

Uhde innovate 2024

EPC Partnering “change in scope and mindset”

06.06.2024 | Dr. Sven Müller-Rinke
thyssenkrupp Uhde

engineering.tomorrow.together.



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Change in scope and mindset



challenges

of project

driven by transformation in energy sector

Project size

integrated power to x, multiple trains

Limitations in labor market

engineering resources



Uhde path forward

EPFC partnering

reliable partnering concept, flexible interfaces, early involvement

Modularization

scalable business, learning curve

Focusing in scope and portfolio

clean products, process plant



Global partnering strategy by regions

North America

EPC-Main-Partner	Status
Partner 1	MOU in place
Partner 2	First contact
Partner 3	First contact
Partner 4	Meeting to be organized

Europe

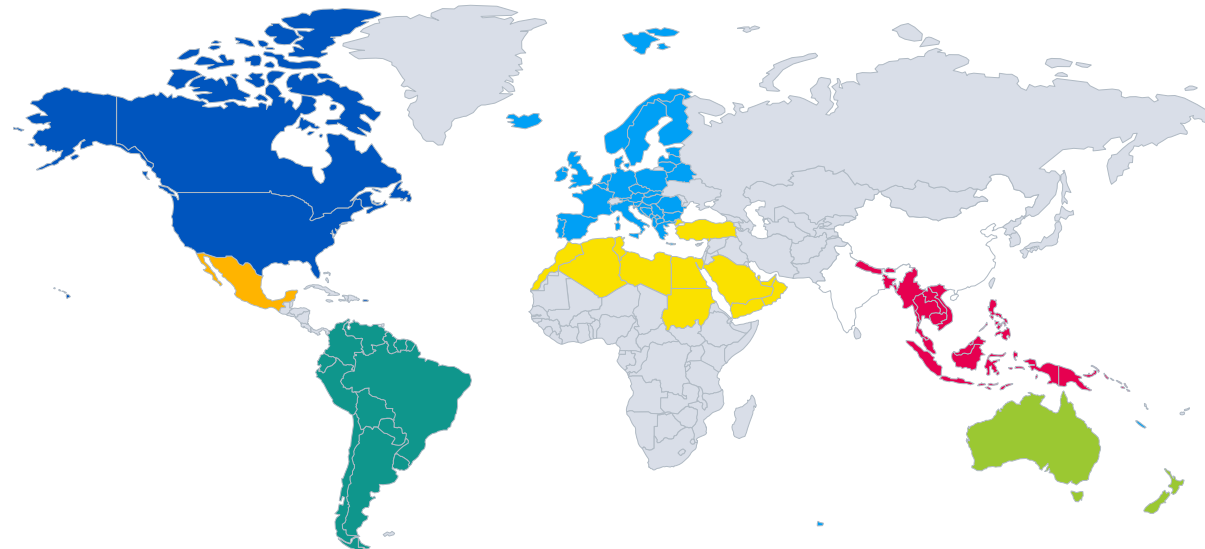
Consortia-Partner	Status	EPC-Main-Partner	Status
Partner 1	Audit done	Partner 1	First contact
Partner 2	MOU in place	Partner 2	First contact
Partner 3	MOU in place		

Global – “door opener”

Partner – Project Developer	Status
Partner 1	First contract
Partner 2	To be started
Partner 3	First contract
Partner 4	To be started

Mexico (+Central America)

EPC-Main-Partner	Status
Partner 1	Audit done
Partner 2	Audit done
Partner 3	Meeting to be organized



SEA (excl. China and India)

EPC-Main-Partner	Status
Partner 1	First contact
Partner 2	MOU in place
Partner 3	First contact

South America

EPC-Main-Partner	Status
Partner 1	Meeting to be organized
Partner 2	Audit done

Sub-Sahara

EPC-Main-Partner	Status
Partner 1	Audit done
Partner 2	MOU in place
Partner 3	Meeting to be organized
Partner 4	Meeting to be organized
Partner 5	MOU in place

MENA (incl. Turkey)

EPC-Main-Partner	Status
Partner 1	MOU in place
Partner 2	First contact
Partner 3	First contact
Partner 4	MOU in place
Partner 5	MOU in place

Australia /NZ

EPC-Main-Partner	Status
Partner 1	First contact
Partner 2	MOU in place
Partner 3	Meeting to be organized
Partner 4	First contact



Smart Split of work: Partnering concept



Modularization



Fabrication / Modularization



Safety

Benefits

- Work shifted to shop environment
- Reduced total site hours
- Reduced work at height
- Potential reduction in crane usage



Quality

- Labor availability (quantity/quality)
- Working in controlled environment (e.g. weather effects)
- Work is inspected and tested



Productivity

- Workflows in parallel are possible within shop and at shop & site



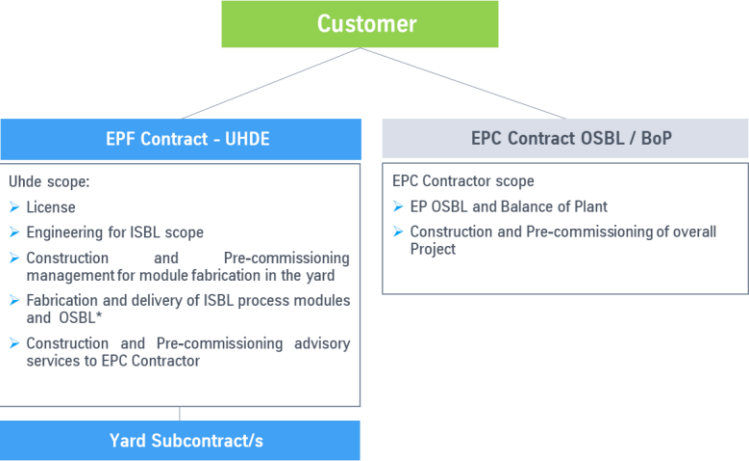
Footprint

- Reduction of impacts on local communities (e.g. import skills and camps)
- Utilization established yards

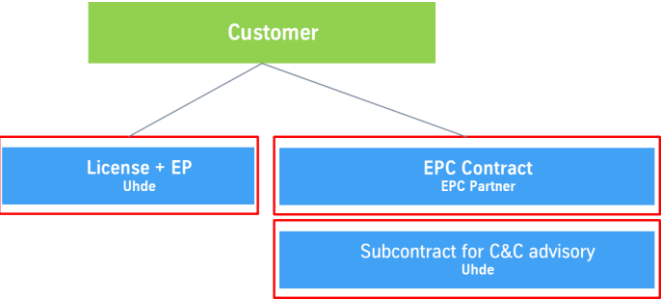


Smart Contracting

Direct module delivery



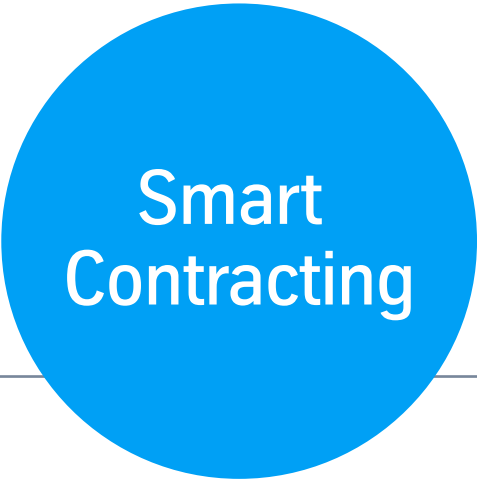
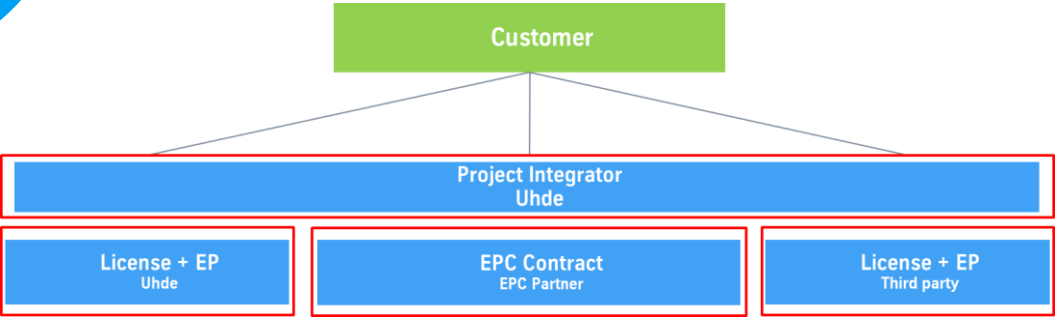
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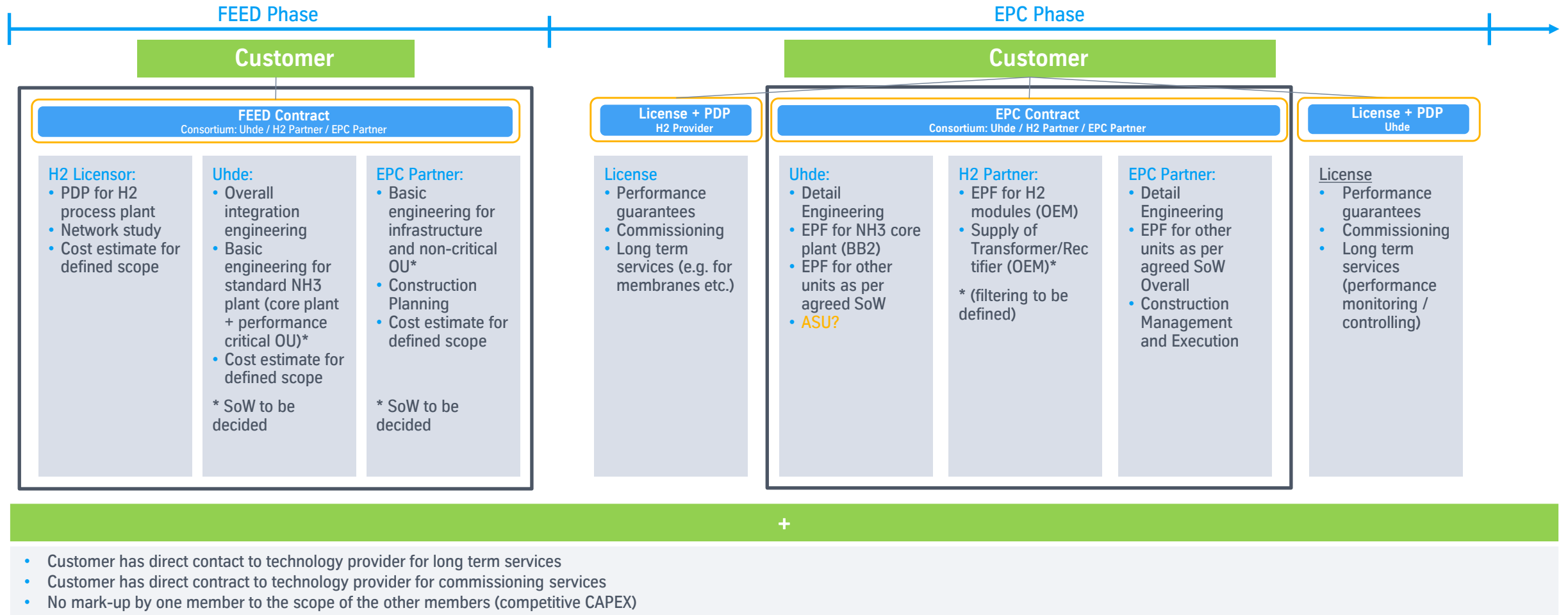
Full EPC Consortium



Project Integration Agreement



Contracting concept – risk sharing





Thank you for your attention



Head of Contract Management
& Subcontracting



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