



**KPO TECHNICAL WEBINAR ON LINEPIPES&PIPING AND INSULATION MATERIALS  
WITH THE PARTICIPATION OF THE IMB CENTER  
KARACHAGANAK PETROLEUM OPERATING B.V**

23/09/2024

# DISCLAIMER

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# LINE PIPE / Piping – AGENDA

## A: Piping

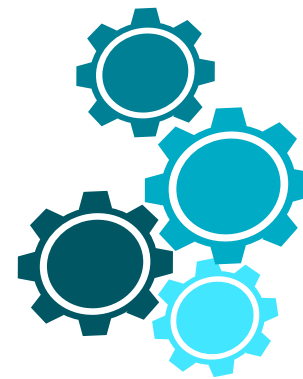
1. Overview
2. Piping Materials & Testing Req.
3. Specification overview
4. Piping Frequently Used and Forecast

## B: Line Pipe

1. Overview
2. Type of Line Pipe
3. Line Pipe Specification
4. Line Pipe Datasheet

## C: Line Pipe External Coating

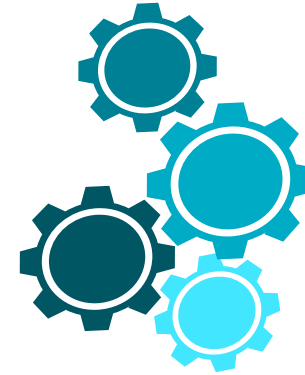
1. Overview
2. Type of Line Pipe Coating
3. Coating specification requirements



**Project Execution Directorate  
Engineering and Technical  
Authority Department**



## Section A Piping



1

## Overview

Technical Workshop on Piping / Pipelines and Insulation materials  
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# Piping Overview

## **Objective:**

The goal of this presentation is to provide a clear understanding of the piping materials used in KPO for both sour and non-sour services, and how they comply with ASME standards. We will explore historical development, material requirements, restrictions, and international specifications.

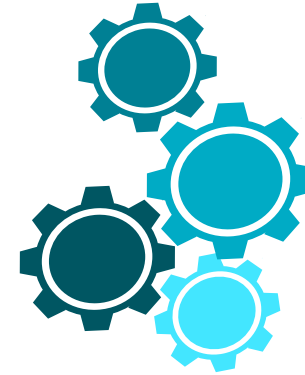
## **Importance:**

KPO operates in a demanding environment where piping systems are subjected to extreme conditions. Compliance with ASME standards is necessary to ensure safety, integrity, and longevity of piping systems.





## Section A Piping



2

## Piping Materials & Testing Req.

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# Piping Material and Testing requirement

## Sour Service Materials:

For sour service, we use materials that comply with NACE MR0175/ISO 15156 standards to prevent sulphide stress cracking. Common materials include high-performance alloys (e.g., Inconel 625 / 825) and carbon steels with controlled hardness (e.g. A333 gr.6)

## Material Selection Factors:

Corrosion resistance, temperature, and pressure ratings.  
Resistance to sulphide stress cracking (SSC) in sour service.

## Construction type:

### Seamless Pipe (**SMLS**):

Manufactured without a seam or a weld, produced by extruding a solid steel billet through a piercing rod to create a hollow tube.

### Electric Fusion Welded Pipe (**EFW**):

Produced by rolling plate and then joining the edges by electric fusion welding. Includes subcategories such as Double Submerged Arc Welded (DSAW) and High-Frequency Welded (HFW).

### Electric Resistance Welded Pipe (**ERW**):

Manufactured by rolling a metal plate or strip and welding the seam with electric resistance heating. ERW pipes are commonly used in lower-pressure systems.



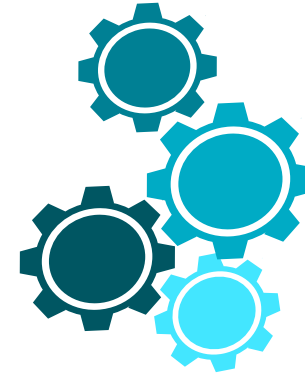


# Piping Material and Testing requirement

Material	Code Reference	Test Required (By Manufacturer)	Remarks (Service/MAWP)
Low-Temperature Carbon Steel (A333 Gr. 6)	ASME B31.3, ASME B16.5, NACE MR0175	Tensile Test, Charpy Impact Test (-45°C), Hardness Test (By Manufacturer)	Sour and non-sour service, suitable for low-temperature applications (down to -45°C). MAWP typically up to 1440 psi.
Carbon Steel (A671 CC 60)	ASME B31.3, ASME B16.5, NACE MR0175	Ultrasonic Test, Tensile Test, Charpy Impact Test (-45°C) (By Manufacturer)	Sour and non-sour service, primarily for welded pressure piping. MAWP varies with wall thickness, typically up to 1500 psi.
Stainless Steel 304/304L (A312/A358 TP304/304L)	ASME B31.3, ASME B16.5, NACE MR0175	PMI, Intergranular Corrosion Test, Tensile Test (By Manufacturer)	Non-sour service, good general corrosion resistance. MAWP typically up to 1000 psi, depending on schedule and size.
Stainless Steel 316/316L (A312/A358 TP316/316L)	ASME B31.3, ASME B16.5, NACE MR0175	PMI, Intergranular Corrosion Test, Tensile Test (By Manufacturer)	Sour and non-sour service, excellent resistance to chloride and acidic environments. MAWP up to 1000 psi for general use.
Inconel 625 (B444)	ASME B31.3, NACE MR0175	Tensile Test, Corrosion Resistance Test (By Manufacturer)	Sour service, high resistance to H <sub>2</sub> S, chloride stress, and pitting corrosion. MAWP can exceed 5000 psi in critical services.
Incoloy 825 (B423)	ASME B31.3, NACE MR0175	Corrosion Resistance Test, Tensile Test (By Manufacturer)	Sour service, highly resistant to sulfuric and phosphoric acids. MAWP typically up to 4000 psi in high-pressure systems.
Alloy 20 (B729-N08020)	ASME B31.3, NACE MR0175	Intergranular Corrosion Test, Tensile Test (By Manufacturer)	Sour and non-sour service, excellent resistance to sulfuric acid corrosion. MAWP up to 2000 psi depending on size and thickness.
Titanium Gr. 2 (B337)	ASME B31.3, NACE MR0175	Tensile Test, Corrosion Resistance Test (By Manufacturer)	Sour service, extreme corrosion resistance in oxidizing environments. MAWP typically up to 1500 psi.
ASTM A182/A336 F22 Modified	ASME B31.3 chapter IX, NACE MR0175 KPO-80-PIP-SPC-00004-E *Custom Made for KPO	KPO-80-PIP-SPC-00004-E	Material it is designed for high pressure, 605 bar, sour service with ambient temperature as low as -45°C



## Section A Piping



3

## Specification Overview

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# Company specification to comply

## Size and Schedule:

Piping size is governed by nominal pipe size (NPS), which refers to the outside diameter, while the schedule indicates wall thickness. Common pipe sizes range from NPS ½" to NPS 48", with schedules ranging from 10 to XXS.

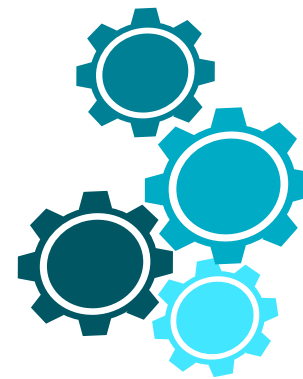
Custom schedule for specific project for Sour Service: Higher schedules (thicker walls) are used to withstand the more aggressive environment, especially in higher pressure ratings.

## Temperature and Pressure Limits:

ASME codes specify temperature and pressure limits for materials. For example, carbon steel can be used at temperatures up to 427°C (800°F) for non-sour service but has limitations in sour environments.

Flange Ratings (ASME B16.5): Define pressure-temperature limits for different materials and flange types.

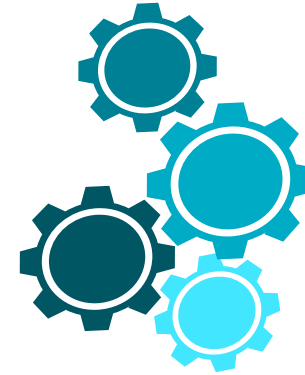
S/N	Document Number	Title	Rev.
1	KPO-00-PIP-SPC-00005-ER	Technical Supply Requirements Pipe, Fittings and Flanges	C8
2	KPO-00-PIP-SPC-00008-E	Specification for Piping, Forgings, Castings and Plate for Sour Service	C5
3	KPO-80-PIP-SPC-00004-E	Company Specification. High Pressure Piping Materials Specification for 2 1/4 Cr-1 Mo. (F22 M)	A4
4	KPO-00-ENG-SPC-00017-ER	Positive Materials Identification	A3
5	KPO-00-PIP-SPC-00022-E	Colour Coding for Piping Components	A1



**Project Execution Directorate  
Engineering and Technical  
Authority Department**



## LINEPIPE Part 2



1

### Overview

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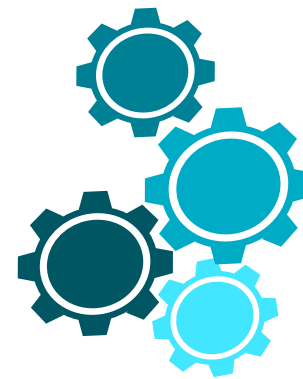
# Overview

KPO specifications are significantly more complex than standard industry requirements, primarily due to the challenging fluid conditions (high H<sub>2</sub>S content) and extreme temperatures encountered

- ❑ **Historical Development:** Over the past 20 years, KPO b.v. has developed Line Pipe specifications and datasheets tailored to our projects. The Line Pipe specification is based on international standard API 5L PS~~L~~2 + specific requirements for line pipe in high H<sub>2</sub>S service.
- ❑ **Diverse Reequipments:** Our specifications is vary in requirements and level of details, reflecting the complexity of our operations.
- ❑ **Material Restrictions:** Seamless line pipe is used mainly because of fluid compatibility issues. This will be detailed in the following slides.
- ❑ **Compliance:** It is imperative that all technical and material details on the datasheets are followed in accordance with the associated specifications



Linepipe



2

## LinePipe Key Features

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# LinePipe Key Features - General

KPO b.v. mainly utilize various sizes of X60 seamless Linepipe for Gathering and Gas Re-injection systems (KPO-00-PLS-SPC-00003). In addition to linepipe, the pipeline design requires hot induction bends along the pipeline route.

Hot induction bends is fabricating from linepipe with thicker wall thickness (mother pipe) (KPO-00-PLS-SPC-00007)

The minimum mother pipe wall thickness after bending shall be not less than the minimum wall thickness of the run pipe.

**Service Condition:** Designed for high pressure and sour service (350 barg, 475 barg 605 barg)

**Material Requirements:** Linepipe & Induction bends properties shall meet the requirements of NACE MR0175/ISO 15156

**Manufacturing Compliance:** Linepipe & Induction bends shall be manufactured in accordance with the relevant COMPANY Specification and Data Sheet.

**Approved Mills:** KPO-approved mills for line pipe materials are Tenaris, KSP Steel (only 10", 23.8mm WT), PM Piping. Any other mills must undergo the Company qualification approval process as per KPO specifications.

## The specification General requirements:

**API 5L X60Q SMLS** – Quenched and tempered (seamless)

**Chemical composition:** as per API 5L Annex H (amended by Company specification requirements)

**Line pipe shall meet:** API 5L PSL2 requirements (Sour Service)

**Impact test:** **MDMT** minus 45 degC

**Hardness test:** as per Company specification requirements

# LinePipe Key Features - General

X60 Linepipe size which mainly used for the Projects:

Linepipe Size, inch	Wall thickness, mm
6	15.8 / 18.3
8	25.4 / 29 / 31.8 / 35.4
10	23.8 / 28.6
12	35 / 42.5
14	11.1 / 14.3
16	31.5 / 36.53
20",24"	



# LinePipe Key Features – Documents TBE

Typical document requirement during the bid phase exchange between PED Eng. department and C&P department.

Required information from Company Specification

Column reserve to tenderers for confirm/deviate

Column reserve to Company for accept or reject the clarification by tenderers

TENDER CLARIFICATION: ITT XXX O A PROVISION OF LINE PIPES AND INDUCTION BENDS

ITT:

C&P Buyer:

TE performed By:

Items: Line Pipe

Tenaris

Section Num

Bid Description

Bid Quantit

Tenderer Offer / Deviations

Clarifications

Technical Clarification (TC01)

KPO Position

KPO Final Response

KPO-00-PL 3-SPC-00003-ER, A8

1

Scope

3

Normative Reference

8.12

Heat Treatment

9.2.7

Elements Analyzed

9.3.3

Excella Procedures

9.8

CVN Impact Test

9.11.3

Dimension and tolerances

9.15

Weldability of PSL2 pipe

10.1.3.2

Documentation

10.2.1.2

Table 18 (add) Stress Relief

11

Marking

12

Coating and thread protect

Annex B.5

MPs

Annex B.5

MPQT

Annex E.1.4

Company inspection

Annex E.3.1.2

UT

Annex E.5.2

AUT

Annex H.4.1

Chemical Composition

Annex H.4.3

HIC

Annex H.4.4

Hardness Test

Annex H.4.4

New Hardness Test

Annex H.7.3.1.3

CAPGIS test

Annex H.7.3.2

SSC Test

Annex H.7.3.2

SSC Test

Annex J

CTOD

1

WT Tolerances

2

Bevel

3

General

4

4. Length range

10.2.3

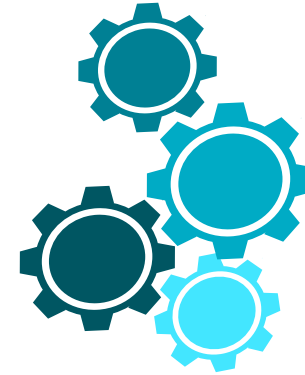
Hydrostatic test

Page 1





LINEPIPE COATING



3

## Specification Overview

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# LinePipe Coating Key Features - General

One of the main threats to pipelines is corrosion caused by water, chemicals, and soil conditions. Coating provide a barrier to prevent this. KPO pipelines requires specific type of coating as such as: Thermally insulation, Dual Fusion Epoxy coating.

## Dual FBE Coating Requirements (ISO 21809-2) and COMPANY specification requirements (KPO-00-PLS-SPC-00019-ER):

Coating thickness: 1<sup>st</sup> layer minimum 450  $\mu\text{m}$ ; 2<sup>nd</sup> layer maximum 860  $\mu\text{m}$

Temperature rating:  $-40^{\circ}\text{C}$  /  $+110^{\circ}\text{C}$

## Thermally Insulation Coating Requirements (ISO 21809-2 , KPO-00-PLS-SPC-00018-ER):

**FBE Coating thickness:** minimum 450  $\mu\text{m}$ ;

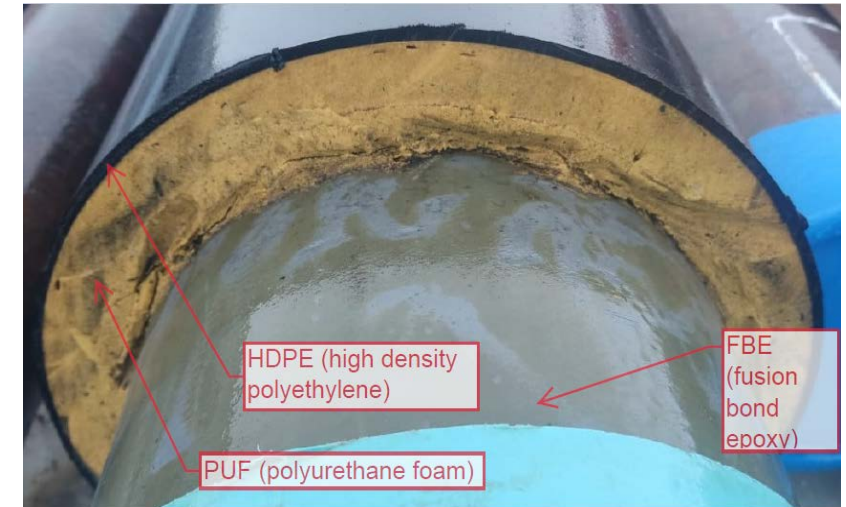
Temperature rating:  $-40^{\circ}\text{C}$  /  $+110^{\circ}\text{C}$

**PUF:** Density  $\geq 150 \text{ kg/m}^3$  /  $\geq 60 \text{ kg/m}^3$

Max operating temperature:  $110^{\circ}\text{C}$

**HDPE:** Thickness 4-5mm; density  $\geq 940 \text{ kg/m}^3$

Note: More detailed requirements specified in Company specification



Pre-qualification tests for FBE coating application is one of the main requirements of the COMPANY Specification.

# Specification Overview - Core Technical Specifications

All material shall be supplied in full compliance with the LinePipe, Induction Bends and Coating Specifications and Data Sheets, reference in RFQ or PR line item, as well as the following KPO documentation :

S/N	Document Number	Title	Rev.
1	KPO-00-PLS-SPC-00003-E	Specification for API5L Seamless Linepipe for Sour Service	A7
2	KPO-00-PLS-SPC-00007-ER	Specification For Pipeline Induction Bends.	A1
3	KPO-00-PLS-SPC-00018-ER	Specification for Pipeline Coating and Thermal Insulation	A5
4	KPO-00-PLS-SPC-00019-ER	Specification for Fusion Bonded Epoxy Coating	A3
5	KPO-10-PLS-DTS-00001-ER	Gathering System – Linepipe. Line Pipe Data Sheet	A7
6	KPO-10-PLS-DTS-00003-ER	Induction Bend Data Sheet for Gathering Lines	C8
7	KPO-8B-PLS-DTS-00003-ER	Sour gas Re-Injection – Linepipes. Data Sheet	A7
8	KPO-8B-PLS-DTS-00005-ER	Induction Bend Data Sheet for Sour Gas Re-injection System	A1
9	KPO-00-QAC-SPC-00001-E	Supplier Welding Procedure Approval & Welding Quality Reequipments.	A4
10	KPO-AL-LGT-SPC-00001-E	I_01_Packing and Shipping Instructions	A8
11	KPO-AL-LGT-SPC-00002-E	I_02_Import Instructions	A7

## Standards & Certifications compliance

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# Field Joint Repair Kit

In pipeline system, field joint represent the areas where individual pipeline sections are welded together.

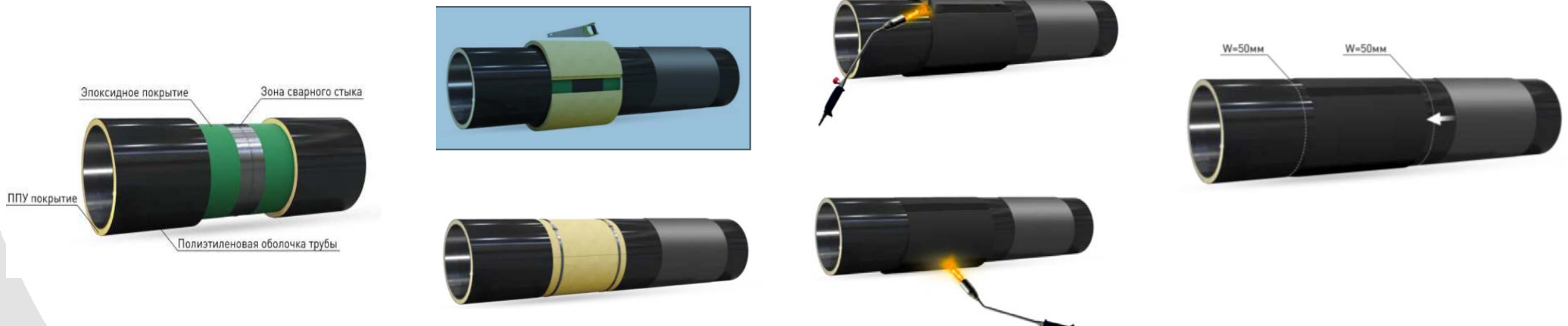
These area if joints is bare and requires restoring the protective coating which is **Field Joint reparation Kits (FJRK)**.

The **Field Joint Repair Kits** required for Thermally Insulated and FBE coated pipelines.

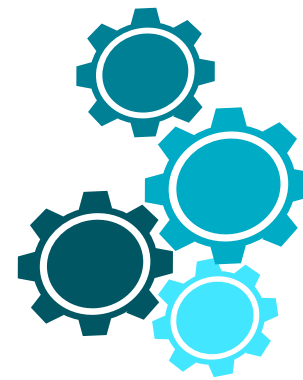
FJRK for Thermally Insulated pipelines and FBE coated pipelines shall be according to COMPANY specification requirements (KPO-00-PLS-SPC-00027-ER)

A Pre-Production Trial / Pre-Production Test (PPT) shall be performed at the actual site of production field joint coating using the personnel mobilised for production FJC application in order to take into account the environmental and other site specific effects on the coating application.

**Manufactures:** KPO mainly uses Canusa or TIAL products.







Operations Field  
department



## Insulation materials

3

### Insulation materials overview

# General Information

- KPO is currently using a range of insulation materials, used in various facilities, units and pipelines of the company.
- The materials are critical for the process and are aimed to reduce losses of heat in pipelines and equipment, what is extremely important for maintaining the product temperature and preventing hydrocarbons crystallisation, which, in its turn, helps to improve energy efficiency of the systems.
- Proper selection of insulation materials contributes to reducing energy costs as additional heating or cooling requirement is reduced. Use of insulation materials ensure safety of personnel, reducing risks of burns from hot surfaces and providing required protection when working with toxic or flammable substances.
- All insulating materials must comply with established quality and safety standards and both to local and international norms, provided to ensure their reliability and efficiency.
- We have developed required technical specifications for insulation materials, which we are ready to present to you for review and making decisions.  
The details will be provided on the next slides.

# Basic specifications of insulation materials – General information



- To cover KPO needs, various insulation material types such as mineral wool in rolls and mats, aluminium insulation, foam rubber insulation are used.
- Use of these insulation materials in the oil and gas industry increases process safety and efficiency and minimises the environmental impact.

# Technical characteristics: Mineral wool cylinder

- A mineral wool cylinder is a non-flammable heat insulation cylinder of non-organic insulation nature, made of rock melt, sedimentary rocks, volcanic scoria, smelter slug, industrial silicate wastes. Mineral wool used for manufacturing of the cylinders is produced in accordance with GOST and TSs of manufacturing plants. Mineral wool cylinders are used to provide heat insulation of the pipelines with the outer diameter from 18 mm to 1420 mm with the transported media temperature range from -1800°C to +7000°C. Mineral wool cylinders are used for heating insulation of gas and oil pipelines.

Technical specifications	
Density of layer	100 kg/m <sup>3</sup>
Maximum operating temperature: t <sup>0</sup> C	up to +600 <sup>0</sup> C
Internal diameter:	18 mm
Wall thickness:	50 mm
Length:	1-1.2 m.
The material complies with the procedure:	KPO-00-PIP-SPC-00020-E





# Technical specifications: wire-sewed mineral wool mat

- The sewed mat МП-125, made of mineral wool on the basis of the basalt rock, is manufactured according to the GOST 21880-2011 and is used as common technical insulation for equipment and pipelines operated in the temperature range from -170°C to +450°C.

Technical specifications	
Density of layer:	100 kg/m <sup>3</sup>
Maximum operating temperature:	up to +600°C
Dimensions:	4000 mm x 1000 mm
Thickness of layer:	50 mm
Length:	1-1.2 m.
The material complies with the procedure:	KPO-00-PIP-SPC-00020-E
Supplied in:	Rolls



# Technical specification: foam rubber heat insulation

- Density of foam rubber insulation – 40-80 kg/m<sup>3</sup>. Presence of open pores not exceeding 10% is allowed. Various types of insulation materials allow operating an item in the temperature range from -200°C to +175°C; for this, they are used to ensure heating insulation not only for heating, water supply and air conditioning systems, but also for process pipelines. Foam rubber insulation is processable, resistant to chemicals and water, and capable of ensuring up to 70% of energy saving, as well as reliable long-lasting protection of pipelines from condensation.

Technical specifications	
Material:	Tube
Maximum operating temperature:	-40°C/+125°C
Diameter:	10 mm; 15 mm; 22 mm; 28 mm; 35 mm; 48 mm; 60 mm; 89 mm; 114 mm; 168 mm;
Wall thickness:	19 mm
Colour:	Black
Supplied in:	Sheets
Maximum operating temperature:	-40°C/+125°C
Width:	1 meter
Length:	6 meters
Sheet thickness	25 mm
Colour:	Black



# Technical specifications: taluminium sheet

- An aluminium sheet is a low-value and, compared with rolls of steel and other metals and alloys, light-weight material. An aluminium sheet is easy to treat, and ready items are durable, corrosion-resistant, highly strong from mechanical and atmospheric points of view.
- An aluminium sheet is necessary for the media, which required corrosion-resistance. Tapes are used to provide insulation of pipeline structures, they ensure waterproofing for water, oil and gas pipeline systems.

Technical specifications	
Width	0.914-1 m
Length	30 meters
Thickness	1.2 mm
Moisture barrier, type:	Polysurlyn
Requirements for aluminium:	Alloy 5005 or 3003-H14 or H16 Temper as per ASTM B209, an alternative according to the GOST ВД1 АМ
Barrier requirements:	
Thickness:	76 microns



# Requirements to insulation materials

- The following certificates must be provided by a manufacturer in the process of the given materials supply:
- Certificate of Conformity from the manufacturer (confirming compliance of filters to set standards and specifications);
- Certificate of Conformity to Standards (confirming the insulation materials to be manufactured in compliance with international standards as ASTM, BS, EN, ISO, etc.);
- Certificate of Origin: confirming the country of origin;
- Certificate 3.1 (for metal items): According to the Standard 10204, the Act of Acceptance confirms the goods, supplied to a client, to comply with the requirements set in the purchase order. Relevant testing results (e.g. strength test) shall be enclosed to the document;
- The supplied goods comply with the requirement set in the procedure KPO-00-PIP-SPC-00020-E.

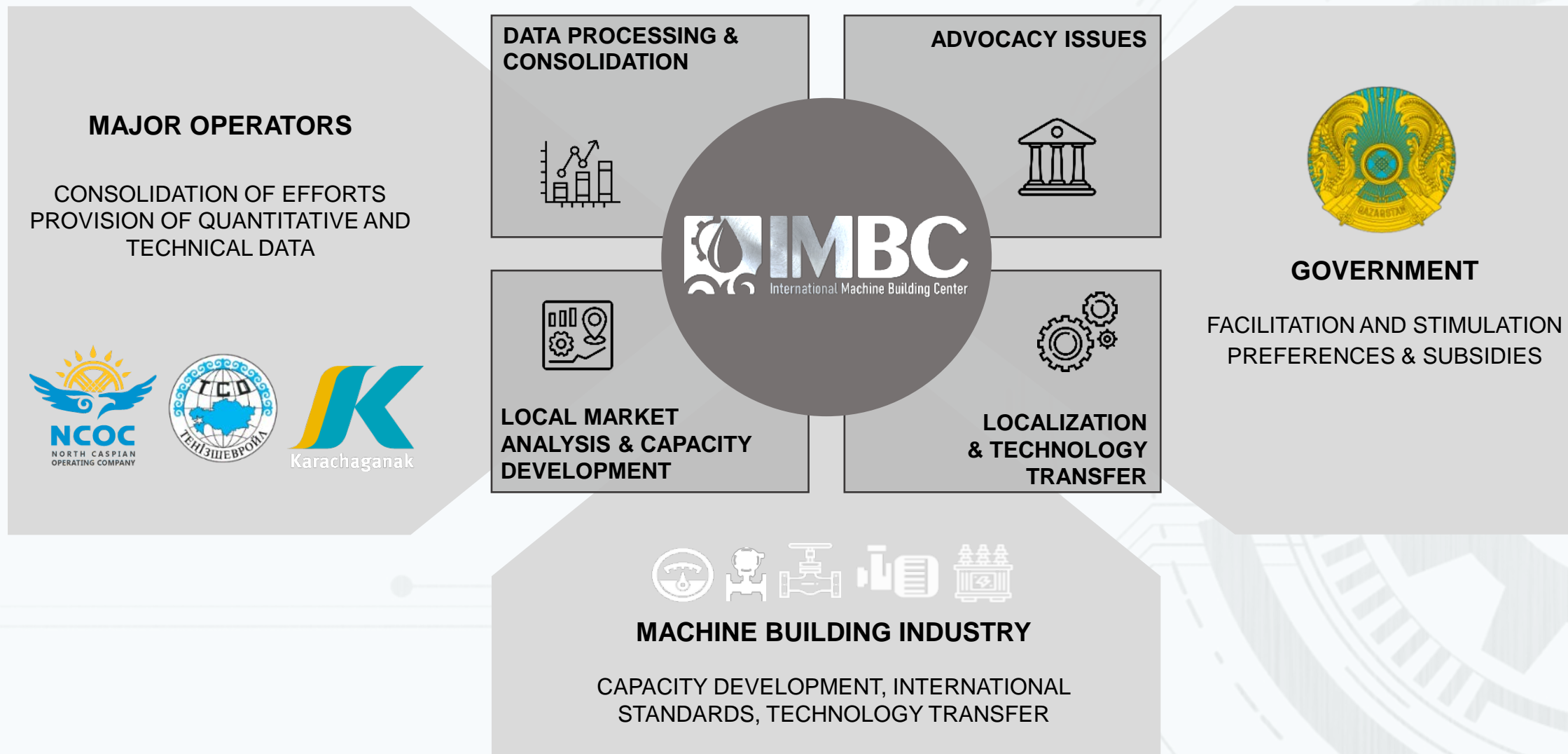
**Note:** Requirements to certificates will be additionally discussed at the stage of concluding a contract between KPO and a potential insulation materials manufacturer.



# OVERVIEW OF IMB CENTER'S ACTIVITIES

KPO TECHNICAL WEBINAR ON LINEPIPES & PIPING AND  
INSULATION MATERIALS







In our analyses of demands and identifying localization priorities, we utilize the FPAL coding system

## FPAL Commodity Codes

**1.01**  
Drilling Equipment

**1.02**  
Material and Product  
Handling Equipment

**2.99**  
Other Products / Equipment  
and Materials

### Commodity Group A

**1.09**  
Electrical Equipment and  
Materials

**1.10**  
Instrumentation / Process  
Control Equipment / Materials

**2.02**  
Valves and Accessories

### Commodity Group B

**1.04**  
Pumps and Seals

**1.11**  
Process Filters

**1.12**  
HVAC

**2.01**  
Line pipe

### Commodity Group C

**1.02**  
Material and Product Handling  
Equipment

**1.07**  
Heat Exchangers / Heat  
Transfer Equipment

**1.16**  
Firefighting Equipment

**2.07**  
Chemical / Oils / Paints

**2.08**  
Insulation / Refractory  
Materials

### Commodity Group D

**1.03**  
Compressors / Expanders /  
Blowers and Accessories

**1.05**  
Drivers and Accessories

**2.03**  
Steel / Metal Materials

**2.11**  
Workshop and Handtools

Procurement in above commodity groups accounts for **over 75% of all procurement of goods** by three Operators \*\*





## Commodity Group A



## Commodity Group B



## Commodity Group C



## Commodity Group D

Demands analysis	35,000 items analysed	55,000 items analysed	7,000 items analysed	12,000 items analysed
High demand goods identified	19 types of goods	18 types of goods	27 types of goods	TBC
Market analysis, longlist from available resources	more than 90 manufacturers identified	more than 100 manufacturers identified	more than 80 manufacturers identified	TBC
Site surveys, manufacturers who expressed interest	72 site surveys conducted	61 site surveys conducted	41 site surveys conducted	TBC
Shortlisting, manufacturers producing types of goods with high demands	23 manufacturers shortlisted	16 manufacturers shortlisted	In process	TBC
Capacity development	8 CDPs developed	3 CDPs developed	TBC	TBC
Implementation of capacity development	3 recommended manufacturers	2 recommended manufacturers	TBC	TBC

## Recommendations to Operators

## LINEPIPES & PIPING PRODUCTS



Seamless,  
plastic, GOST  
Linepipe  
**821,958 m**



Fastenings  
**108,442  
ea/pk/box**

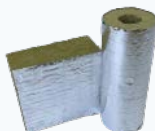


Tubes, Fittings  
and Flanges  
**20,301 ea/pk**



Gaskets and  
packings  
**84,529 ea/pk/box**

## INSULATION / REFRACTORY MATERIALS



Insulation  
(mineral wool)  
**95 782 rl, m, m2**



Insulation (foam, jacket,  
sheet, fiber, blanket)  
**89 163 m, ea, m2, rl**



[technicalsupport@imbc.kz](mailto:technicalsupport@imbc.kz)



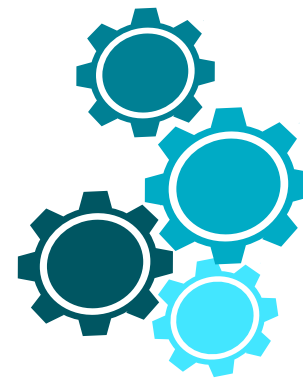
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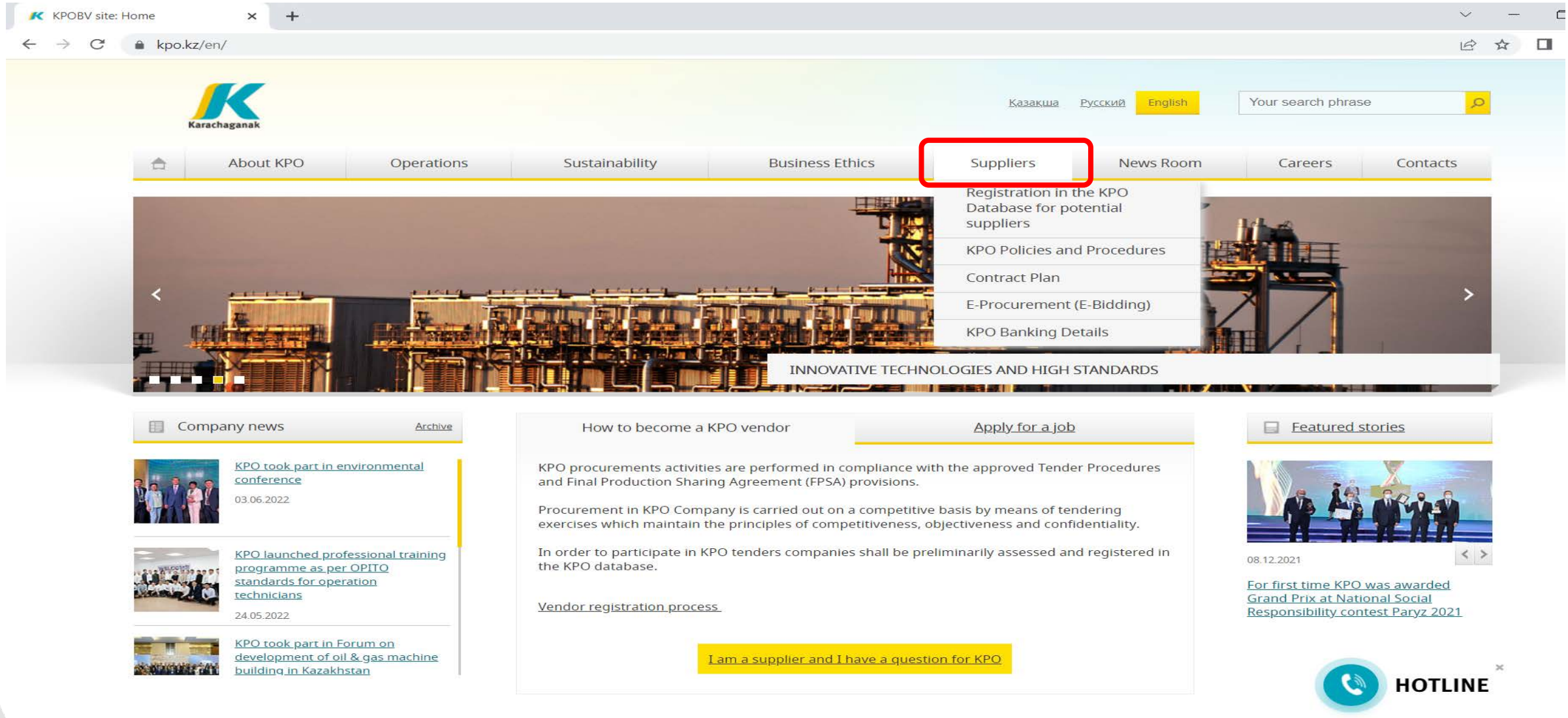
[www.imbc.kz](http://www.imbc.kz)

*The range and specificity of services for assistance in the development of the potential of manufacturers, offered by IMBC, are limited and are subject to provision on an individual basis, depending on the readiness of the manufacturer to supply their manufactured goods in line with the requirements of the Operators.*

*Assistance from IMBC does not oblige any retaliatory action from the potential manufacturer. The services of IMBC do not represent a guarantee of the successful participation and / or successful award of Contracts to the manufacturer in the procurement processes of the Operators.*



## KPO Supplier Database

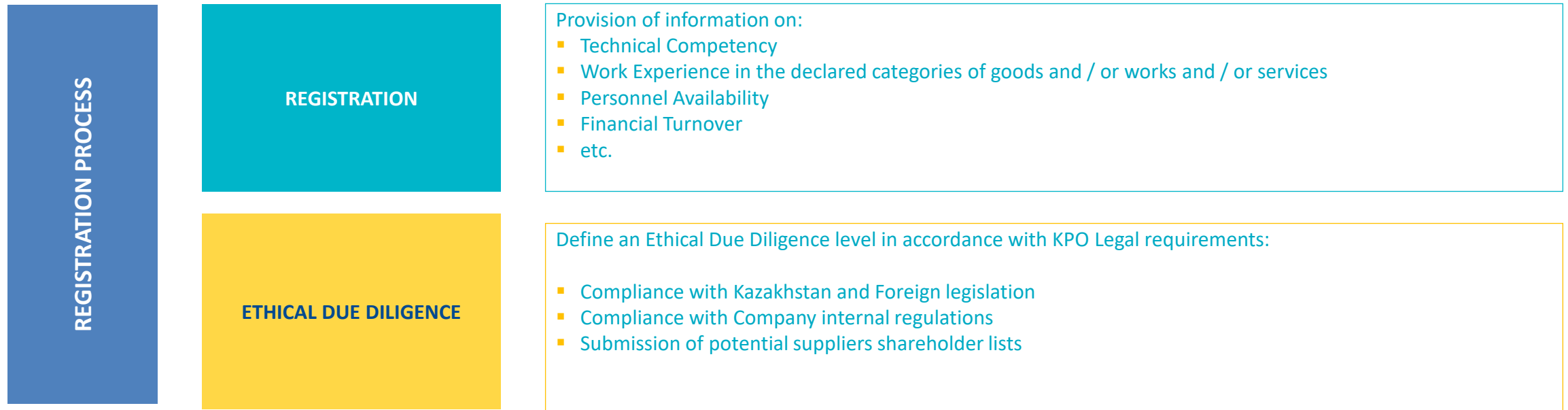


The screenshot displays the KPO website interface. At the top, there is a navigation bar with the Karachaganak logo, language options (Kazakh, Russian, English), and a search bar. The main navigation menu includes links for About KPO, Operations, Sustainability, Business Ethics, Suppliers (highlighted with a red box), News Room, Careers, and Contacts. A dropdown menu for the Suppliers link lists the following options: Registration in the KPO Database for potential suppliers, KPO Policies and Procedures, Contract Plan, E-Procurement (E-Bidding), and KPO Banking Details. Below the navigation bar, there is a large banner image of an industrial facility with the text "INNOVATIVE TECHNOLOGIES AND HIGH STANDARDS". The main content area is divided into three columns. The left column, titled "Company news", features three news items with images and dates: "KPO took part in environmental conference" (03.06.2022), "KPO launched professional training programme as per OPITO standards for operation technicians" (24.05.2022), and "KPO took part in Forum on development of oil & gas machine building in Kazakhstan". The middle column, titled "How to become a KPO vendor", contains text about procurement activities and a link to the "Vendor registration process". The right column, titled "Featured stories", features a story about the "Grand Prix at National Social Responsibility contest Paryz 2021" dated 08.12.2021. At the bottom right, there is a "HOTLINE" button with a phone icon.



# VENDOR REGISTRATION

All potential suppliers shall be registered in KPO Database



Vendor registration in KPO Vendor Database does not guarantee the participation in a tender or contract award, but suggests that a registered company may be considered as a market research participant for provision of goods, works and services for further pre-qualification process or tender as the need arises.

# VENDOR REGISTRATION

- To register in KPO Vendor Database, potential suppliers shall:
  - Download a questionnaire on KPO website – <https://kpo.kz/ru/postavshchikam/registracija-v-baze-dannykh-postavshchikov-kpo>
  - Fill in the questionnaire for the preliminary vendor assessment and indicate activity codes
  - Attach copies of required documents
  - Submit the completed pack of documents for vendor assessment and registration by e-mail at [MIVQ@kpo.kz](mailto:MIVQ@kpo.kz)
  - Contact phone: +7 (711336) ext. 4943, 4946, 2192
- KPO encourages Suppliers to update registration data on an ongoing basis, related to:
  - Work Experience in the declared categories of goods, works, services
  - Certification, accreditation
  - Reorganization
  - Contact persons

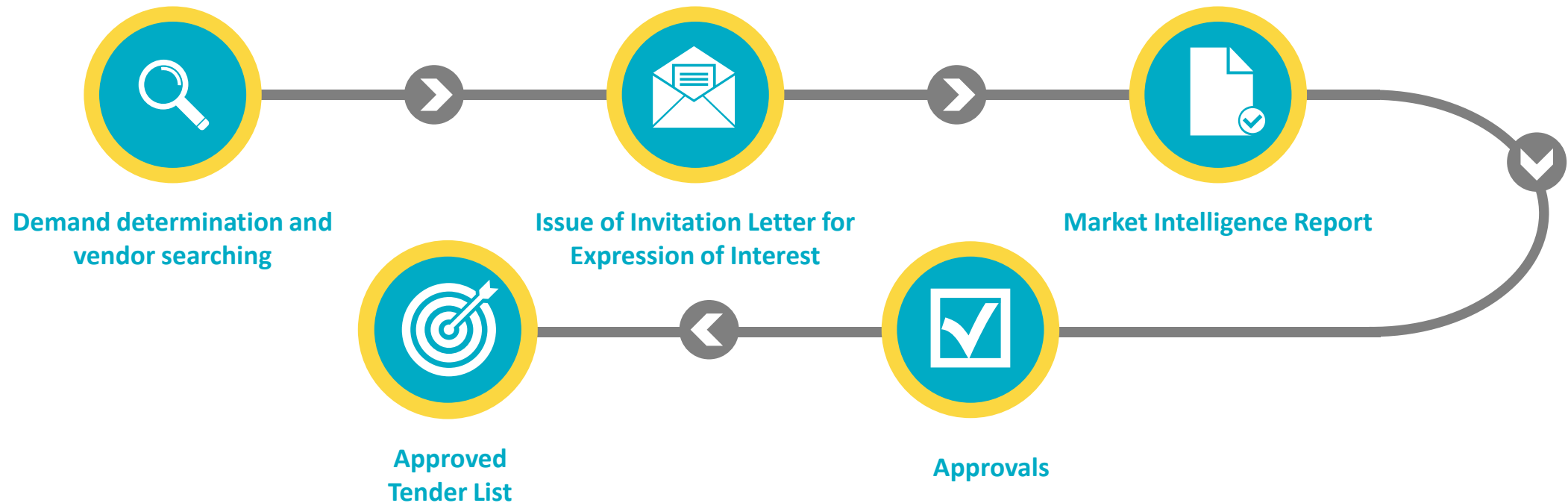


# MARKET RESEARCH

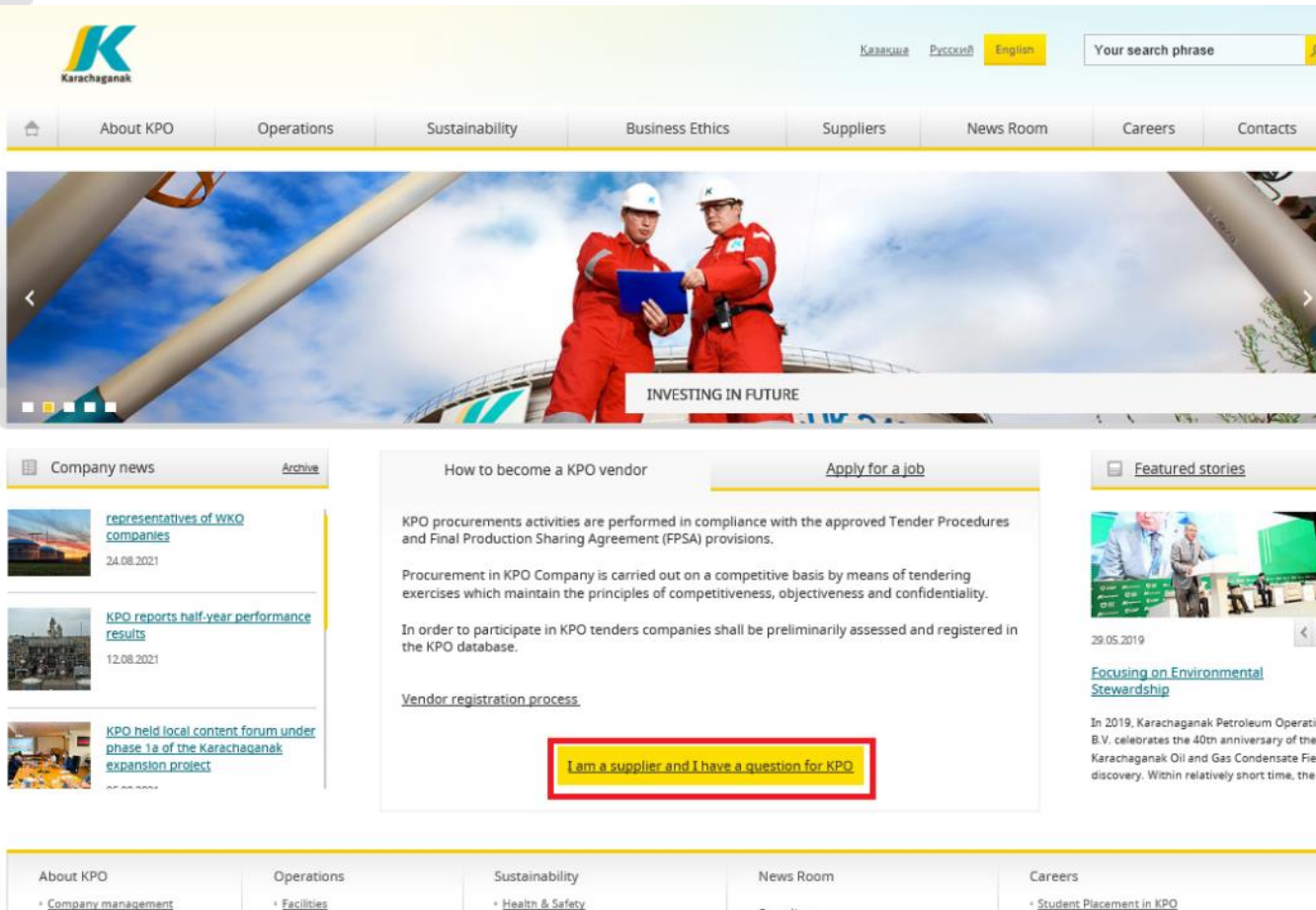
## Purpose

- Define potential suppliers of goods, works, services who can perform as per KPO requirements
- Ensure free competition for KPO tenders

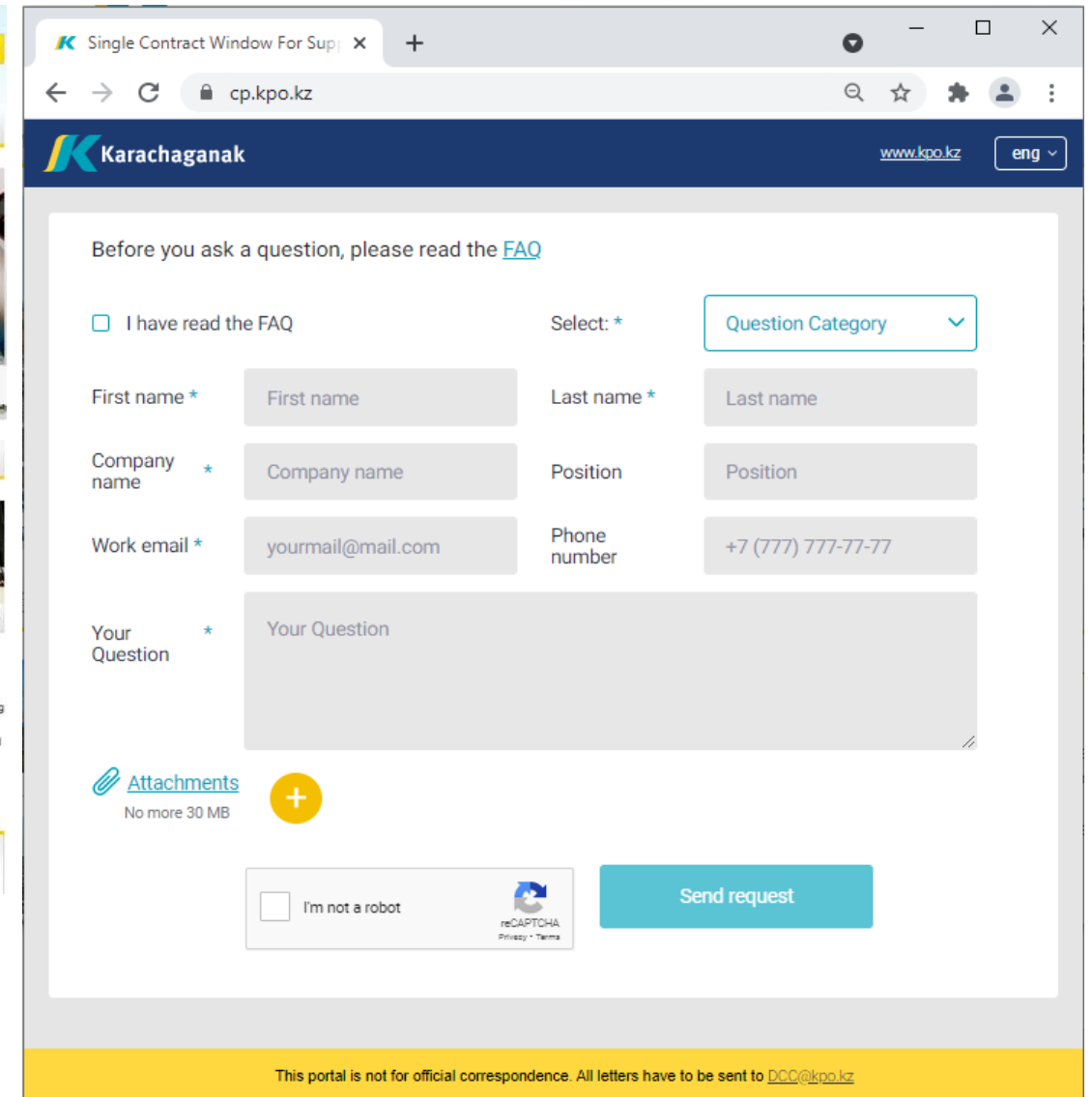
## PROCESS



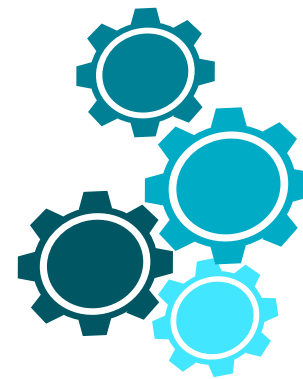
# "SINGLE WINDOW" SYSTEM



The screenshot shows the Karachaganak website homepage. At the top, there is a navigation bar with the Karachaganak logo, language options (Kazakh, Russian, English), and a search bar. Below the navigation bar is a large banner image of two workers in red uniforms looking at a tablet, with the text "INVESTING IN FUTURE". The main content area is divided into three columns. The left column contains a "Company news" section with three articles. The middle column contains a "How to become a KPO vendor" section with a link to "Apply for a job" and a highlighted button that says "I am a supplier and I have a question for KPO". The right column contains a "Featured stories" section with a link to "Focusing on Environmental Stewardship". At the bottom, there is a footer with links to "About KPO", "Operations", "Sustainability", "News Room", and "Careers".



The screenshot shows the "Single Contract Window For Suppliers" form on the Karachaganak website. The form is titled "Before you ask a question, please read the [FAQ](#)". It includes a checkbox for "I have read the FAQ" and a "Select:" dropdown menu for "Question Category". The form also has input fields for "First name", "Last name", "Company name", "Position", "Work email", and "Phone number". A large text area is provided for "Your Question". Below the question field, there is an "Attachments" section with a plus icon and the text "No more 30 MB". At the bottom of the form, there is a checkbox for "I'm not a robot" and a "Send request" button. The footer of the form states: "This portal is not for official correspondence. All letters have to be sent to [DCC@kpo.kz](mailto:DCC@kpo.kz)".

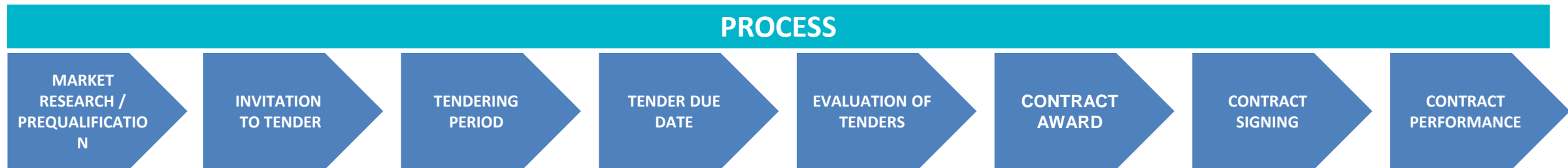


# Procurement Process

# PROCUREMENT PROCESS

KPO shall perform the procurement activities in accordance with:

- the Final Production Sharing Agreement (confidential and intended only for the use of KPO, its Shareholders and the Republic) and the Joint Operating Committee's Tender Procedures (JOC)
- current legislation
- approved budget and work program



# MAXIMUM ATTENTION SHALL BE PAID TO



**TENDER PACKAGES  
SUBMISSION  
REQUIREMENTS**



**TENDER PACKAGES  
SUBMISSION  
REQUIREMENTS THROUGH E-  
BIDDING SYSTEM**  
([Link to the instructions](#))



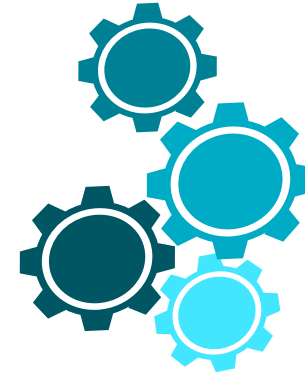
**INSTRUCTIONS  
TO TENDERERS**



**TENDER DUE DATE / TIME**

# TENDER DOCUMENTATION CONTENTS

1. Cover letter
2. Forms, that shall be mandatorily signed, stamped and provided within timeframe specified:
  - Tender Acknowledgement and Confidentiality Agreement
  - Form of Tender
  - Certificate of Corporate Ownership and Declaration of Compliance
3. A package of documents related directly to the tender subject itself
4. Instructions to Tenderers
  - Form of Contract includes:
    - Form of Agreement
    - Schedule A – General Terms and Conditions
    - Schedule B – Scope of Goods/Services to be Supplied and Specifications
    - Schedule C – Compensation and Payment
    - Schedule D – Health, Safety and Environment (HSE) requirements
    - Schedule E – Special Conditions
    - Schedule F – Statement of Local Content
    - Schedule H – Industrial Relations
  - Questionnaire for Tender Participants
  - List of goods and technical delivery conditions (if applicable)
5. Instructions for preparing a tender proposal:
  - Instructions to Tender Participants
  - Bid marking template

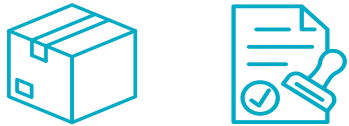


## Local Content Mechanisms



# SUPPORTING MECHANISMS FOR LOCAL COMPANIES

## TRIAL ORDER



Tenders for testing a trial batch of GOODS from Kazakhstani suppliers

## EARLY TENDER



Contract is concluded for the supply of GOODS with a suspensive condition or with a long-term delivery schedule

## KAZAKH TENDER



Tenders exclusively among Kazakhstani Suppliers. The goal is to award contracts to Kazakhstani suppliers of GWS

## CONTRACT IN **EXCHANGE** FOR INVESTMENTS (UNDER REVISION)



A contract in exchange for investment is a long-term contract concluded on a Single source basis, under which the supplier undertakes to produce goods of local origin that are the subject of a procurement contract in the territory of the Republic of Kazakhstan





**Thank you!**