CAPABILITY STATEMENT

Eng. Oussama Naim

Independent Consultant — Petroleum & Manufacturing Engineering

Independent engineering consultant with over thirty years of experience in the petroleum and manufacturing industries. Deep hands-on track record in bulk petroleum terminals, refinery operations, long-distance pipelines, custody-transfer metering, storage tank engineering, and firefighting systems. Delivered projects from concept and detailed design through procurement, construction supervision, commissioning, and operational handover — for end clients including Saudi Aramco, SAMIR Refinery, IPT Terminal, Saudi Cement, and FAP.

30+	50+	5	15+
YEARS OF EXPERIENCE	PROJECTS COMPLETED	COUNTRIES SERVED	MAJOR CLIENTS

SERVICES

DESIGN SERVICES

Comprehensive engineering design across petroleum and manufacturing facilities:

- Industrial plant and terminal design
- Pipelines, pump stations, metering stations
- Loading and unloading facilities
- Firefighting systems
- Drainage and API separators
- Tank farms and storage systems

TECHNICAL SUPPORT

Expert technical assistance solving operational challenges:

- Construction supervision
- Commissioning and startup
- Troubleshooting and redesign
- Loss control programmes
- Product development
- Operations optimisation

PROJECT MANAGEMENT

End-to-end coordination for on-time, on-budget delivery:

- Project planning and scheduling
- Contract negotiation and management
- Construction phase monitoring
- Quality assurance
- Safety and HSE compliance
- Progress reporting

ENGINEERING DISCIPLINES

Process • Mechanical • Piping • Electrical • Instrumentation and Control • Firefighting • Pipeline Engineering • Storage Tank Engineering • Custody Transfer Metering • Hazardous Product Drainage • Power Generators (sizing for normal / firefighting / large-motor duty, specifications, commissioning, troubleshooting, earthing, protection) • HSE Studies Support (Risk Assessment, HAZOP, EIA, Hydraulic Analysis)

SECTORS SERVED

Bulk Petroleum Terminals • Refineries • Crude Oil Pipelines and Metering Stations • LPG and Gas Storage • Specialty Chemical Storage • Manufacturing Plants and Industrial Facilities • Cement Production

SELECTED CLIENTS

Saudi Arabia	Saudi Aramco • Saudi Cement Company
Morocco	SAMIR Refinery (Mohammedia)
Ghana	FAP
France	Stein Heurtey (FFM steel manufacturing project)
Lebanon	EDL Power Plants • IPT Terminal • Apec • Hypco (MPC) • Cogico • Liquigaz • Falcon International

SELECTED PROJECTS

- **Renovation and Expansion of IPT Terminal** — Amchit, Lebanon. Five-year programme delivering full revamp of 9 tanks and construction of 4 new tanks (28,000 m^3 total). Gravity loading system reduced power consumption and maintenance cost by ~70%. Custom closed-circuit API separator

delivered.

• **Automatic Tank De-Watering System** — Saudi Aramco, Abqaiq Plant, KSA (in association with Khatib & Alami). Conceptual, proposal, and detailed engineering design. *Adopted as a Saudi Aramco corporate standard and incorporated into the company Operation Manual.*

• **Crude Oil Delivery System** — Saudi Cement, Hofouf, KSA (in association with Khatib & Alami). DBSP through detailed design and construction support: 35 km 8" pipeline, custody transfer metering station, scraper traps, control room, leak detection. Risk Assessment, HAZOP, EIA, and Hydraulic Analysis coordinated.

• **Modernization of SAMIR Refinery** — Mohammedia, Morocco (in association with Khatib & Alami). Three-year construction supervision of 27 storage tanks (combined capacity exceeding 500,000 m^3), modernized loading/unloading facilities, and upgraded firefighting system to international standards.

• **Moisture Control System for FAP Polyol Storage** — Tema, Ghana. Detailed design and material procurement of dry air / nitrogen blanketing, tank safety accessories, and automated pressure control. Delivered in 4 months.

ENGAGEMENT MODELS

Project-Based Consulting Contracts — defined scope and deliverables across feasibility, conceptual design, detailed engineering design, design review, procurement support, construction supervision, and commissioning.

Technical Advisory Retainer — ongoing independent technical advisory across a client's portfolio of facilities, including periodic site reviews, safety and operations audits, troubleshooting support, and design review of upgrades and expansions.

CORE VALUES

Safety-First Engineering	— uncompromising commitment to operational safety and risk mitigation in every project.
Proven ROI Delivery	— measurable results that reduce cost, increase efficiency, and maximise return on investment.
Client Partnership Beyond Consulting	— building long-term relationships through responsive support and collaborative problem-solving.
Sustainable and Environmentally Responsible Solutions	— designing systems that minimise environmental impact while optimising performance.

CONTACT

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