



MIDCO
Oilfield Services (Free Zone)



Midco Oilfield Services Free Zone

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AN INTERVIEW WITH

ENG. ESSAM ABD ELFATTAH MIDCO CEO



First, We would like to highlight MIDCO (Free Zone), Your work, The Services you Provide

Midco is a leading integrated oilfield service provider, we started our journey in Egypt on 1998 and since then we have grown to provide a broad array of oil & Gas services to companies of all sizes - upstream and downstream.

Throughout our capabilities, we succeed to grow up our set of services to include: Wellhead Maintenance, Wellhead Supply, CST wellhead agent, Cold casing cutter services, Pre-heating & Welding Services, Pressure Test Services, High torque machine & Bolting Services, Drilling Management and Man power supply, Filtration Services, Sand blasting & Painting, Load Test for handling tools, Sling Test, Lifting Inspection, Tubular Inspection, Rig Inspection, Supply Blohm and Voss handling tools and Flanges and risers supply

When did MIDCO started working with petroleum sector companies

MIDCO Oilfield Services Company has been established in 1998 as a Free zone company.

What is the competitive advantage of MIDCO?

Midco adheres a leading culture of

developing our employees Skills and Knowledge; enhancing their professionalism to overcome work's obstacles and be aligned to the most up-to-date operational trends.

We have built a reputation of trust, quality and technical competency that enables us to be the preferred business partner to the majority of the oil and gas companies in Egypt and we are expanding our services to the middle east area.

Midco integrated management system is certified and fully operates with compliance of ISO 9001, ISO 45000, API Q2, LEAA full membership and preparing for API Q1. Nowadays the increasing amount of change within the oil & Gas industry creates massive challenges to us and to our customers, Midco takes a holistic approach to adapt quickly to meet customers' demand under exceptional conditions of economic turbulence and epidemic virus.

Midco believes that Safety is fundamental in every decision we make, it's the core of all our operations, We ensure safe working environment by complying to the highest HSE standards. Our highly qualified employees are working to deliver all operations as planned to meet our clients' requirements and We are working on

finding new solutions to handle operational challenges. Our motivated team focus on realizing customer satisfaction by providing superior services quality.

The last two years has been challenging, How did you face the pandemic?

- In addition to its impact on public health, (COVID-19) has caused a major economic shock.
- Despite all the risks and stress, it is important to remember that we have faced crises situations before and it is a challenge for the company's management.
- We believe that people are the most valuable asset to our business, so in crises we have to show up for the employees and support them.
- MIDCO put in place procedure and assessed the risk related to the COVID pandemic to ensure the safety of employees who have to be at work and cannot work remotely.
- MIDCO established a strategy to analyze the critical roles and key positions, and prepared temporary succession plans for key executive positions.
- MIDCO Analyzed the priority of the company's projects and critical tasks and managed them in the most effective way.

- Work through the most difficult scenarios and prepare appropriate communications for the employees.
- Update the travel and meeting policies and Re-Planning of workforce strategies

What are your recent awarded contracts in the region?

- MIDCO awarded many contracts and agreements of providing various services with number of oil and gas companies in Hi torque, cold Cutting, and well head maintenance.

What are your plans to invest more in Egypt?

- Being one of the Egyptian market leaders in the oil and gas services industry, Midco is committed to work alongside our valued customer by providing an integrated service excellency in an economic, safe, efficient and sustainable way. We envision a sustainable future by utilizing new techniques to adapt quickly with the increase in demand and to match the new contracts requirements.

In order to match our vision we have the below strategies in the coming period :

- Focus on new Technology in our service
- Invest in the development of services and Update our services and products to keep up with most recent world wide trends.

Cross sell services and products

- Focus on selling additional services and products to the same customer by increasing the scope of the awarded contracts to include additional services.

Hiring more expertise

- A plan started from 2022 to be able to meet the increase in demand and to match the new contracts requirements.

How does MIDCO maintain a high technical level of its staff?

We Midco, maintain high technical level of our staff by Training; either internal or external, to improve and ensure that all employees are suitably aware and trained in all aspects of their duties, responsibilities and job functions. Identifying our training needs is one of the fundamental prerequisites for our effective development strategy to identify the knowledge and skills of our employees need to perform their work safely.

- Training is given to improve and ensure that all personnel are suitably aware and trained in all aspects of their duties, responsibilities and job functions.
- Training plan either internal or external is

put in place and implemented according to the training needs assessment and development targets.

- Identifying of our training needs is one of the fundamental prerequisites for our effective development strategy to identify the knowledge and skills of our employees need to perform their work safely.
- To help our company department(s) to identify their employees training needs, we advised using of the following standard techniques (if applicable), those are:
 - Revision of the work activities and responsibilities for all occupations.
 - Revision of the critical task analysis and procedures.
 - Revision of the underlying causes relating to lack of inadequate training of previous accidents.
 - Revision of the hazard identification and risk assessments.
 - Revision of the inspection report analysis
 - Revision of the changes in process design, work methods, equipment, materials management analysis.
 - Revision of the operating procedures
 - Revision of the applicable regulations and standards.

What about the health and safety procedures that the company follows in its production sites, especially with the continuous changes of the epidemic

- As per our QHSE Policy; MIDCO Provide and maintain safe, healthy and friendly-environment working conditions for all our employees, contractors, customers, visitors and public to ensure prevention of work-related injury, ill health & environmental pollution.
- MIDCO Considered implementing flexible and remote work options during



the pandemic period.

- MIDCO tried to Share the up-to-date and relevant information from credible sources about COVID-19 symptoms and disease prevention recommendations among company employees.
- Safety instructions and recommendations is communicated and added in a clear vision.
- We Focused on organizing a safe work environment and self-monitoring of employees' health, and disinfection of workplaces.
- Monitoring and supervision to make sure people are following controls put in place, eg following hygiene procedures, washing hands, wearing masks, keeping distance etc..
- Meetings are held either internet or on the phone where possible.
- MIDCO ensure the safety of working environments by thoroughly cleaning and disinfecting workplaces.

Engineer Essam, Midco Chairman, is continuing his development and growth measures impacting his Company members to deliver a world wide petroleum services that exceeds expectations of excellence and quality.

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