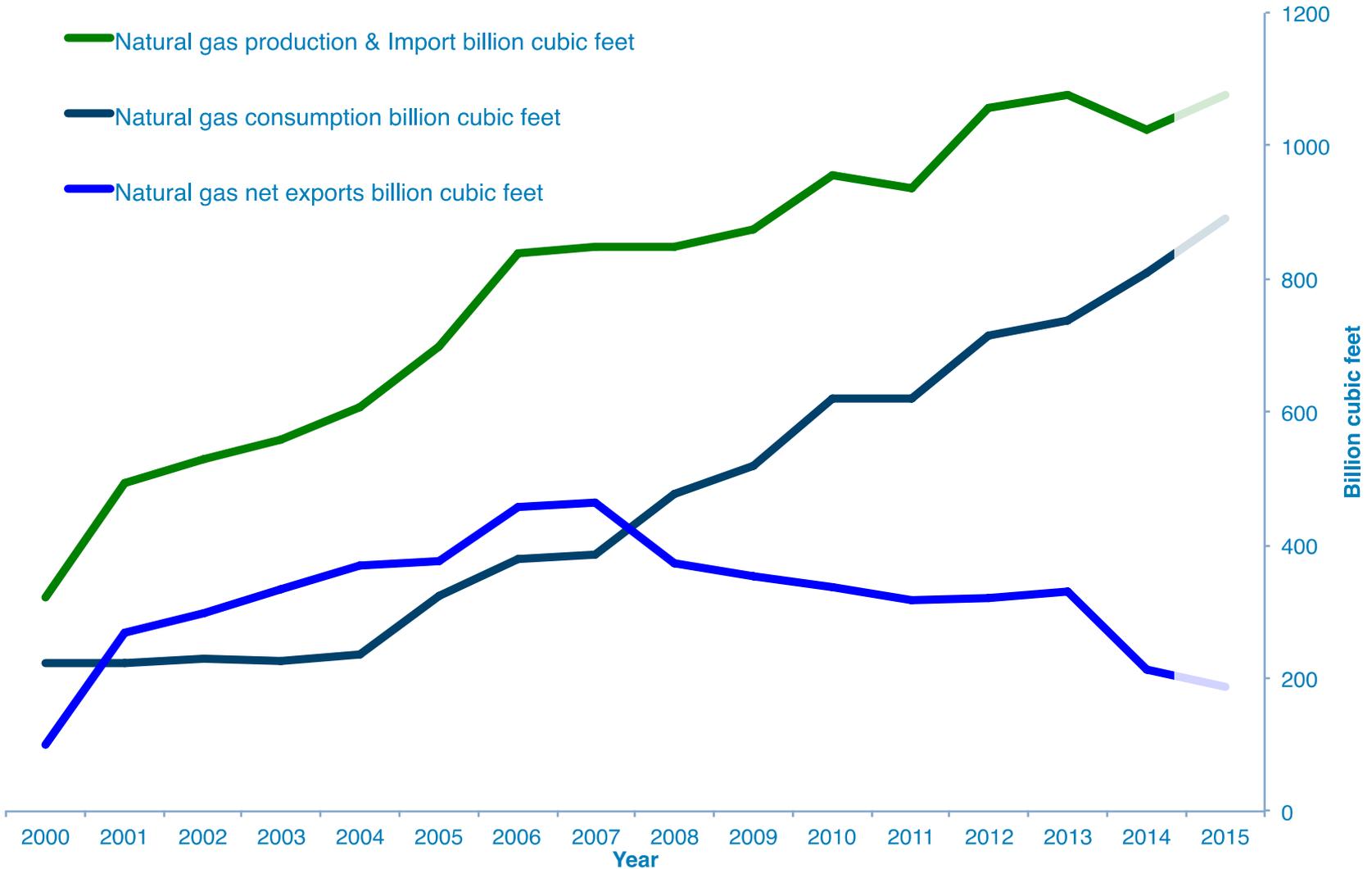
Sunlight is focused onto a pipe containing water

water

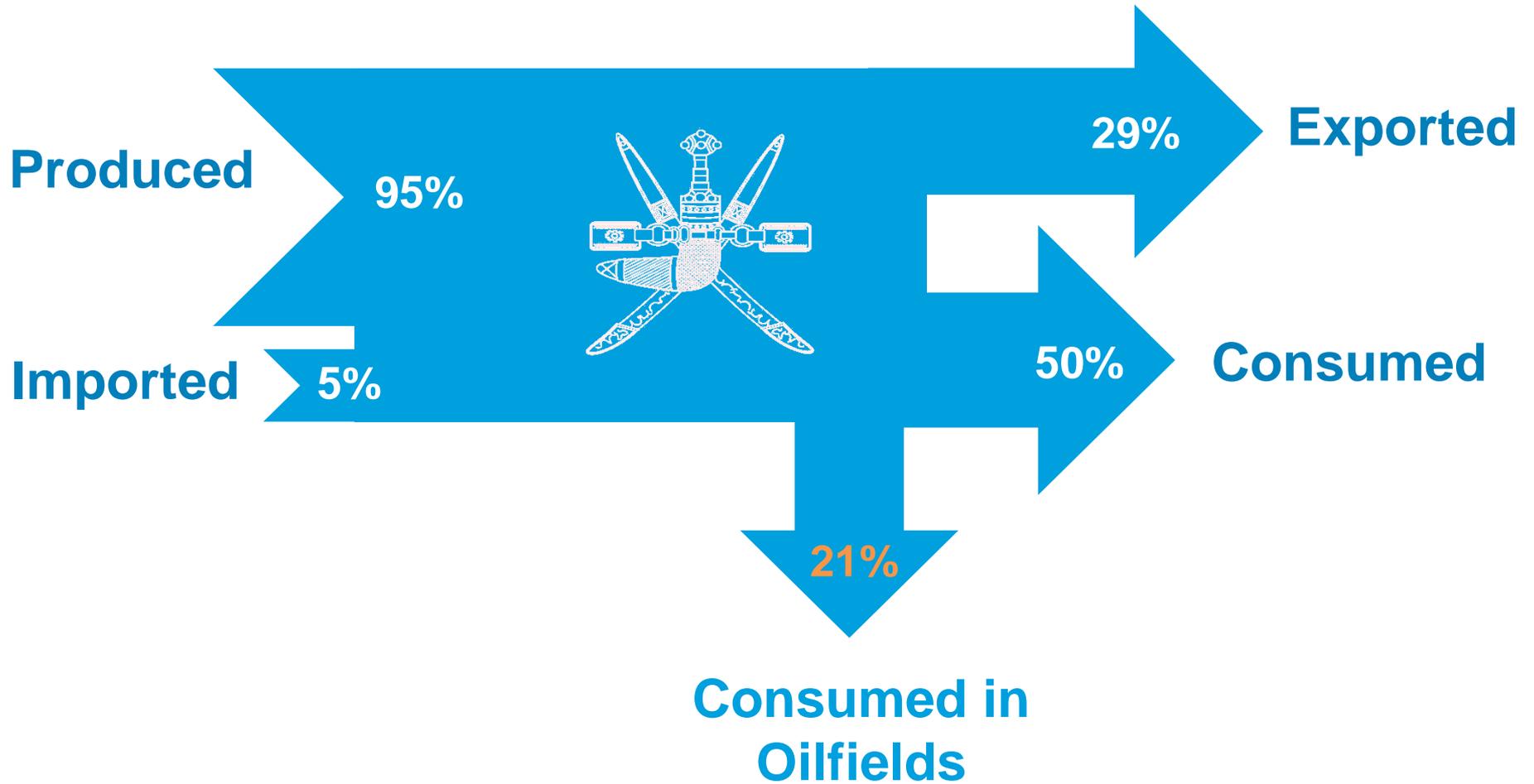
steam

Mirrors move to track the sun

# Oman's Energy Challenge



# Oman's Natural Gas Balance





# From Silicon Valley to Oman



# Berry Petroleum, Bakersfield, CA





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## Oman Free Trade Agreement

The United States-Oman FTA, which entered into force on January 1, 2009, builds on existing FTAs to promote economic reform and openness. Implementation of the obligations contained in the comprehensive agreement will generate export opportunities for U.S. goods and services providers, solidify Oman's trade and investment liberalization, and strengthen intellectual property rights protection and enforcement.

The first meeting of the FTA Joint Committee (JC), chaired jointly by the Office of the U.S. Trade Representative and Oman's Ministry of Commerce and Industry, took place in February 2010. Officials of the two governments discussed a broad range of trade issues, including implementation of Oman's obligations under the labor and environment chapters and cooperative efforts in those areas.

GlassPoint Muscat LLC Founded  
12 April 2011

# PDO Amal, Oman



**12<sup>th</sup> Dec 2012**



Dec 2012 Shell  
Major partner in Oman

Sept 2014 SGRF  
State General Reserve Fund of Oman

**OER** OMAN ECONOMIC REVIEW

SUPPLEMENTS  
Dossier  
Oil & Gas Review

ENVIRONMENT  
Green initiatives of  
Corporate Oman

HOSPITALITY  
Salim Nasser Al Siyari  
Chairman, Falcon Tower

**Oman Debate 2014**

**Setting the  
roadmap for  
In-Country  
Value Oman**

The Oil and Gas Industry  
In-Country Value Development Programme  
Sultanate of Oman

قطاع النفط والغاز  
برنامج تطوير القيمة المحلية المضافة  
سلطنة عمان

Home

**The Ministry of Oil and Gas and the Oil and Gas industry ICV Committee  
launched Wave 2 business opportunities for Omani companies on 5th June  
2014**

NEW IN-COUNTRY VALUE PUSH BY MINISTRY OF OIL AND GAS

The Ministry of Oil and Gas has unveiled six new business opportunities led by Petroleum Development Oman (PDO) and the Project Management Office (PMO) at the Ministry of Oil and Gas.

Representatives from businesses based in The Sultanate attended a series of workshops at Muscat's Crowne Plaza hotel to learn further details of the initiatives.

The most significant, which is being led by Petroleum Development Oman (PDO), is an opportunity to set up regional maintenance hubs around the concession areas of the various oil and gas operators in the country.

His Excellency Dr Mohammed bin Hamad al Rumhy, Minister of Oil and Gas, said: "These latest business opportunities are further evidence of our determination to embed and extend ICV in the oil and gas sector. This is all about retaining more of the industry's expenditure in-country so it can benefit business development, contribute to human capability building and stimulate productivity in the Omani economy. There is a variety of work that Omani businesses or those with bases here can deliver in the oil and gas industry, from small to large contracts and projects, and we are now firmly embarked on the process of making it easier and fairer for them to compete."

Wave 2 opportunities are part of the total of 53 which were formally identified at an oil and gas ICV blueprint strategy meeting in December and which are being introduced to local companies in staggered phases. The aim is to generate 50,000 jobs and unlock a US\$64 billion windfall for the nation by 2020.



# Oman Based Management



VP Sales

COO

CTO

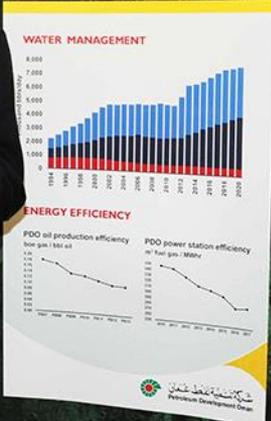
CEO

CFO

Kuwait Chairman

VP BD





### NIMR WATER TREATMENT PROJECT - REEDS

Successful reed bed treatment of 600,000 bbl/d of water  
Covers an area of 10 km<sup>2</sup>  
98% reduced energy requirements  
Winner of 9 national and international awards

### AMAL SOLAR STEAM

Largest pilot plant in the world  
Parabolic troughs in green houses  
Working on local supply chain

### In-Country

**Local Community Contractors (LCC) & Super Local Community Contractors (SLCC)**

- Four SLCC: Al-Haditha, Al-Shawamin, Al-Birka and Al-... with 201
- 204 LCCs are active with a 40% spend increase compared to 2011
- More than 2,000 Omanis employed in LCCs

**Local Growth**

- \$2.3 billion
- 6 contracts
- \$1 bn per contract
- Completing opportunities

جلالة السلطان المعظم يزور شركة تنمية نفط عمان  
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# Miraah Project July 2015

