



**SAGA Global Consultants**

**The Think-Tank for the Oil & Gas Industry**

# **CORPORATE PROFILE**



# Wealth of Knowledge



We are in a knowledge driven economy where the key factor for growth rests upon acquiring, sustaining and nurturing knowledge

We are a Knowledge organization

We identify, understand and implement services by pooling together the vast experiences of our technical experts for discerning global clients in the Hydrocarbon sector.



## **“Expertise through Experience”**



# About us



## OVERVIEW OF SAGA

A group of specialists / experts drawn from flagship national oil companies in the Hydrocarbon Sector.

Saga Global Consultants (Saga) is engaged in Design, Detailed Engineering, Project Management, Training & Development services for Process Plants, Refineries, Petrochemical Plants and Oil & Gas storage and distribution Terminals across the globe.

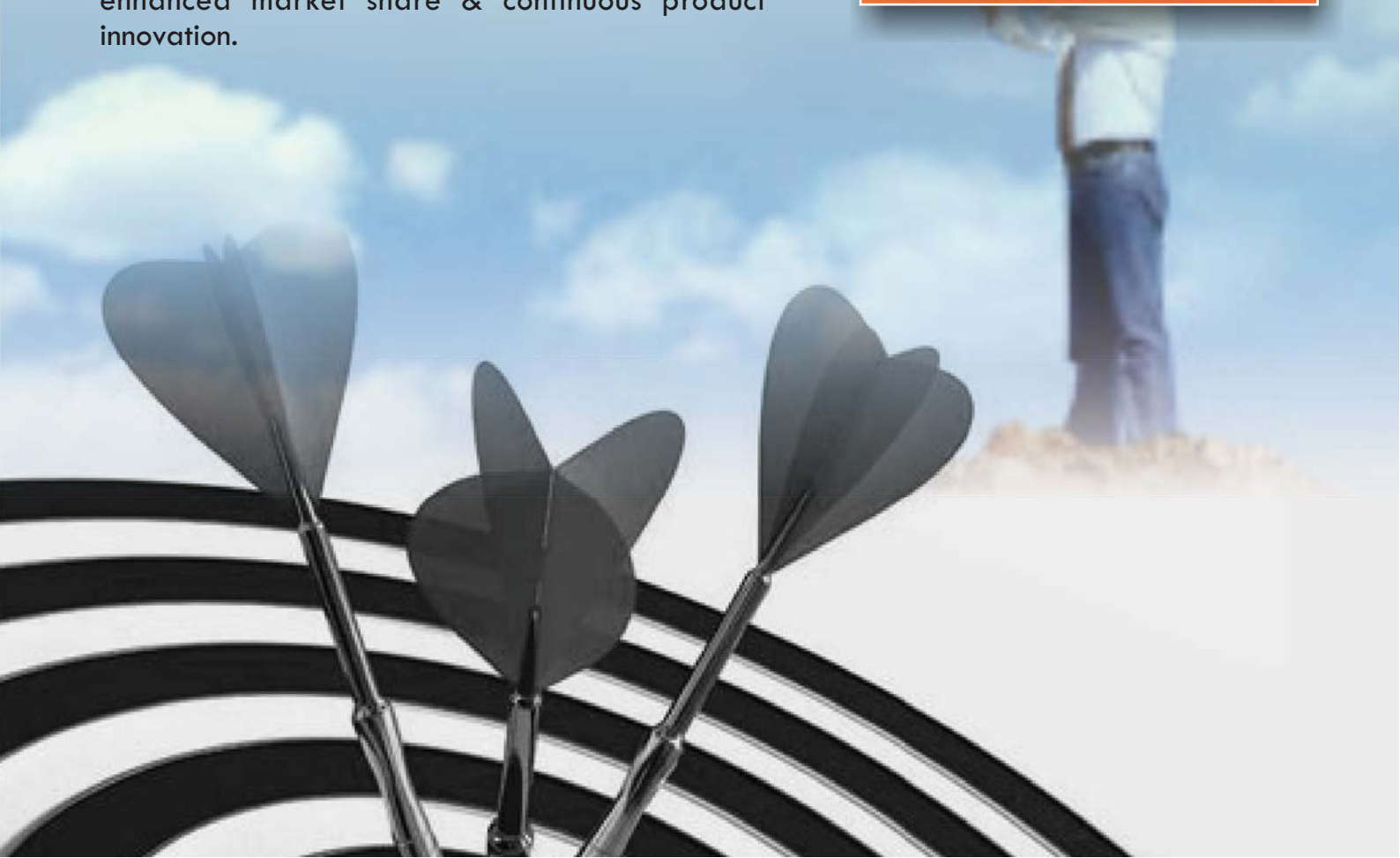
## DRIVEN BY VISION

Saga is a globally preferred knowledge consortium, providing best in class services in the energy and related sectors.

Saga is an innovative, committed and focused team, continuously delighting its customers.

## MISSION

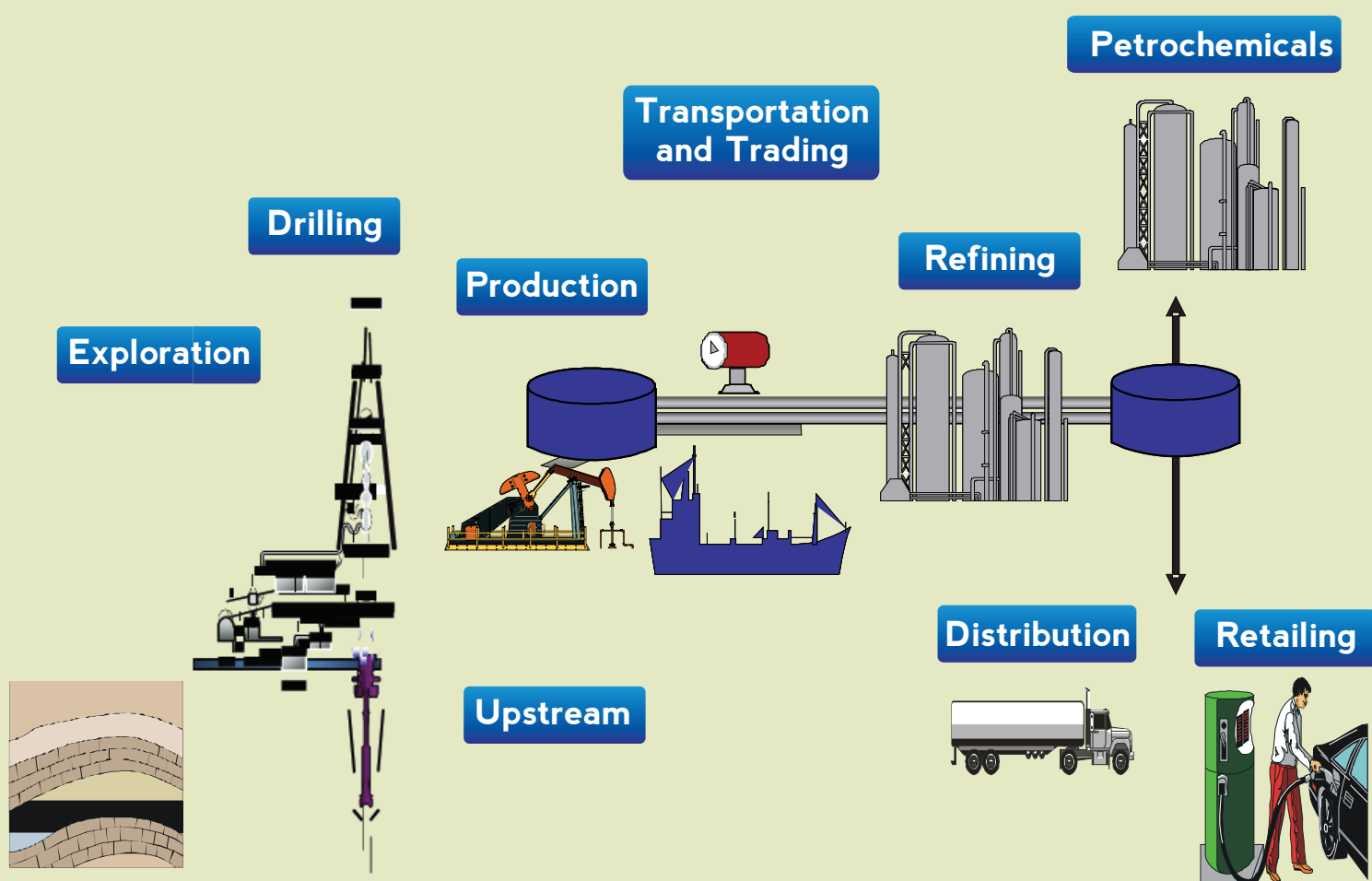
Sustained growth through customer delight, enhanced market share & continuous product innovation.



# Area of Expertise



Our business acumen encompasses the entire gamut of hydrocarbon and related sector activities covering various verticals within the sector.



**SURVEY**

**TO**

**SALES**



# Technical Consultancy

## Feasibility Studies

Saga has unique blend of talent, experience and capabilities that allows us to provide a full spectrum of services to clients including strategic investment support by carrying out detailed feasibility studies.

We carry out an in-depth study to establish technical feasibility and financial robustness of projects. This involves collection and analysis of the data such as market demand and the supply demand balances for the future scenarios, selection of site, process selection including configuration of the process units, technology source, estimation of capital and operating costs, crude / product pricing, financial analysis, Environmental Impact Assessment, project execution strategy & philosophy, human resource requirements etc.

## Due Diligence

Our specialist team of downstream sector auditors provides in-depth, reliable due diligence audits to our customers detailing confidential confirmation of risk levels likely to be encountered.

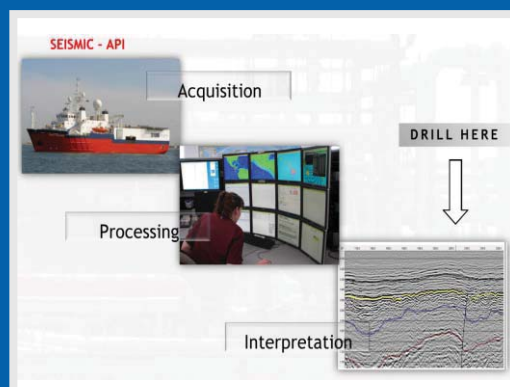
Saga has the capabilities to carry out technical and financial due diligence of assets and can assist clients in acquisition, sale and dismantling / relocating of assets. This will be carried out by a team of multi-disciplinary experts drawn from various fields after detailed inspection of physical state of the assets.

We examine and assess a wide range of industry hardware, refining processes, accounting systems and supporting historical data. This information enables us to ascertain and confirm the levels of risk pertinent to compliance, safety, environmental, stock losses and plant condition.

## Upstream Services

Saga is equipped with team of experienced geoscientists who can study and interpret geological and geophysical data and evaluate on-shore and offshore upstream assets. The upstream business being technically complex, highly risky and capital intensive, Saga can carry out technical analysis and financial due diligence on the new exploration blocks for its prospectivity and commercial viability of the block. Based on these studies, Saga can advise the client the chance of success and geological/political/geographical/country risks associated with new and existing assets under exploration before bidding or farming in into the asset.

Our experts can review critical documents such as the Production Sharing Agreement, Joint Operating Agreements, Farming-in and Farming-out Agreements in order to safeguard the interests of investors in this business.



# Design-Engineering



## Conceptual Design

Saga with its team having over 3 decades of experience in Hydrocarbon sector can carry out conceptual design of Petroleum Terminals, LPG facilities, Aviation facilities, Bitumen plants, Pipelines, Jetties for handling petroleum products as per international codes and standards such as API, NFPA, IP, ASTM, BS, IEC, IEEE and other relevant international codes / standards.

## Detail Design & Engineering

Saga can provide Process & Instrumentation Drawings (P&IDs), piping & equipment layouts, isometrics for pipeline routing, detailed engineering for civil, mechanical electrical and instrumentation and fire protection systems for grassroots projects as well as augmentation of existing Oil & Gas facilities.

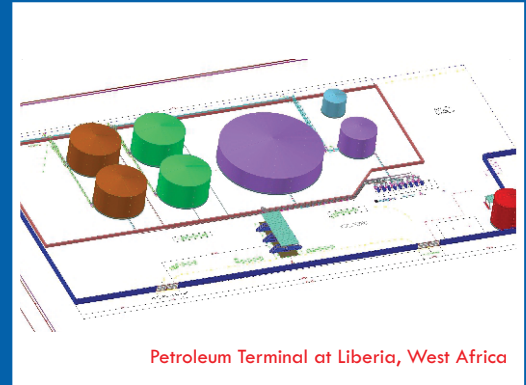
Saga is equipped with latest software on these various engineering services and is uniquely positioned to offer our clients a repository of knowledge based on International codes / Standards and 'Best Engineering Practices' adopted / followed internationally.

Our detailed engineering services include site selection, preparation of bill of materials/ material take-off, preparation of technical specifications, finalization of tenders, evaluation of tenders, vendor drawing review.

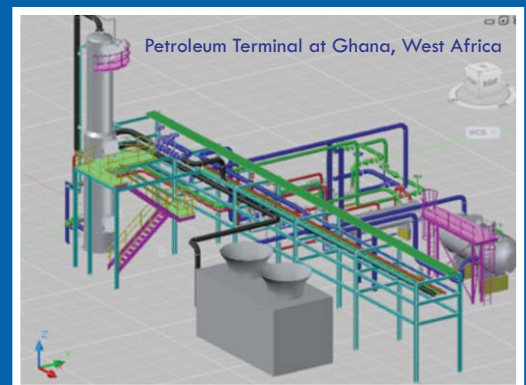
Saga's team of senior technologists, design engineers and executives, senior economists prepare detailed project report for submission to financial institutions for funding, and for project implementation. All our project reports have been well accepted by industry, banks and investors.

## Crude Assays Analysis & Interpretation

The selection of the Crude(s) for processing in the refineries requires detailed analysis and study / interpretation of the Crude Assays. The data generated by our own analysis has been useful to optimize the refinery operations and skills have been developed to interpret the data for commercial exploitation. Some of the main analyses carried out include detailed crude oil characterization, hydrocarbon structural analysis, full product analysis etc.



Petroleum Terminal at Liberia, West Africa



Petroleum Terminal at Ghana, West Africa





# Project Management

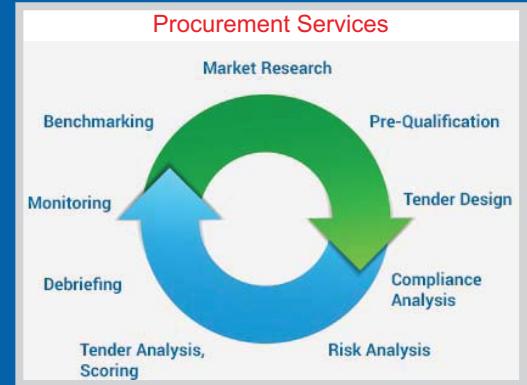


**Saga offers Project Management Consultancy (PMC) services covering all types of projects in hydrocarbon sectors.**

## Procurement Services

We offer procurement services like vendor selection, tendering process, contract finalization, contract management for sourcing and supplying materials, chemicals and equipments including inspection services in a cost effective and timely manner to meet the specific requirements of our clients.

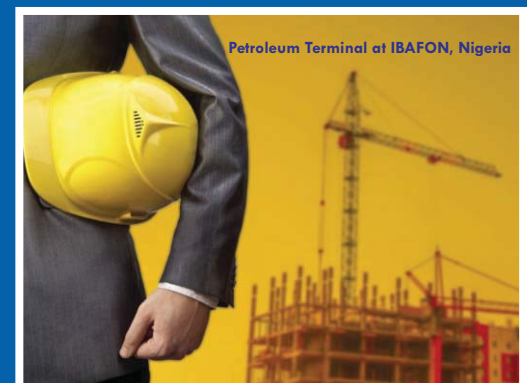
Our procurement department has qualified and experienced professionals with engineering background. Saga has an excellent network of vendors for supply of various types of equipments and has developed excellent relations with manufacturers and entered in to Long Term Contract availing bulk discounts.



## Construction Supervision

The scope of PMC services covers preparation of technical specification, supervision of pre-project activities like topographical surveys, geo-technical studies, construction supervision, inspection and commissioning assistance.

Saga shall act on behalf of and report to the client, be responsible for managing the overall Project activities in order to complete the project on time and within budget.

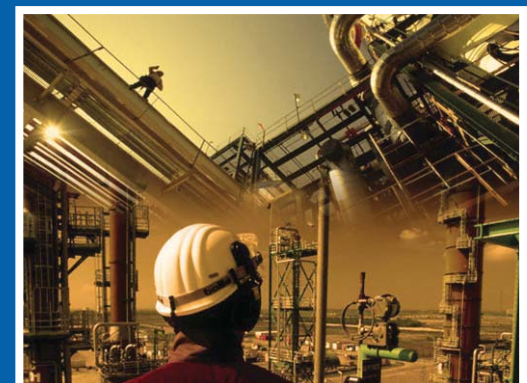


## TAM Services

We have been providing cost-effective solutions in diverse areas of turn around maintenance (TAM) of Process Plants. We bring immense value through our vast experience of more than 120 successful TAMs.

Saga provides the following :

- Preparation of comprehensive Tender for TAM Activities
- TAM Execution Management
- API Certified Inspection Specialist
- Static Supervisor
- TAM Planner
- TAM Advisor/ Specialist
- Review of Maintenance and TAM Practices, CMMS/Asset Management
- Post Turnaround Action & Evaluation Reports



# Operation Improvement

## Evaluation of Technology

Our technologists are experienced with vast knowledge and are well versed with know-how to evaluate and recommend the optimal technological options and most suitable configuration for process plants / refineries to clients taking into consideration Product Quality improvement, modernization of existing facilities as well as meeting the market demand.

Saga can assist clients to get the best fit technology considering the cost benefit analysis.

## Energy Management

Conservation and optimum utilization of resources has become the top national priority over the world. Saga with vast experience in implementation and operation of process plants / petroleum terminals, can carry out a “Walk through Energy Audit” in the plants by conducting preliminary study to quickly identify the potential areas of energy conservation keeping in view what has been achieved by the company in the past and the future thrust that may be required to further improve the operations.

Based on the outcome of the Walk through Energy Audit, a comprehensive study can be performed on the defined scope. Such detailed studies will bring out, alternatives considered, investments required, cost benefit analysis of the schemes, and the actions plans with recommendations.

## HAZOP/ Risk Assessment Studies

Saga conducts Audits of Exploration and Production installations, refineries, gas processing plants, LPG Plants, POL Depots / terminals, and cross country pipelines to check compliance and to further improve safety systems.

We conduct the following Operation Improvement/Safety Evaluation :

- HAZOP Study/ Risk Assessment
- Safety Audit and Procedures Recommendation
- Quality Procedures Assessment, Audit and Redefinition
- Operation Audits on Plant Stabilization
- Maintenance Need Assessment – Audit and Advice





# Training & Development

## Domain expertise

Saga firmly believes in facilitating translation of people potential to business results.

We provide world class standard of training programmes customized and tailor made to meet our client's training goals and objectives. Our faculties have practical experience, in the Oil & Gas sector, acquired over decades of work and exposure in the sector. Saga has the domain expertise covering the entire gamut of operations in oil industry and knowledge base of best practices.

Saga has passion for building organizational effectiveness through "Change Management". We adopt the Diagnose, Design and Deliver approach to study existing organizational structures, processes, culture and then embark on the "Transformation" intervention. We believe in effecting transformation through employees of the organization - therefore we will lead the intervention and sustain the transformation process.

## Instructor-Led Training (ILT) Programs

Saga conducts unique Instructor-led training programs with interactive sessions including hands-on, task-oriented learning; team building; learn-by-doing activities; and other techniques that engage the learner. Time being the essence of any organization Saga's philosophy of ILT program is to train for what the learner needs, that he can relate to, and can directly apply on the job.

We offer Managerial, Behavioural and Technical programs either on-site or at the client's premises :

- Develop content suiting client's requirements
- Develop training programmes for technical and management skill - to improve operational efficiencies and leadership qualities in operating staff at Petroleum Terminals.
- Develop e-learning programmes

## Knowledge of Best practices

We are uniquely positioned to bring our clients a repository of "Best Practices" and combined expertise of the best minds in the country. Our teams of professionals adopt a "hands-on" approach to assignments undertaken. Besides the above Saga specialists work closely with the client to define and develop competency models for various organizational roles across functions and hierarchies that establish standards of competencies which facilitates prediction and replication of performance excellence.



# Deputation of Experts



## Short & Long Term Assignments

Saga has been a partner of choice for the Oil & Gas companies since a decade or so. With its highly experienced and skilled professional team, Saga has adopted innovative recruitment techniques in all its short and long term assignments and has the ability to handle large-scale rollouts.

The biggest advantage which we have over other consultants is that the speed at which our research team quickly identifies and deputs the right executive for the right job. This is possible because of the large resume database of specialists / senior executives in the Indian & International Oil & Gas sector, with over 3 decades of experience and expertise which is readily available.

Saga has the following characteristics that will give comfort to the client while identifying and deputing candidates :

- Understanding the client culture
- Getting the big picture: operating in complex environments with many interrelated and moving pieces.
- Ensuring continuous communication: Being on-site with our clients improves the continuous flow of communication. Informal conversation gives the greatest insight into the client's business.

## Leadership Roles

Saga dovetails its recruitment strategies with the Dreams / Vision / Strategy of clients while sourcing leaders / top executives at decision making levels for clients.

Saga has the required capabilities to identify / search leadership qualities in personnel by virtue of its long association with senior executives in the Oil & Gas sector.

## Research Publication Division :

Saga has over a period of time gathered a number of Research documents culled from various Oil & Gas research papers / publications. Compendium of such documents serves as a ready reckoner for the client with latest developments / standards / codes / practices etc.

By building a strategic partnership with clients, Saga delivers the best solutions in a timely, responsive and trusted manner.





# Projects to Mention : A Sampler



## A. Refining

- ♦ Feasibility study of 10,000 barrels per day refinery in Port Harcourt, Nigeria
- ♦ Study of alternative crude assays and finalizing optimum process configuration for the above 10,000 barrels per day refinery in Port Harcourt, Nigeria
- ♦ Pre-Feasibility Study for setting up of a Well Head Refinery in India
- ♦ Feasibility Study for setting up of a 100,000 BPD Refinery in Nigeria
- ♦ Study of Effects of High Metal Content & High Acidity for Crude
- ♦ TAM Management for KRPC (NNPC) Refinery, Nigeria
- ♦ Updation of O&M Manuals for PHRC (NNPC) Refinery, Nigeria

## B. Petroleum Terminal

Basic Design & Detailed Engineering, Process & Instrumentation Drawings (P&ID), Piping & Equipment design, preparation of Tender packages, Project Management services for the following:

- ♦ Petroleum Terminal for storage of finished petroleum products at Tema, Ghana.
- ♦ Petroleum Terminal for storage of finished petroleum products at IBAFON, Nigeria
- ♦ Petroleum Terminal for storage of finished petroleum products at Accra, Ghana
- ♦ Petroleum Terminal for Storage & Distribution of petroleum products at Freeport, Liberia
- ♦ Petroleum Terminal for Storage & Distribution of petroleum products Monrovia, Liberia
- ♦ Bitumen drum filling facilities for filling bitumen (grades VG:10 & VG:30) into drums along with associated facilities
- ♦ Aviation Terminal for Ghana Air Force Base (near Kotoka International Airport)
- ♦ Fuel Farm Facilities at PAP, Haiti
- ♦ Aviation fuel facilities at Songwe Airport (MBEYA), Tanzania

## C. LPG Facilities

Basic Design & Detailed Engineering, Process & Instrumentation Drawings (P&ID), Piping & Equipment design, preparation of Tender packages, Project Management services for the following:

- ♦ Bulk LPG receipt facilities at Tanzania
- ♦ Bulk LPG receipt facilities at Zambia
- ♦ Bulk LPG receipt facilities at Zanzibar
- ♦ Feasibility Study for setting up of Downstream LPG Infrastructure in Maldives

## D. Training & Development

- ♦ Development of Commissioning Manuals for Kashagan Field Development
- ♦ Commissioning team for IRP Project, Abu Dhabi
- ♦ Deputation of top management personnel for operating Vietnam refinery
- ♦ Deputation of Specialist Manpower in Oman
- ♦ Training for Staff in Middle East (Oman, Abu Dhabi, Kuwait)
- ♦ Training of Staff on 'Terminal Operations' at various Liquid Terminals and LPG Plants
- ♦ Technical, Loss Control and Safety Audits for Liquid Terminals at more than fifteen locations
- ♦ Health assessment of LPG Plant at Refinery in Madagascar
- ♦ Bayer - e-learning programme
- ♦ E-learning modules in Refining and fundamentals of Exploration & Production

## E. Other Assignments

- ♦ Study on Supply Chain of Petroleum Products in Central Africa
- ♦ Project Report & Feasibility Study of Construction of Oil Terminals in Southern Africa
- ♦ Due Diligence study of downstream assets in Nigeria

## Our Clients - A Sampler :



(An ISO 9001 Accredited Company)

**SAGA Global Consultants**  
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B-608, Western Edge II, Western Express Highway, Borivali (East),  
Mumbai - 400066. INDIA

Tel: +91-22-4028 6100 • Fax: +91-22-4028 6106

E-mail : [info@sagaconsultants.com](mailto:info@sagaconsultants.com) • Web : [www.sagaconsultants.com](http://www.sagaconsultants.com)