

Omnix International forms partnership with AVEVA dedicated to KSA, Kuwait and Qatar Oil and Gas

(For high-res picture, please contact roland@orn.nu)

Alliance brings choice, increases efficiencies and reduces risk for customers

London, UK - 17 May 2016: [Omnix International](#), the provider of technology enabled solutions to the Middle East and [AVEVA](#), the world's leading engineering software provider, have today announced a formal business partnership. The alliance has been created specifically to address the increasingly complex needs of the Oil and Gas Industry in the KSA, Kuwait and Qatar region.

Under the agreement, Omnix, which has over 25 years' experience of working in this region, will be positioned to offer AVEVA's software solutions to its customers. AVEVA's design and engineering tools assist engineering companies and owner operators to increase the speed and efficiency of project execution and enhance operations reliability. Omnix is building a dedicated team of AVEVA specialists who will combine local knowledge and AVEVA certified technical expertise.

"Energy demand in the Middle East and North African region is growing at more than three times the global average and—despite the oil price pressures—our region's Oil & Gas sector still has active projects totalling approximately half a trillion dollars. According to MEED Projects^[1], Kuwait alone is expected to award nearly \$35bn of contracts before the year-end," said Jayant Deshpande, Director, Omnix.

"Despite this positive outlook, there is significant pressure on the sector to improve performance as projects increase in complexity, especially as PWC reported 70-90% of budget and schedules overrun on Middle East Capital Projects^[2]."

"Technology has a critical role to play in improving performance, and this prompted us to evaluate our portfolio to ensure we continued to offer the world-class solutions for which Omnix is known in the region. Having reviewed the market carefully, it became clear that AVEVA's solutions for the Oil and Gas sector would help our customers become more agile, efficient and effective amid such turbulence. We also

wanted a partner that would remain relevant in the future. AVEVA's history of innovation, from the creation of the object-centric 3D design category with PDMS through to its ground-breaking information management and decision support solutions built to run on the largest touchscreens really impressed us."

Deshpande continues: "More importantly, having met with the executive team at AVEVA, we discovered a partner with whom we can truly collaborate effectively, becoming an extension of the AVEVA business."

Louis Khoury, SVP of Operations MEA, AVEVA said: "AVEVA has considerable success in UAE and Oman where we have direct relationships with end users. However, we also recognise that the markets in KSA, Qatar and Kuwait deserve specialist support and infrastructure, as they are complex and dynamic, and are experiencing the same shortage of skilled resources affecting the rest of the GCC. In such situations, it is vital to have a strong local presence of highly skilled, highly experienced technical resources to provide the maximum level of direct customer assistance. Omnix has an impeccable track record of expertise and excellence across the region as a whole, and so we are honoured that it has chosen to partner with AVEVA and to add AVEVA technology into its portfolio."

Khoury continues: "When we were evaluating the viability of this partnership, Omnix made it clear that it took this commitment very seriously. I am confident that, as a result, Project Directors, Engineering Directors, and Design Managers within Oil and Gas EPCs and Owner Operators will get levels of support and choice that the region has never previously enjoyed. We can now provide EPCs and OOs with direct expertise and access to a wide range of AVEVA products and services."