

Quality Management Division



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Head of Quality Management Division

Outline

- ❑ **Aramco Overseas Mission**
- ❑ **QMD Introduction**
- ❑ **Value Supply Chain**
- ❑ **Qualified Vendors**
- ❑ **QMD Outlook**
- ❑ **Innovative Initiatives**
- ❑ **ERTQA**



Aramco Overseas Mission:

“To support the Saudi Aramco enterprise by providing optimal services and maximizing value”

QMD vision



Globally leading partner to Saudi Aramco
through excellence service provisions

Goal

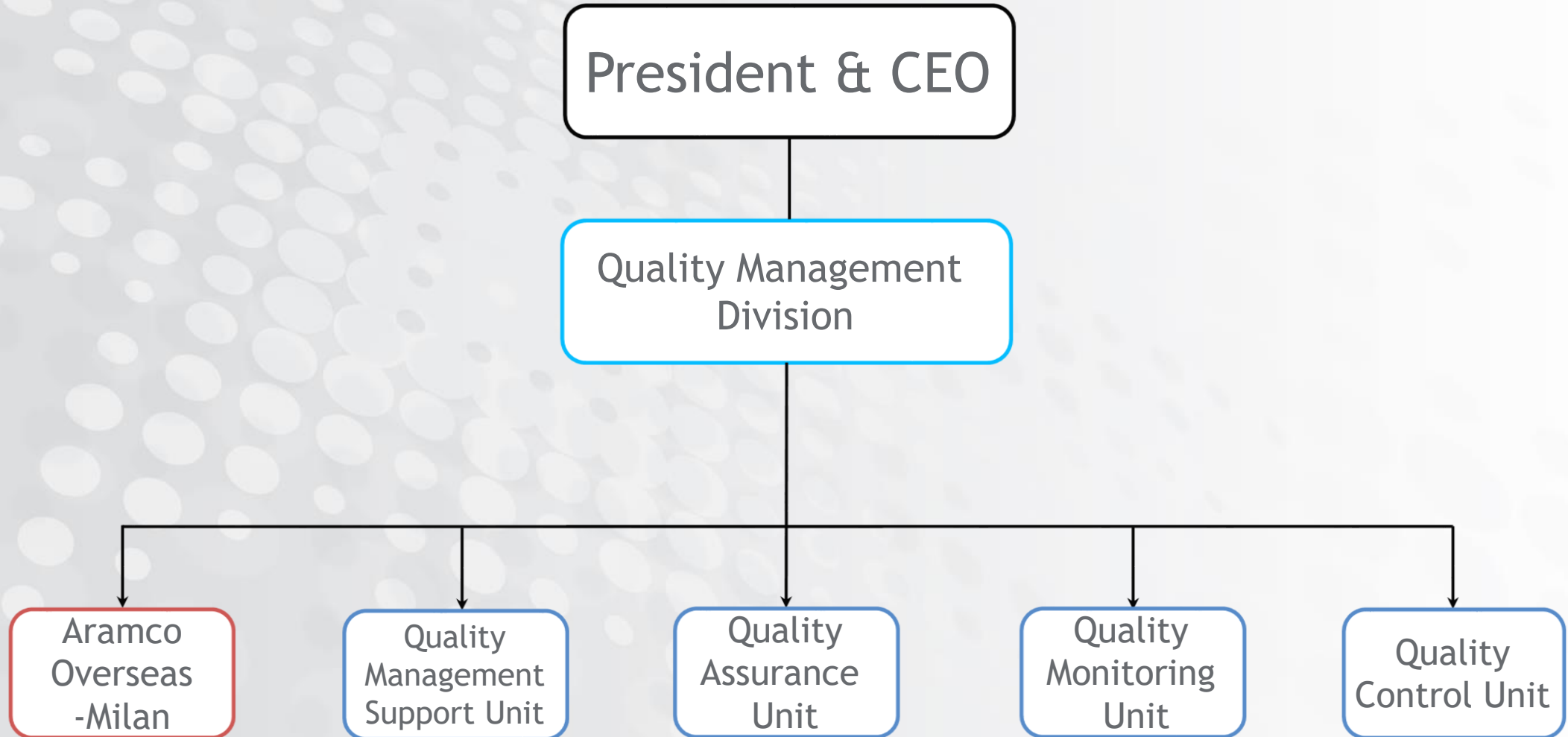
Fully compliant
equipment delivered to
Saudi Aramco
(Zero Defects)



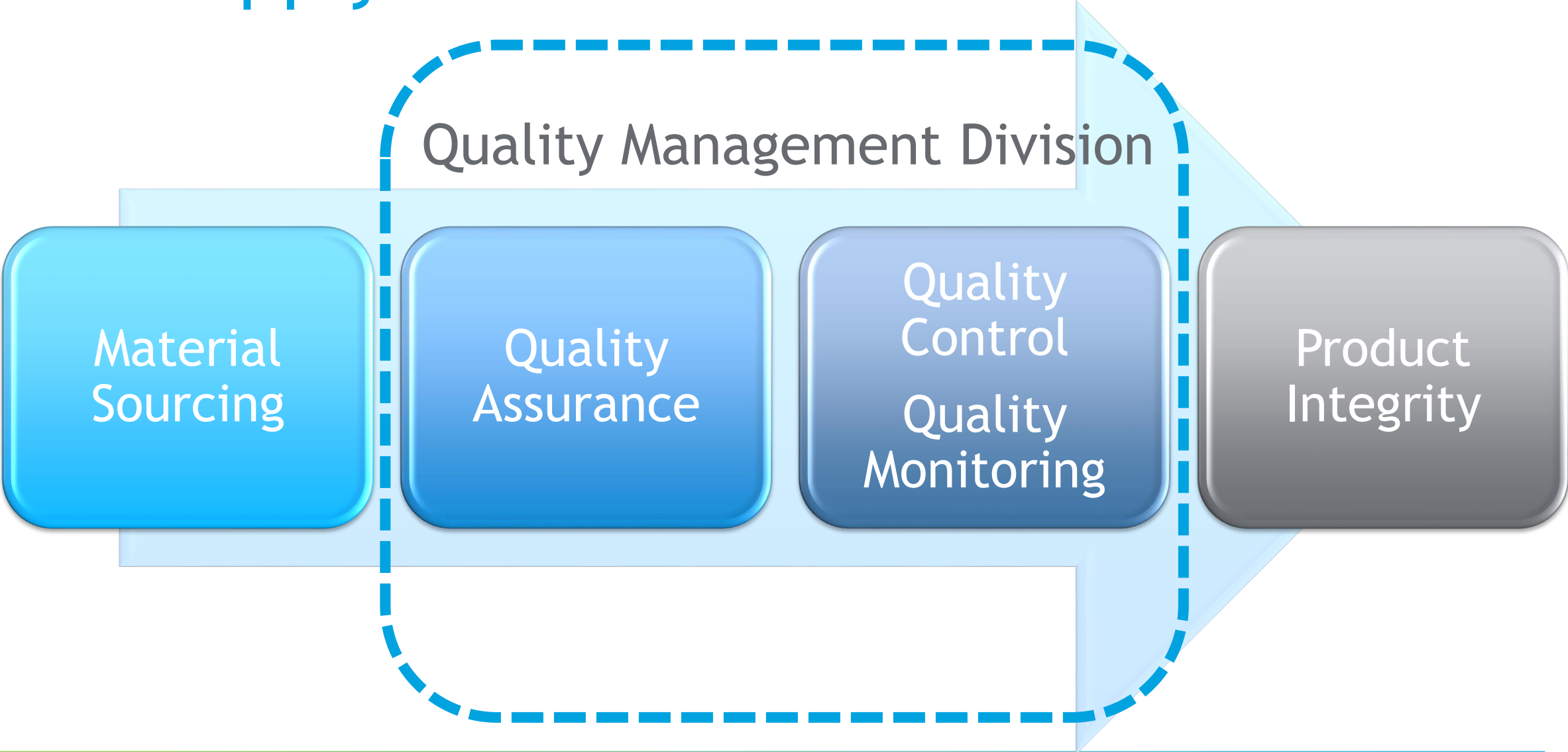
Aramco Inspection Offices



Quality Management Organization



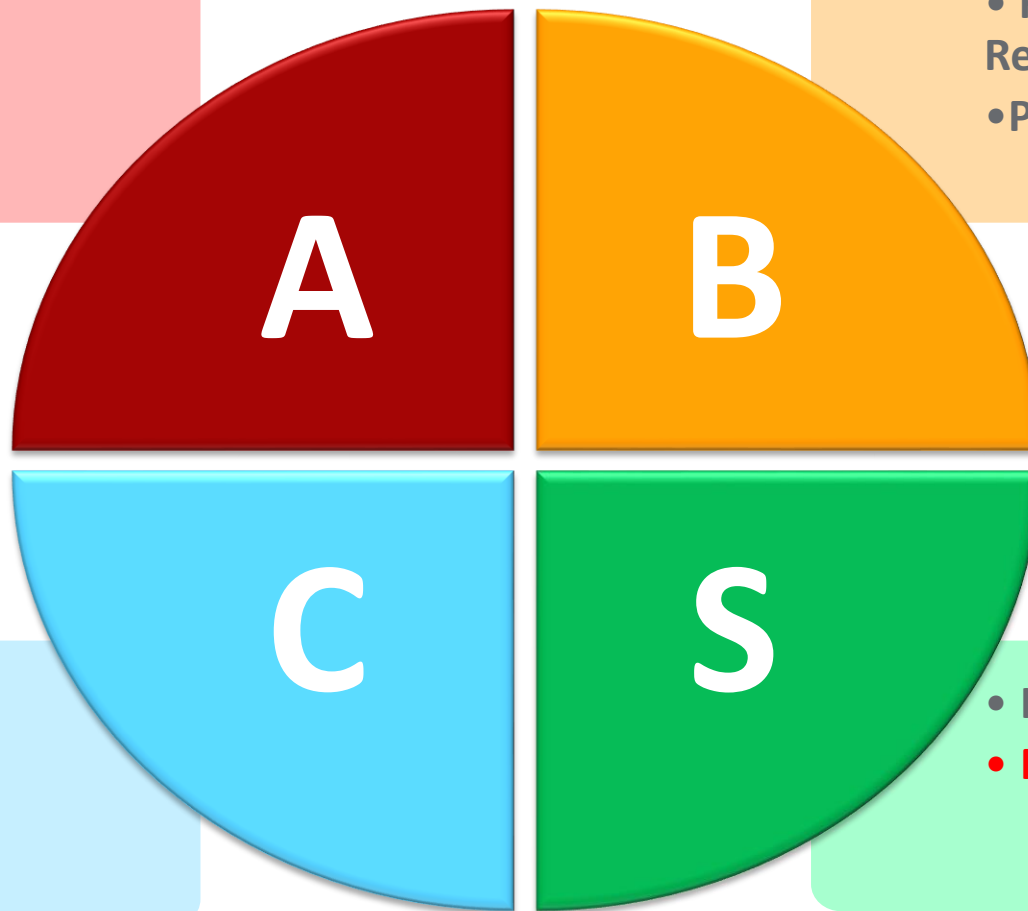
Value Supply Chain



Material Classification (IDCAT)

- Intensive Shop Inspection
- Plant Approval required

- Final Inspection or Certificate Review
- Plant Approval required



- **No inspection is required**
- Plant Approval required

- Inspection of Spare Parts
- **Plant Approval not mandatory**

Qualified Vendors

608 approved vendors

108 Italy (18%)

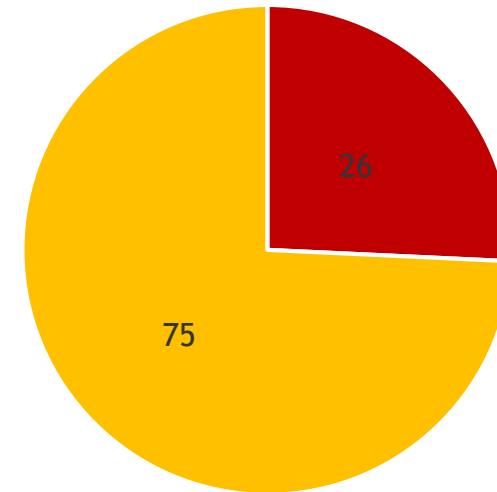
KPI

Zero Defect (EDR Ratio)

99.97%



Number of EDRs (2016-2019)

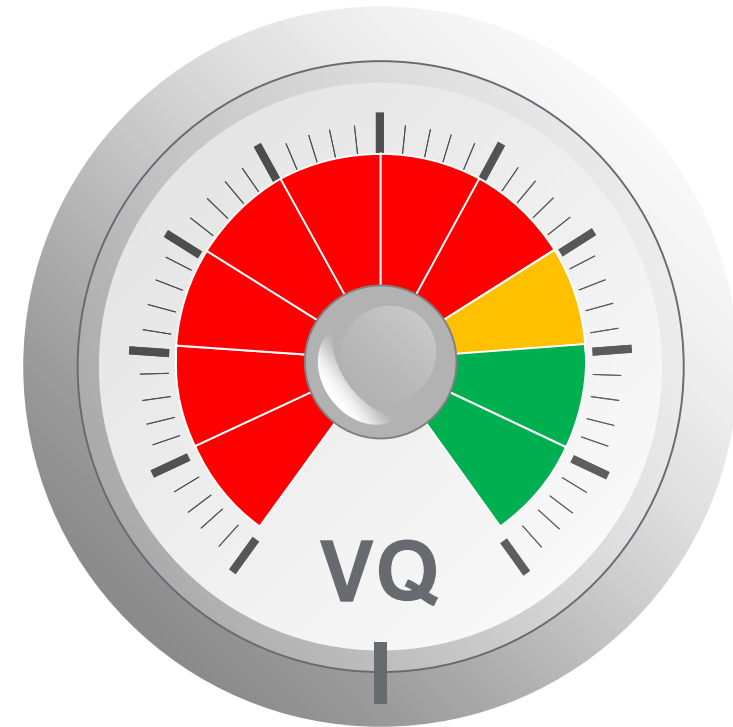


■ Pipes, Fittings and Flanges ■ Others

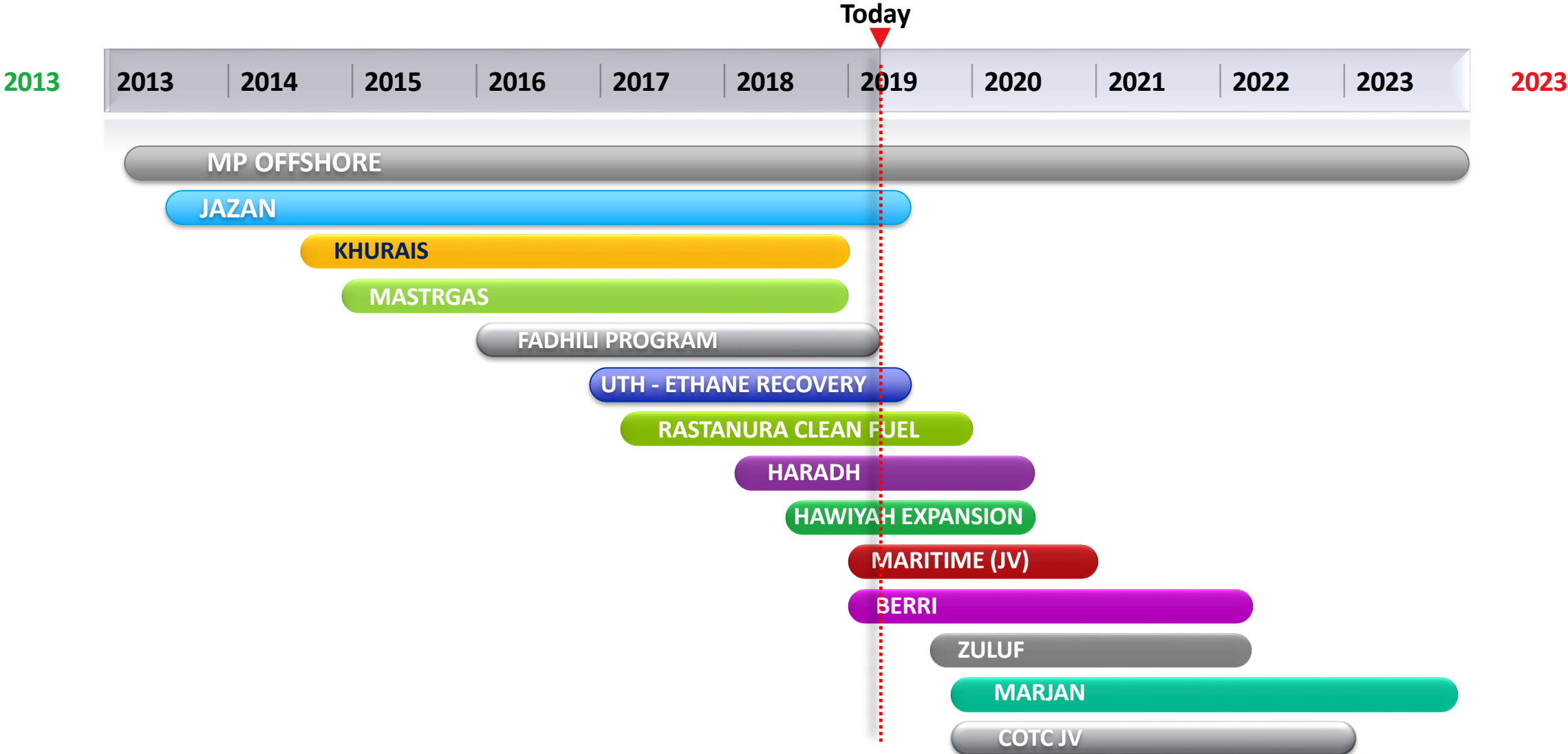
Vendor Quality Index (VQI)

- Offers quality ranking of vendors toward excellence
- Measures effectiveness on the implementation of vendors' QMS
- Determines vendors' compliance to purchase orders requirements
- Decisive tool toward Supplier Awarding Process

>70%

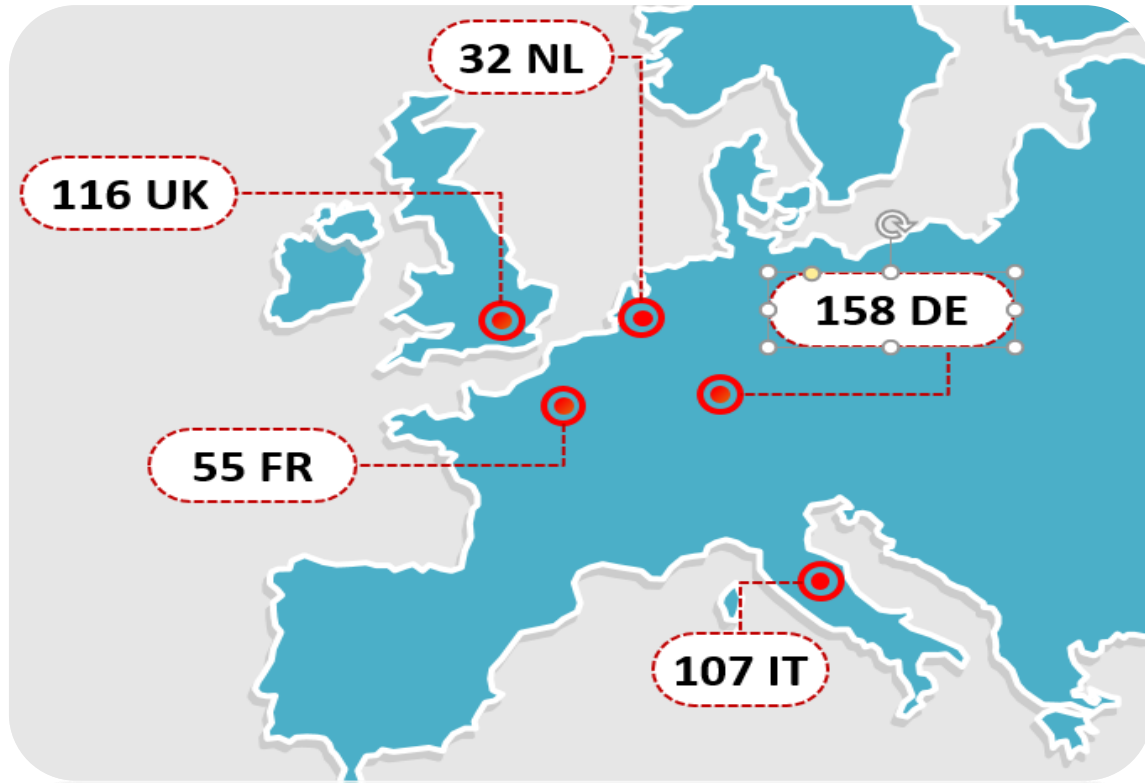


2019 Outlook

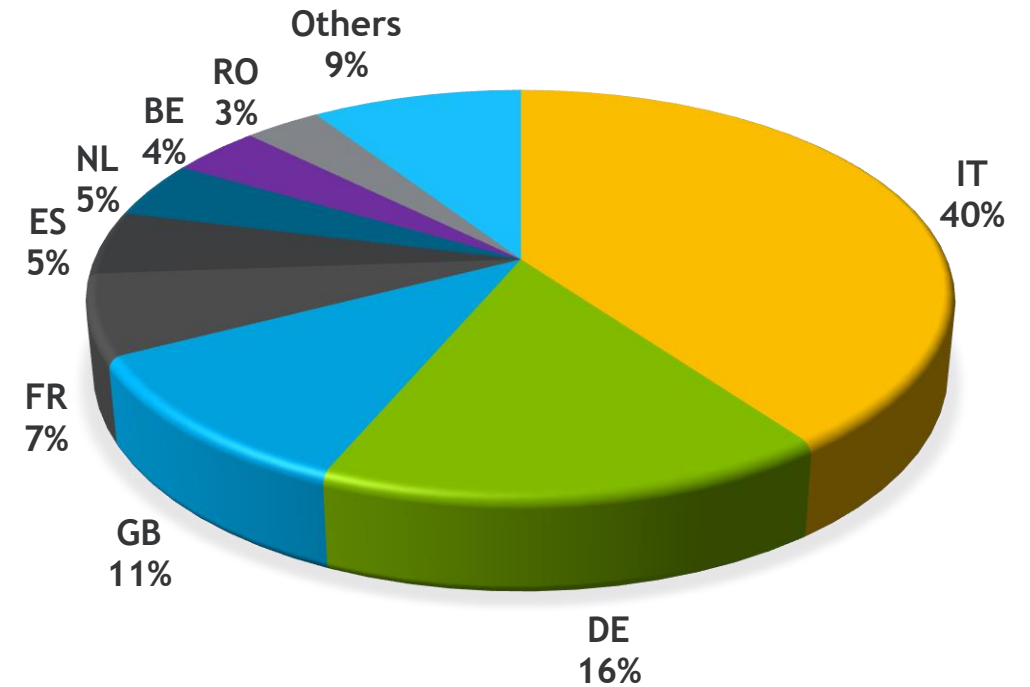


Figures & Facts

Top 5 Manufacturing Countries

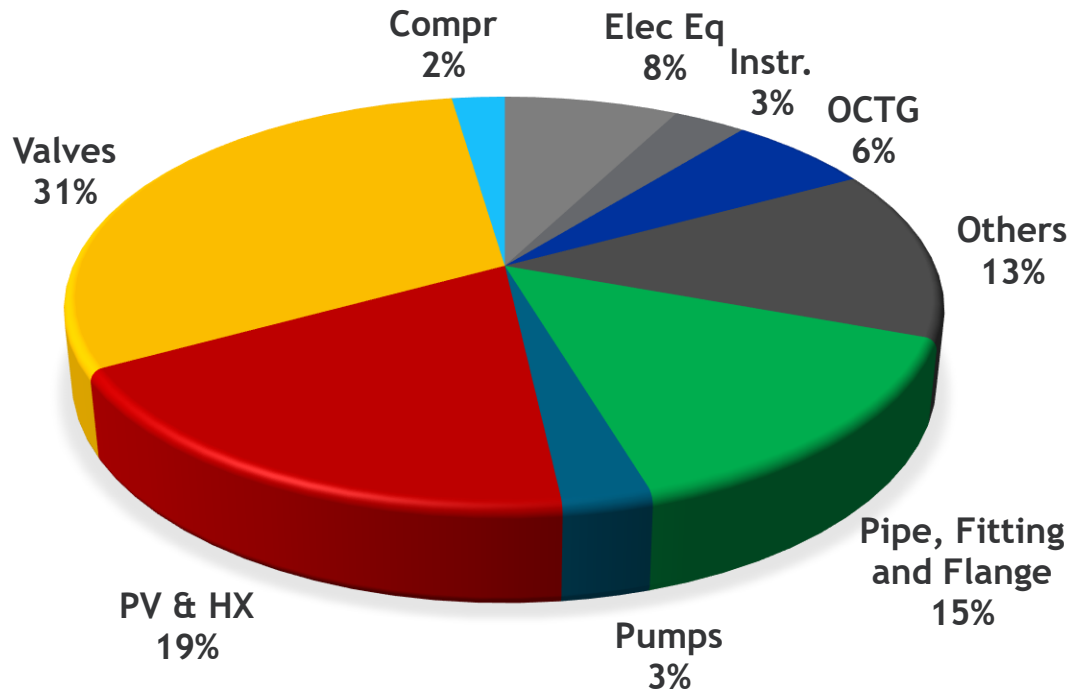


Business Volume per Country

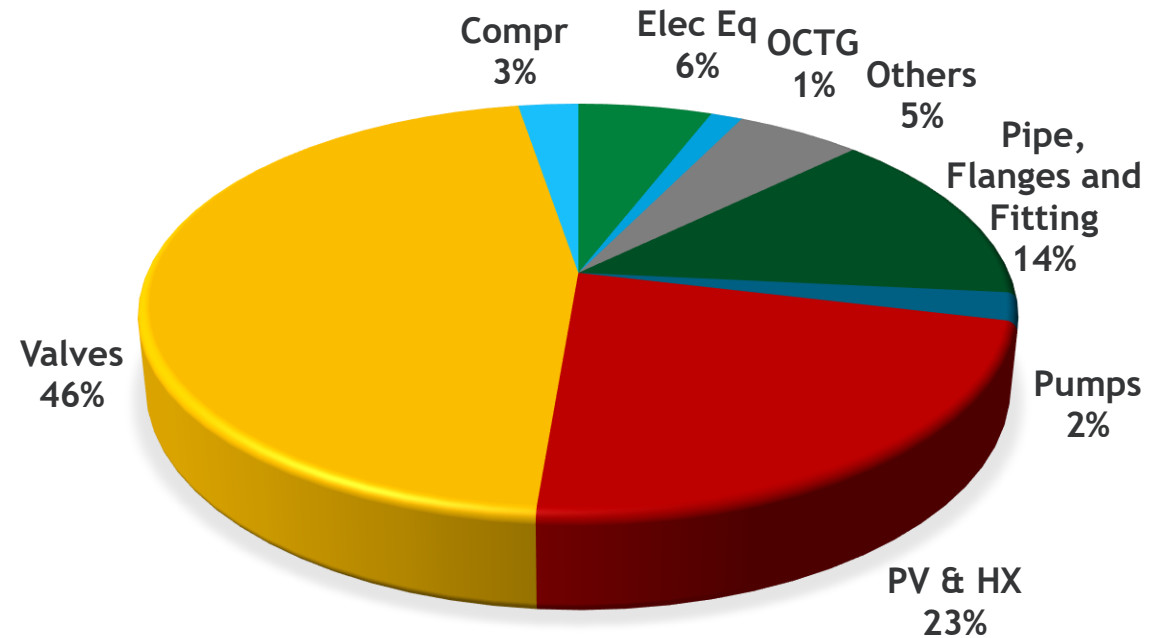


Figures & Facts

Material Purchased in Europe



Materials Purchased in Italy



Customers



Saudi Aramco Operations



Joint Ventures



HC & Non HC Projects

Challenges & Expectations

Value-added Partner

World-Class Quality Products

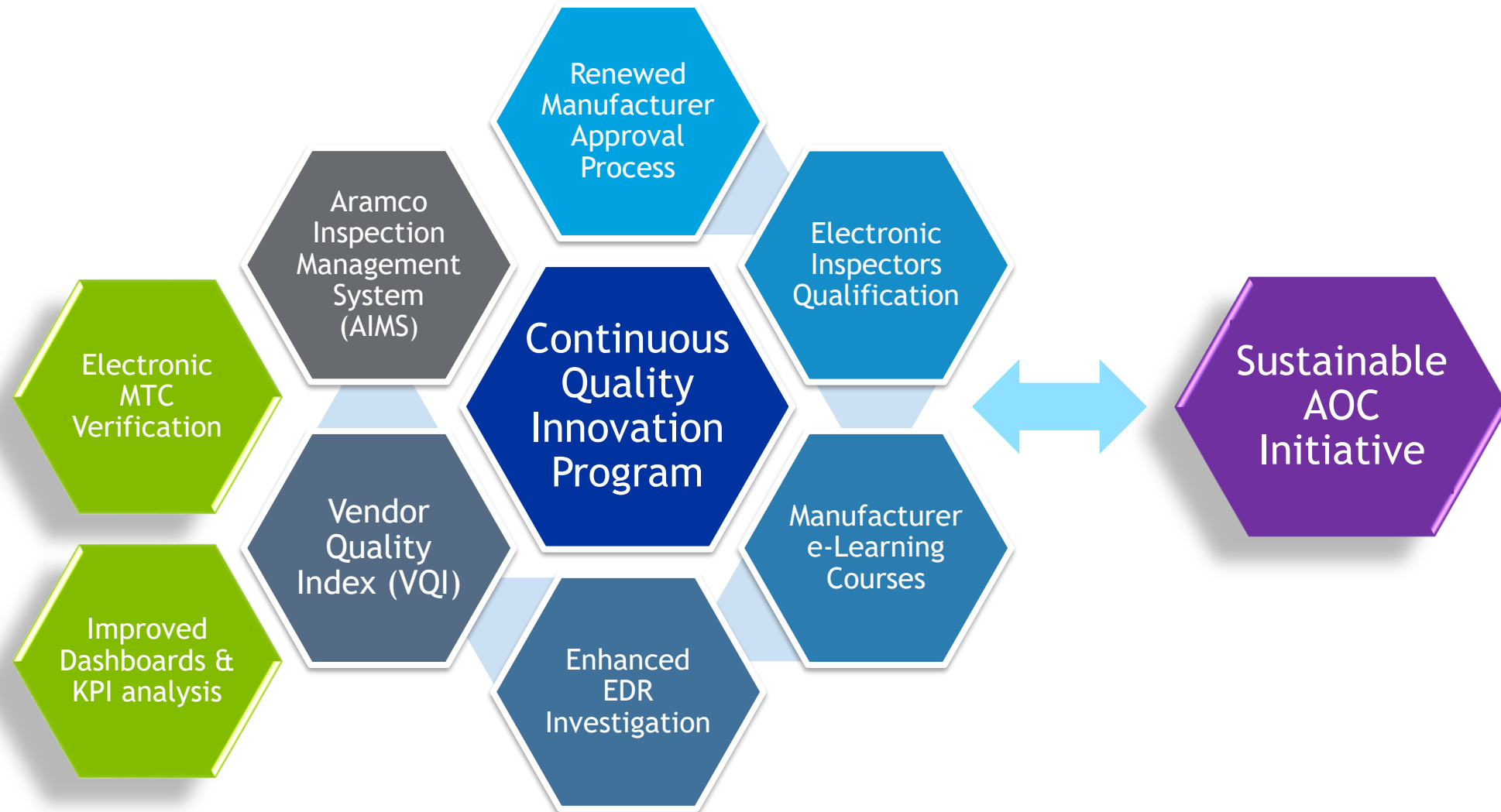
Maximizing Value

State-of-art-Technology

Cost Optimization

Zero Defects

Innovation Initiatives



ERTQA

ERTQA

- Engineering Requirements for Technical and Quality Approval (ERTQA) handbook developed by Saudi Aramco Engineering Services
- Provides clear approval guidelines for new and existing local manufacturers of engineering commodities
- ERTQA is available on IKTVA website for making the approval requirements known to all interested vendors and investors

ERTQA of National Manufacturers ارتقاء المصنعين الوطنيين Engineering Requirements for Technical and Quality Approval



Quality Management System Requirements

ERTQA identified the main pillars for acceptable quality management system. In each pillar, detailed requirements and best practices have been identified. The main pillars

1. Certification
2. Leadership & Accountability
3. Contract/Sales Order Review
4. Design Control
5. Outsourcing
6. Control of Nonconformities
7. Purchasing Control of Raw Materials and Components
8. Receiving Inspection
9. Handling, Storage, Preservation of Raw Material and Components
10. Special Processes Qualification and Inspection
11. Control of Inspection, Measuring and Test Equipment
12. Inspection & Testing During Production
13. Identification and Traceability
14. Final Inspection and Testing
15. Handling, Packing, and Preservation of Finished Product
16. Improvement

Technical Requirements

Technical Requirements for more than ten major commodities have been identified in ERTQA. For each commodity, requirements were established to detail the following:

- Critical Manufacturing
- Processes/Required Certifications
- Specifications

Commodities listed in ERTQA are:

- Non-Metallic Pipe, Flange & Fittings
- Valves
- Coating
- Gaskets
- Static Equipment
- Rotating Equipment
- Steel Structure
- Heating, Ventilation and Air Conditioning (HVAC)
- Electrical Equipment
- Instrumentation, Process and Control Equipment
- Others:



ERTQA

Engineering Requirements for
Technical and Quality Approval



- Home
- Introduction
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- IKTVA Submission
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English

1. Go to: <https://www.iktva.sa/>

70% localization by the year 2021

TOTAL VALUE ADD (IKTVA) PROGRAM

WIN AGAIN PROGRAM

70% LOCAL CONTENT

500.000

30%

2. Click on: Download >> Guidelines

3. Click on: Engineering Requirement for Technical & Quality Approval

- iktva Package
- Guidelines
- Presentations

70 by 21 70% localization by the year 2021

THE IN-KINGDOM TOTAL VALUE ADD (IKTVA) PROGRAM

WIN AGAIN PROGRAM

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Guidelines
Doing Business with Saudi Aramco

Engineering Requirements for Technical and Quality Approval
This Engineering Requirements for Technical and Quality Approval (ERTQA) handbook has been developed to provide clear approval guidelines for new and existing local manufacturers of engineering commodities.

5-Year Action Plan Guide
Describes the methodology of developing the 5-Year IKTVA plan.

Brochure
This document provides a snapshot of IKTVA the program: what it is, it's objectives and what it means to us at Saudi Aramco, you as our partners and suppliers, and the Kingdom of Saudi Arabia.

Dear Supplier:

With respect to awareness and training for Saudi Aramco's that there are no Saudi Aramco approved or endorsed IKTVA also be advised that Saudi Aramco does not require its suppliers to meet the IKTVA requirements as may be set out in Saudi Aramco's IKTVA program.

Any questions or concerns regarding this matter should be directed to the IKTVA team.

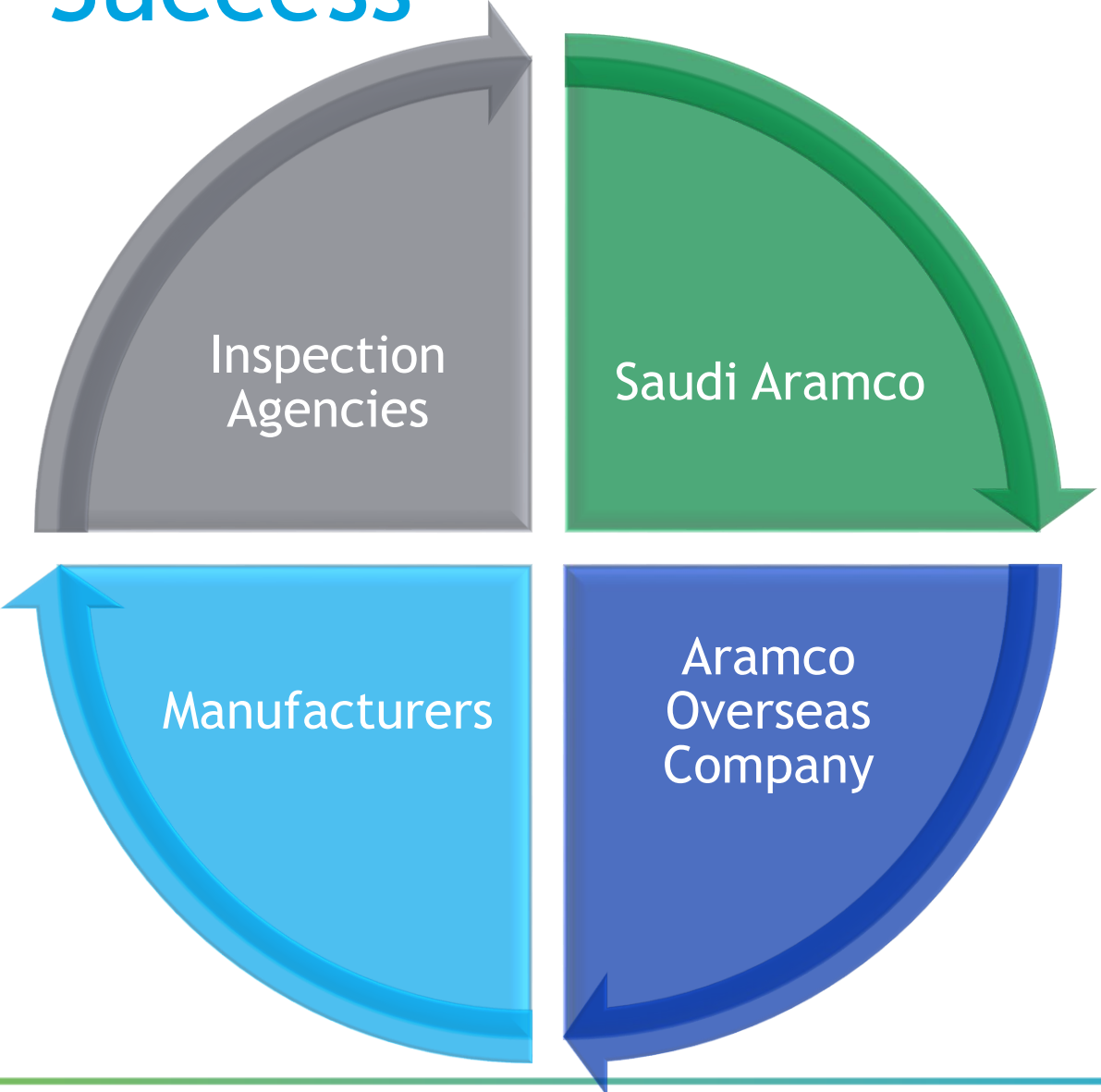
Thank you and kind regards,

A sponsored program of **أرامكو السعودية** Saudi Aramco



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Partners for Success



aramco

