



**A MASSY GROUP  
COMPANY**



# MASSY GROUP IN LATIN AMERICA & CARIBBEAN





# MASSY GROUP CORPORATE VALUES







**MASSY PURPOSE**

**WE ARE  
A FORCE  
FOR GOOD**

**CREATING VALUE, TRANSFORMING LIFE**



# MASSY GROUP IN NUMBERS



**USD \$1,6 Bn**

Annual Sales

**+11.000**

Employees

**35**

Offshore Platforms

**+75**

Business

**10**

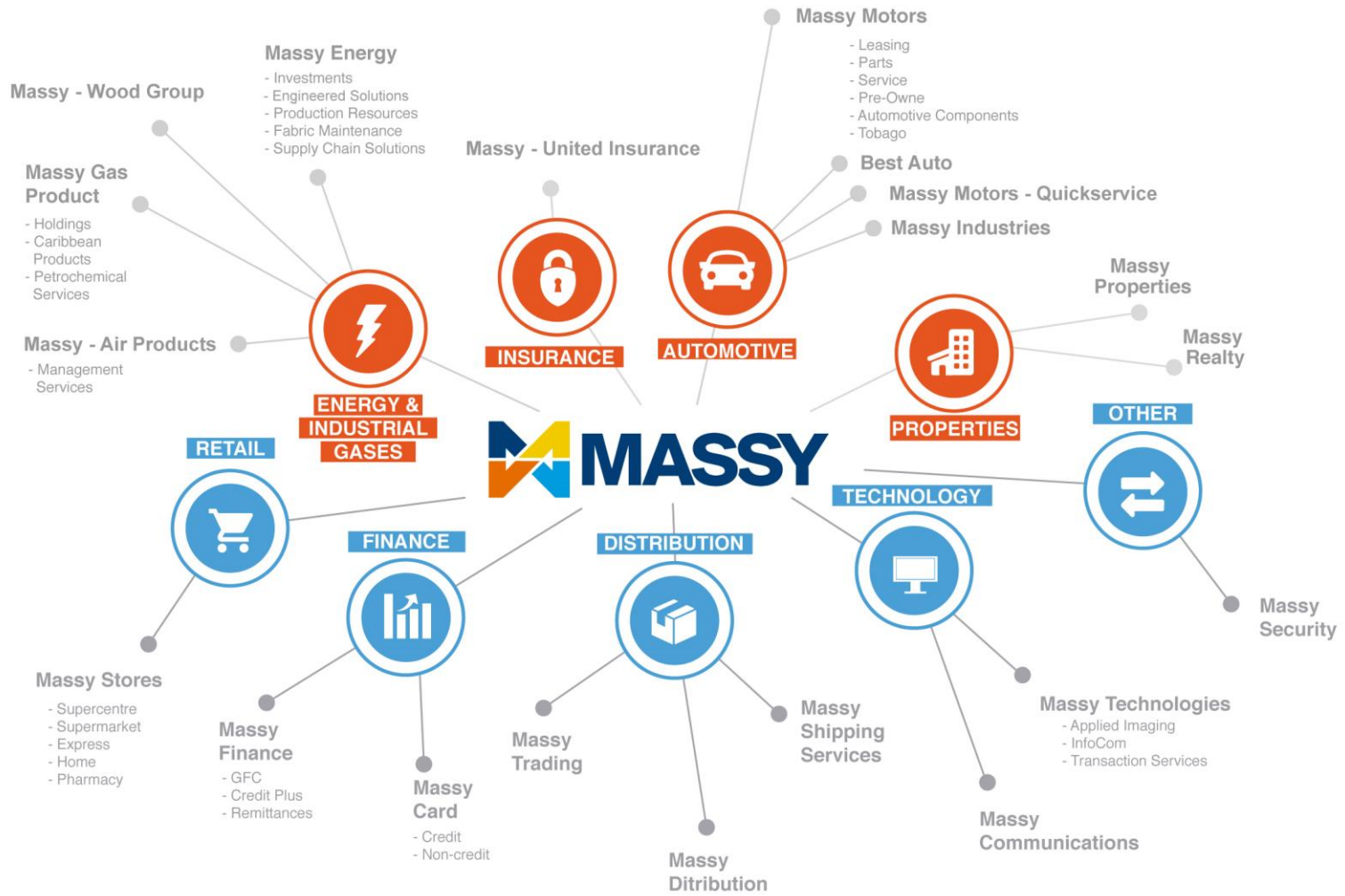
Countries



# BUSINESS TO BUSINESS



# BUSINESS UNITS



# BUSINESS TO CONSUMER



# MASSY ENERGY COLOMBIA

A MASSY GROUP COMPANY

# MISSION

“

*We are a company that provides services, through a **culture of innovation** with a committed staff. We operate with efficient processes aligned to the needs of our clients, ensuring the quality, integrity, safety, health and environment in all our operations.*

”



# VISION

“

*Be recognized for **being ahead of the needs of the industry** based on the competence of our people, permanent innovation and our values as the center of everything we do, achieving sustainable development.*

”



# MASSY ENERGY COLOMBIA

- Industrial
- Oil & Gas
- Petrochemical
- Biofuels
- Energetic
- Mining
- Siderurgical
- Infraestructure





# MASSY ENERGY COLOMBIA

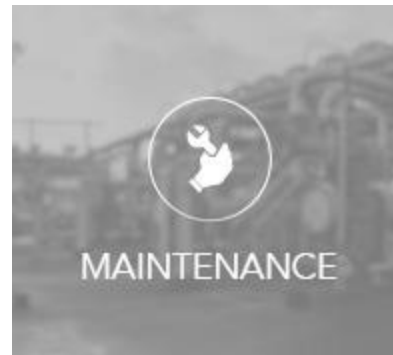
## SERVICE LINES





# MASSY ENERGY COLOMBIA

## SERVICE LINES







**TAMP**

**FOR YOUR BUSINESS  
NEVER STOPS**



## WHY IMPLEMENT A TURNAROUND MANAGEMENT PLAN?

- **50% of the total maintenance costs** correspond to plant turnarounds.
- Except for the HSE area, most of the turnarounds did **not achieve the set goals** for the business and the plant stop.
- 8 out of 10 turnarounds **reported increases in scope** between 10% and 50%
- 4 out of 5 turnarounds **were longer** than initially estimated
- 80% of the turnarounds face overcharges between 10% and 40%.



# WHY DO OUR CLIENTS PREFER US?



We have a **systematic and successful process** for TAMP



We apply **world class** best practices and tools



We have the **experience and staff** with high competences



# WHY DO OUR CLIENTS PREFER US?



We have a **systematic and successful process** for TAMP which let us:

- Align and balance priorities and objectives
- Have order and structure for knowledge assurance
- Provide a long-term strategy and plan



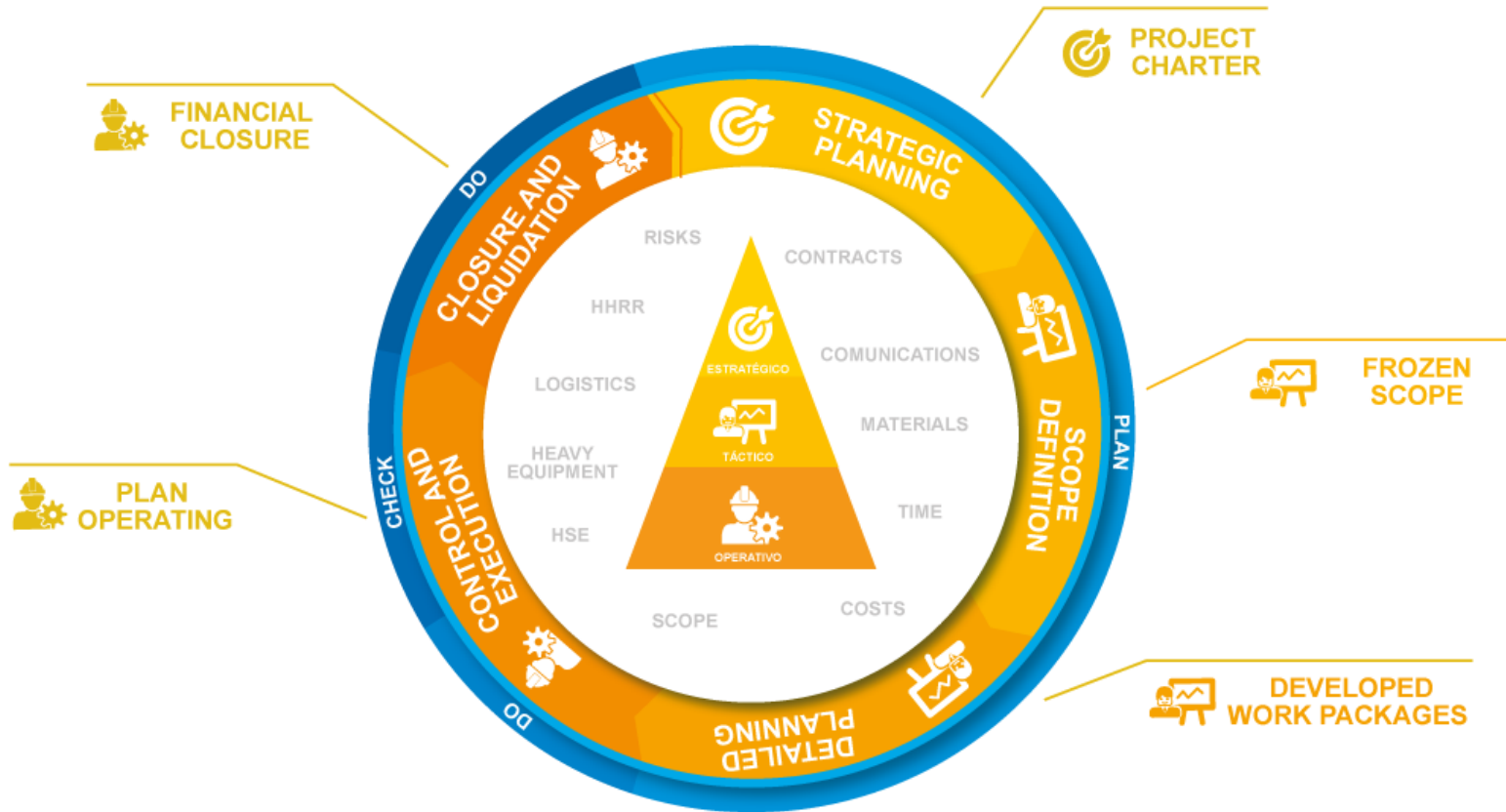


# PRIORITIES AND OBJECTIVES BALANCE





# PROCESS CLOSED CYCLE



  
Engineering, Procurement  
and construction

  
Commissioning

  
Operation

  
Maintenance

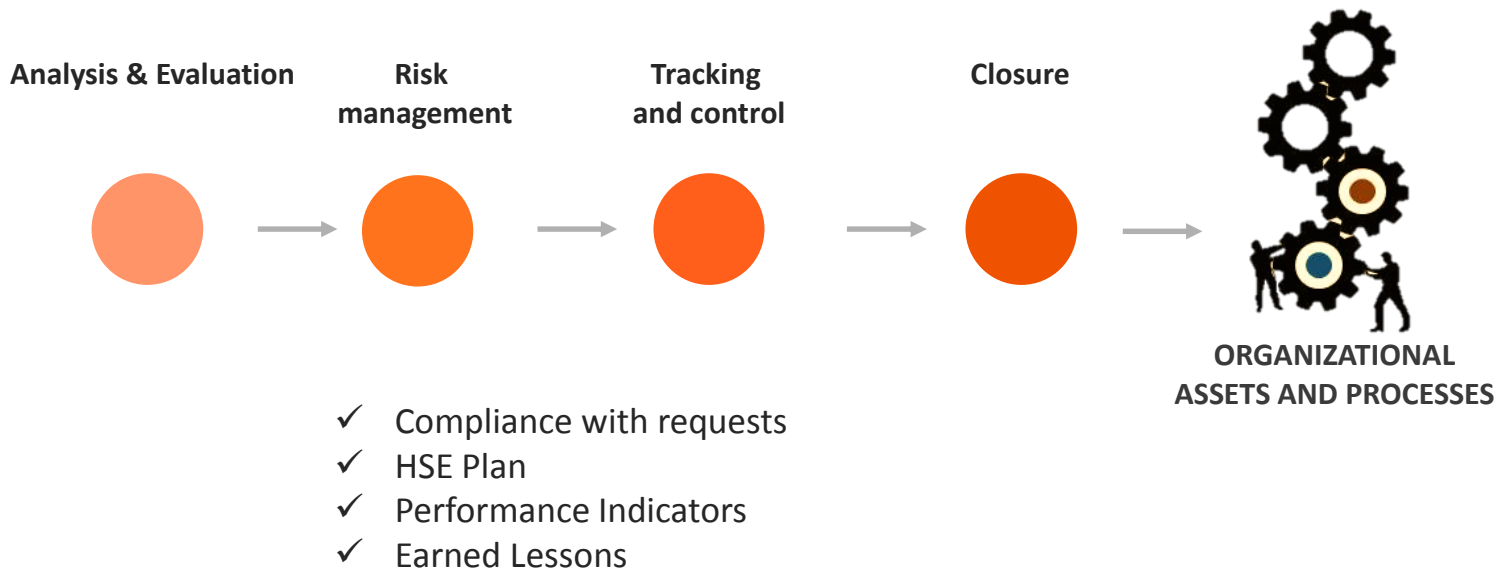
  
Modifications

  
Decommissioning



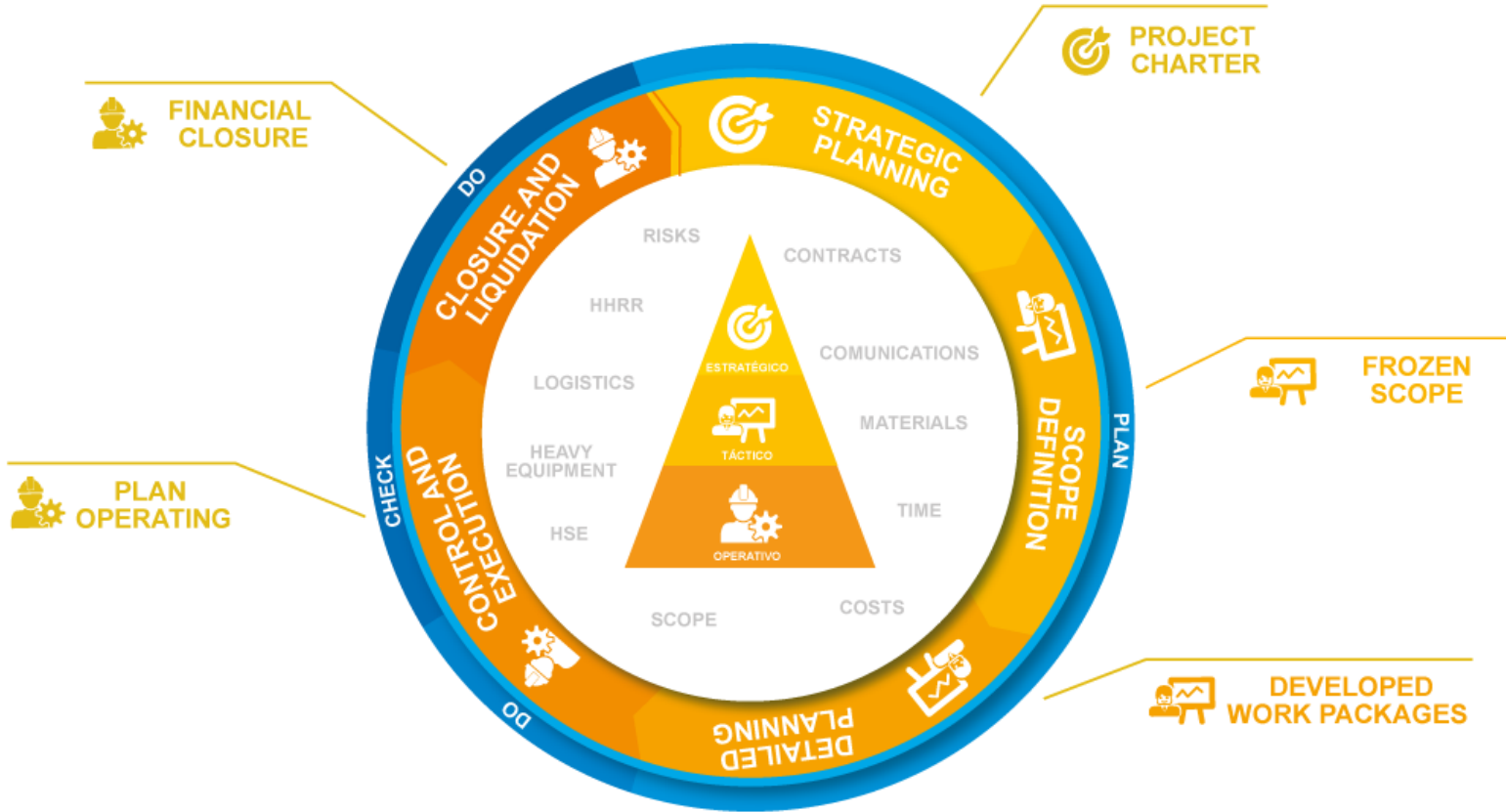
# OUR HSE FORMULA IN TURNAROUNDS

**OBJECTIVE:** Implement HSE assurance processes y best practices to guarantee zero accidents in the execution phase of the turnaround.





# PROCESS CLOSED CYCLE



  
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and construction

  
Commissioning

  
Operation

  
Maintenance

  
Modifications

  
Decommissioning





# PRICE GENERAL SYSTEM

ESTIMATED COST FOR TAMP	
CONCEPT	PRICE SYSTEM
Accompanying in the scope definition	APUs per deliverable
detailed planning in the workpackages	APUs per deliverable
Procurement management: specifications, evaluations and expedition	X% (contractual) del valor de las compras
Contractual management; specifications, offer evaluation, management	APUs per deliverable
Costs of management, execution and accompanying at startup	Refundables
Workforce direct MH assigned to contract	Fares
Supply of equipment, materials and consumables	Customer pays directly to suppliers
Administrative support	Y% Contractually agreed
Profit	Z% Contractually agreed



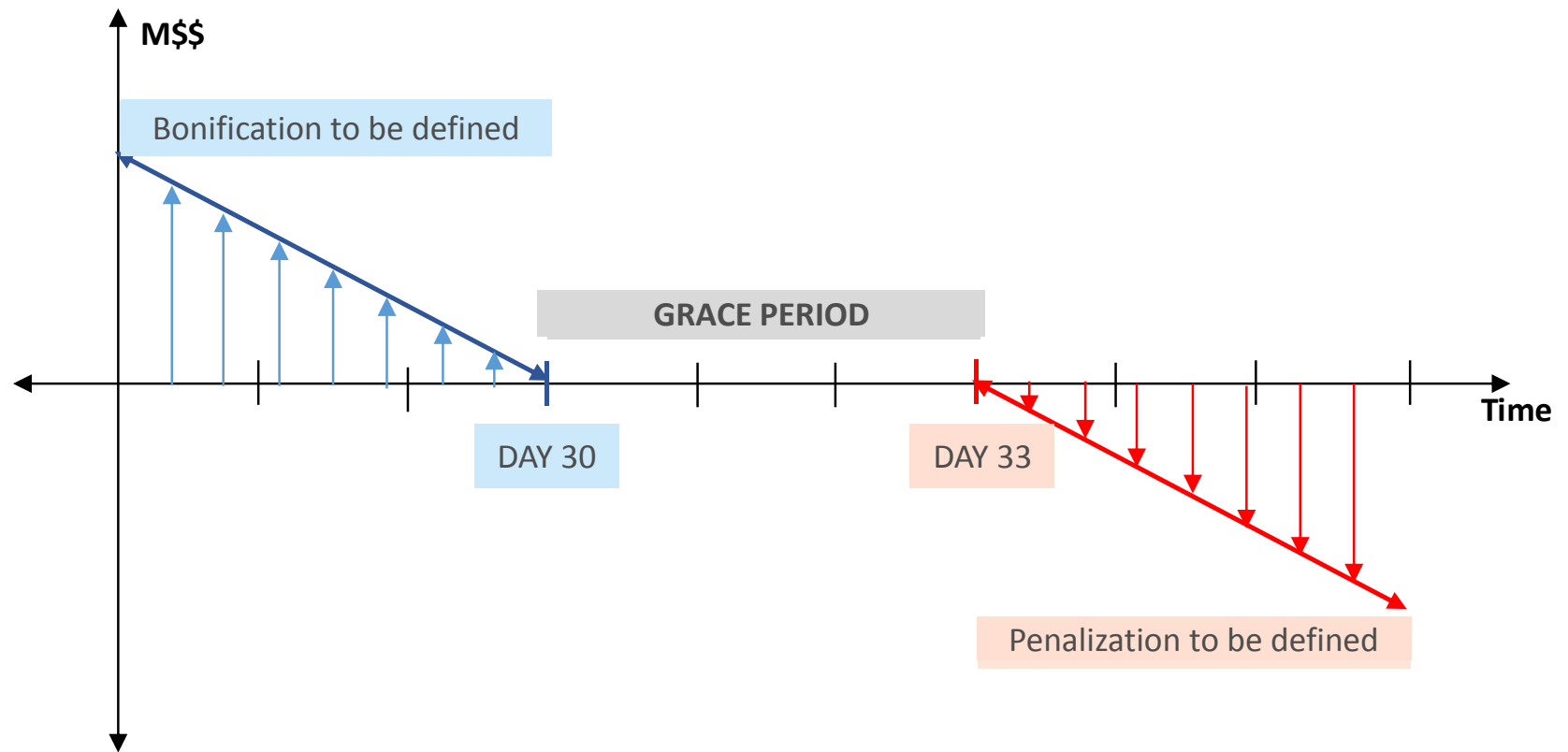
## TARGET PRICE, CON RISKS AND REWARDS

### **Bonus / Penalty to improve the duration of the Stop**

- A gradual reduction bonus is applied from the expected date of completion + a grace period (for example between 3 and 5 days), and from this moment a gradual penalty is established for an additional duration of the turnaround after this Period of grace, up to an amount to be agreed by the parties, for example, 4% of the amount corresponding to their usefulness for each day of delay in the total duration of the TAR.
- Usually in fixed-price contracts, the contractor is only willing to assume over-costs for a longer duration of the TAR, when the reasons are 100% attributable to Him. Under this scheme the contractor is willing to assume overcharges for reasons beyond his control (rain, breach of a supplier, unions, etc.) which affects both, the contractor and the customer. This is achieved because the contractor is certain that at least their costs will be covered.
- As for administrative costs, a fixed monthly administration fee is used to cover all the administrative support required and which may vary depending on the stage of the Stop.



# TARGET PRICE, CON RISKS AND REWARDS





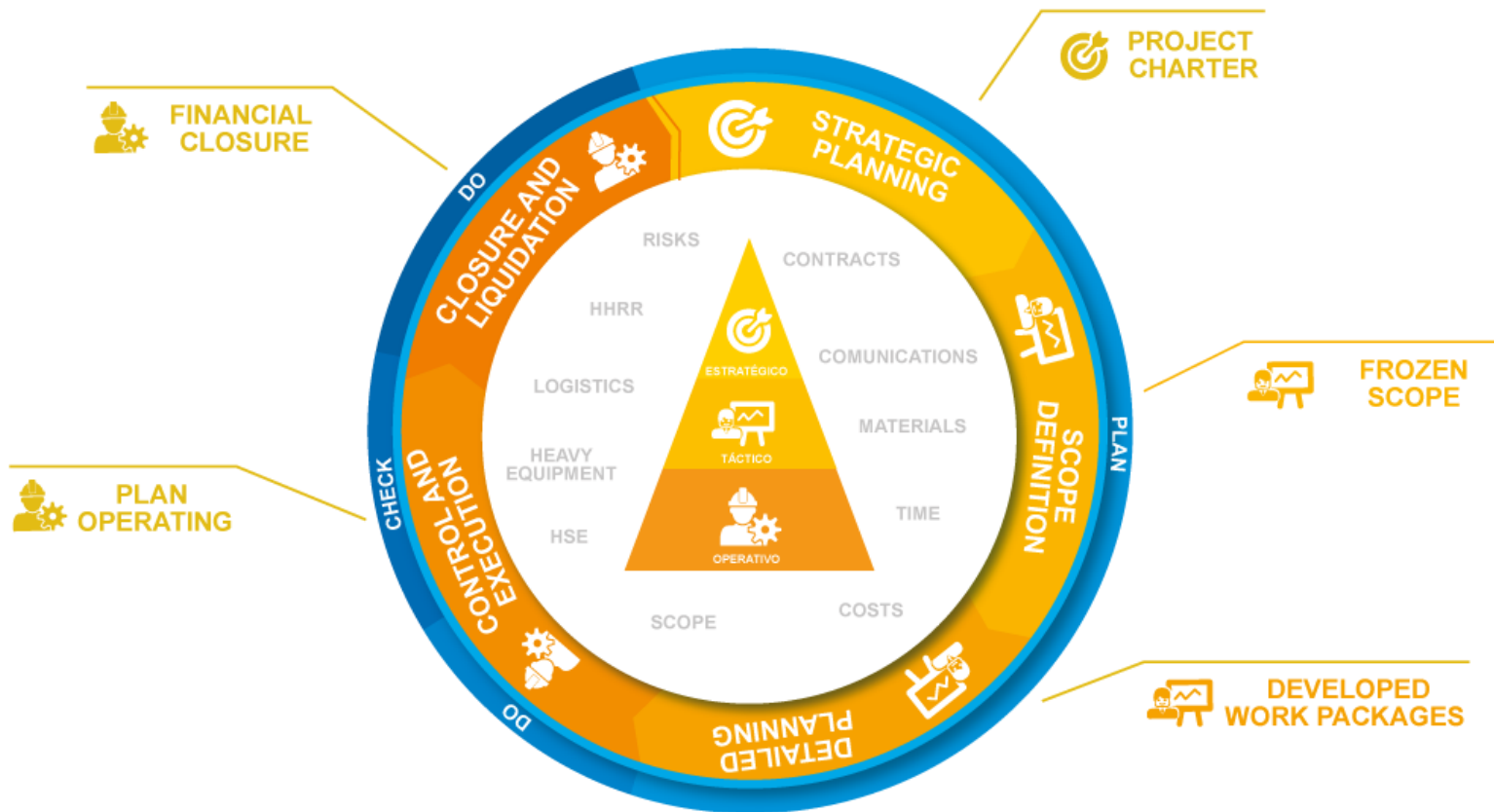
## TARGET PRICE, CON RISKS AND REWARDS

### **HSE Bonus and Fulfillment-Time / PDT Progress Incentive, for contractor's workforce**

- HSE Bonuses and Compliance-Time: A bonus is applied to reward HSE performance and worker attendance, the amount of which will depend on the compliance of the HSE indicators and the number of hours worked in the period by the worker. This means that in the case of paid and unpaid work permits, as well as in case of medical incapacity, these hours will not be taken into account for the sizing and settlement of this bonus
- PDT Progress Incentive: An incentive is applied to reward the performance of the worker when the actual progress of the works of the Turnaround Detail Program, with a cut on a specific date, is equal to or greater than the estimated advance.



# PROCESS CLOSED CYCLE



  
Engineering, Procurement  
and construction

  
Commissioning

  
Operation

  
Maintenance

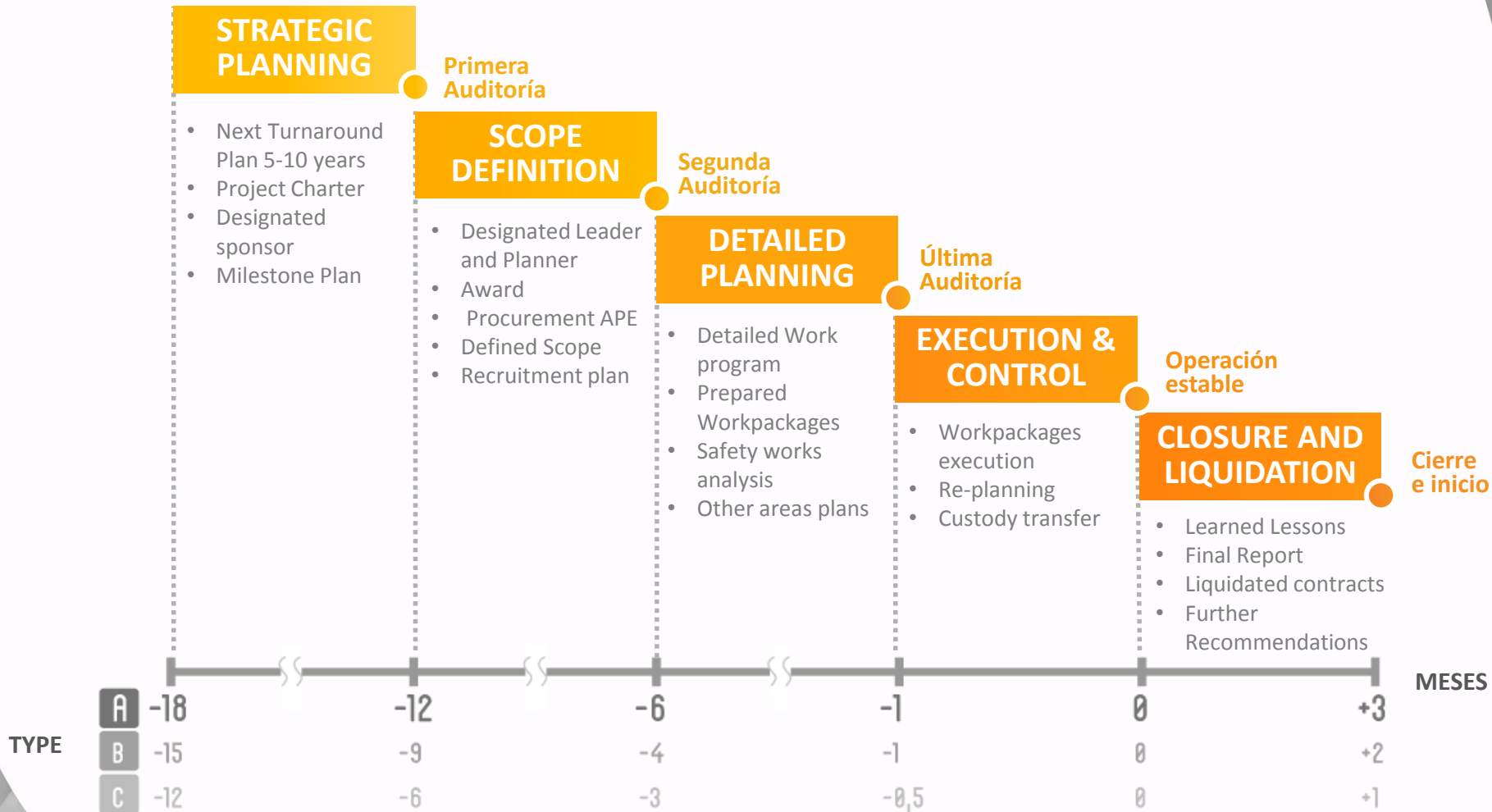
  
Modifications

  
Decommissioning



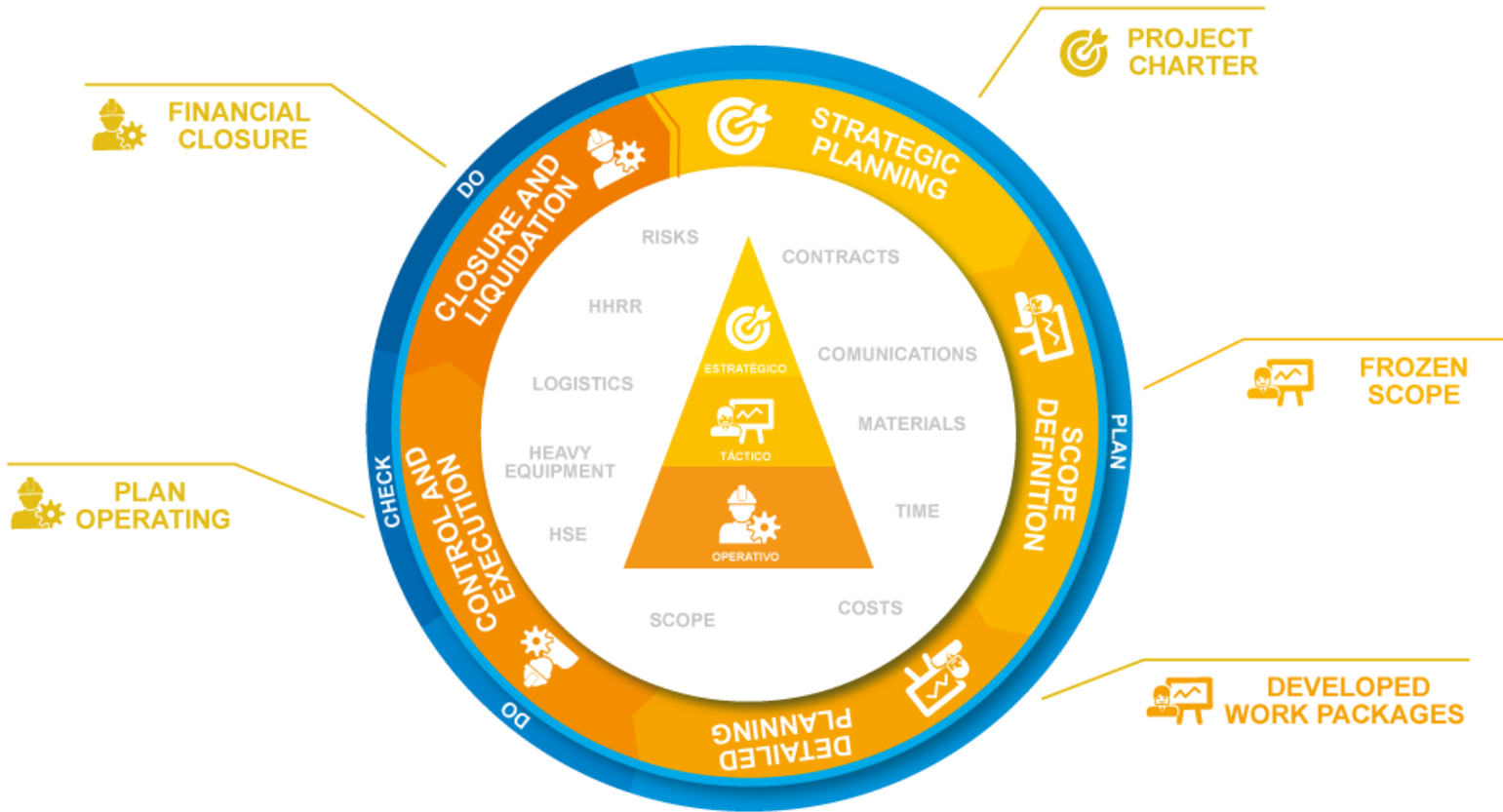


# DELIVERABLES PER STAGES





# PROCESS CLOSED CYCLE



  
Engineering, Procurement  
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# POR QUÉ NUESTROS NUESTROS CLIENTES NOS PREFIEREN

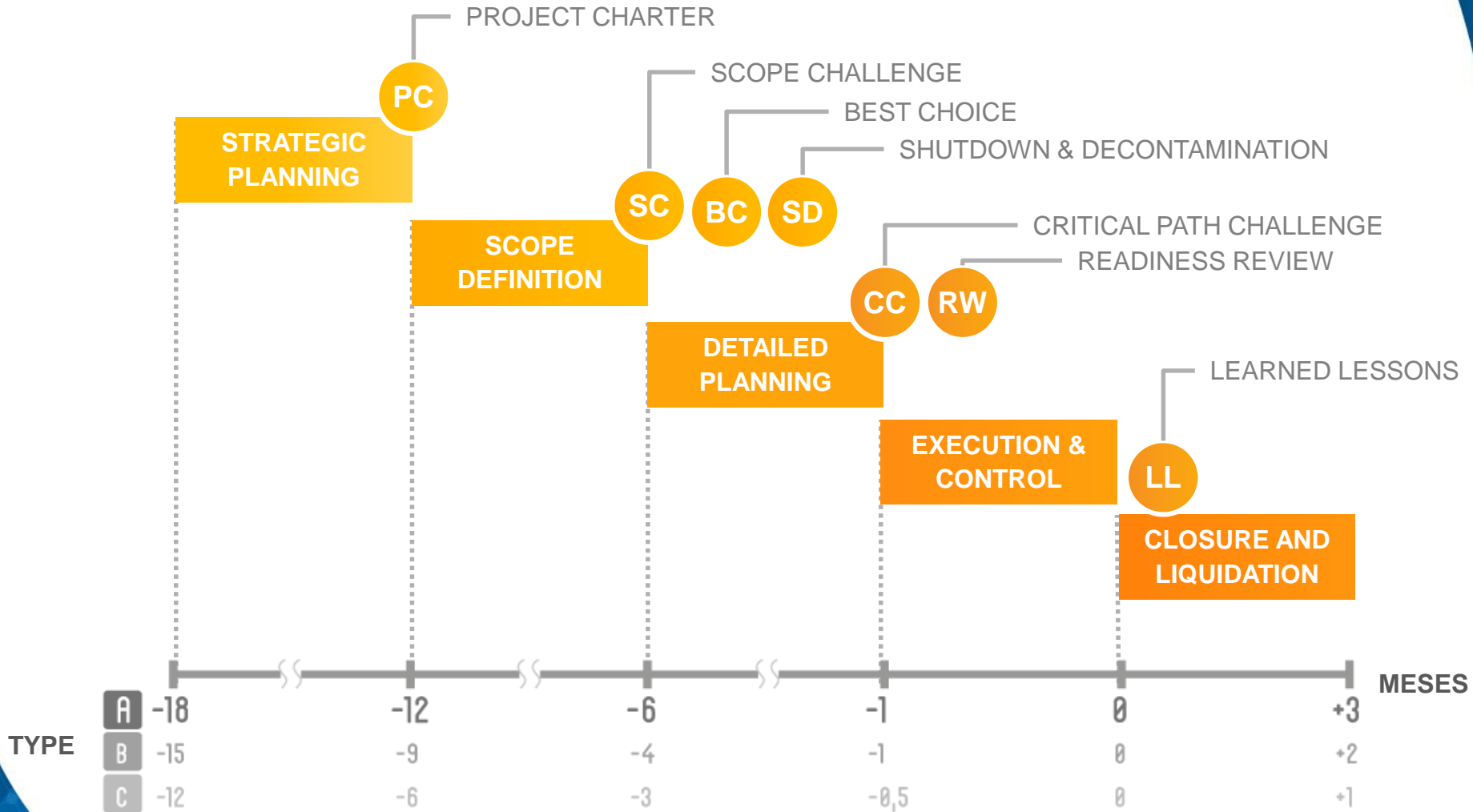


We apply **world class** best practices and tools

- Align objectives and indicators to the business vision
- Balance Risks and Costs
- Propitiate Creative and participatory Work Enviroment



# OUR BEST PRACTICES





# POR QUÉ NUESTROS NUESTROS CLIENTES NOS PREFIEREN



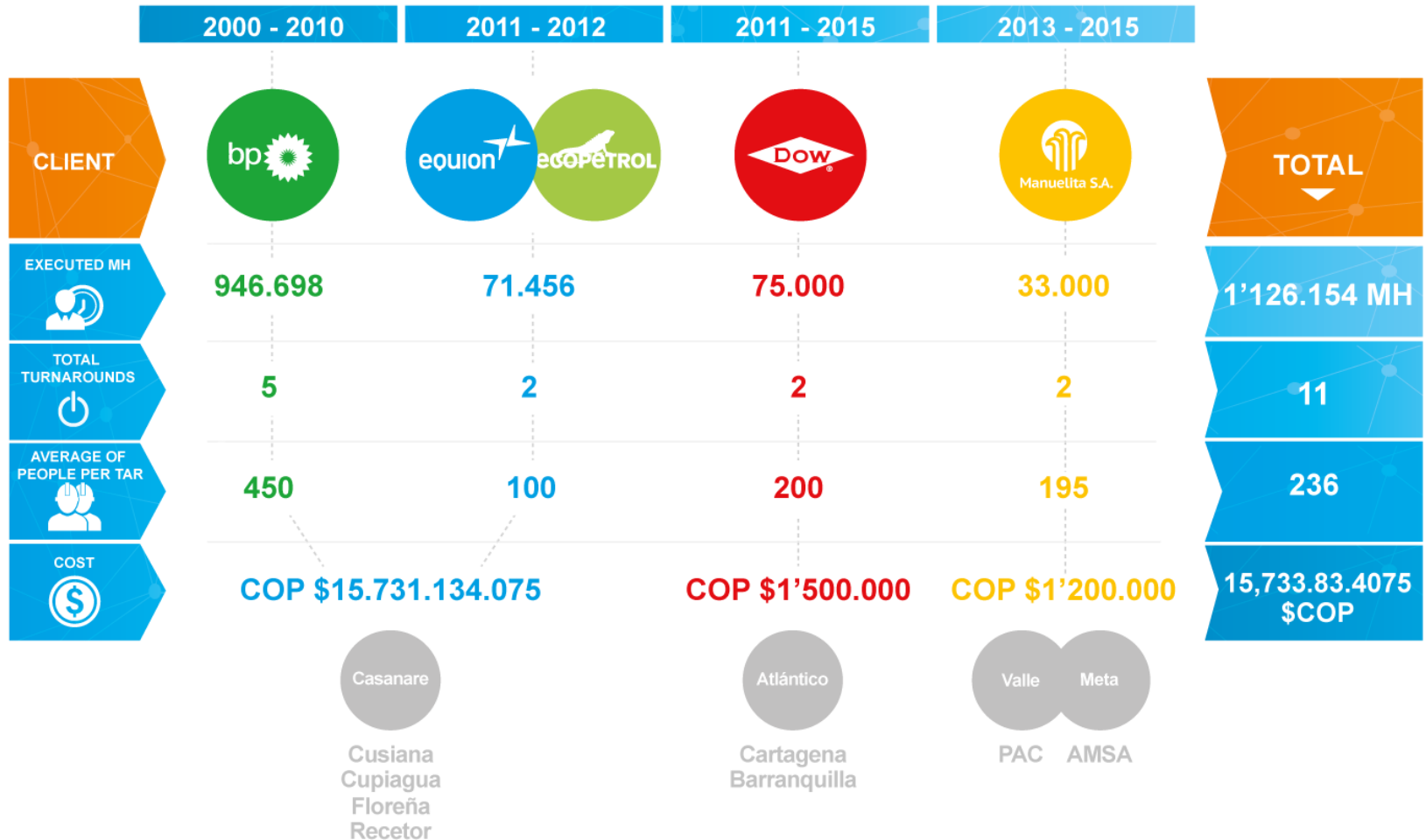
We have the **experience**  
and **staff** with high  
competences

- Management
- Planning
- Execution





# TURNAROUND EXPERIENCE





# ALLIANCES AND SUPPLIERS DEVELOPMENT PROGRAM



GE Bently Nevada

- ✓ Leverage national suppliers and boost the local entrepreneurs based on the principles of conscious capitalism.



GE Oil & Gas

- ✓ Promote the development of new global best practices and work methodologies.



- ✓ Massy Energy Colombia is committed to building strategic alliances to improve competitiveness and technology transfer.



[See all our alliances](#)



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SOMOS  
**UN GRUPO**  
EMPRESARIAL  
A SU SERVICIO