

GEOTEC

INTERNATIONAL PVT LTD

COMPANY PROFILE



www.geotec.in

THE COMPANY

Geo-Tec International, a professionally managed marketing and services setup is incorporated under the Company Act 1956 with the core objective to assist international oil companies in India.

Geo Tec is a growing network of interrelated businesses. Geo Tec continuously strives to meet the needs of its clients and the emerging Indian market.

At the heart of Geo-Tec's approach to market the product or executing projects is the gaining of an in-depth understanding of the customers need.

Geo-Tec has a collective body of long standing experience in managing different kinds of products and services in India. Consequently, Geo-Tec marketing personnel are skilled leader adept at managing cross-functional team using time tested methodologies to establish new product in the country.

THE VISION

In the globalized and ever changing business world of today which is increasingly impacted by a myriad of technology options, only organizations that have the vision to deploy experience, technology and information for strategic advantage can become successful - for which, quick and continues adaptation to ever-evolving possibilities is imperative.

Our partnerships with our customers are realized through developing personal relationship gaining on in-depth understanding of their business and applying the best technical expertise to their jobs.

Geo Tec wants to change the way service providers work in India. It wants to be the biggest bridge between the International Oil and gas service companies and the India Oil service provider

Geo Tec wants to EXPAND its customer base and enhance the franchise by pursuing larger opportunities. PROVIDE skilled leadership and support. INSTILL an environment of internal and external excellence in customer service.

KEY PERSONNEL

Geo-Tec a highly focused company, staffed with Industry experienced and qualified professionals have an overarched presence in the Oil Industry.

Rakesh Kumar Sharma- Director

An Engineer from Mechanical stream has over thirty years of professional experience in Oil Industry. He has done extensive work on Marketing, Material Planning, Field performance, Purchase etc for some of the world's renowned Oil Companies Like Oil & Natural Gas Corporation Ltd. (National Oil Company), Saipem Aban (Indo-Italian joint venture) and Reed Tool Company, USA.

Oil & Natural Gas Corporation, ONGC,

Five year experience has covered extensively the following area:

- Understanding of drilling activities including products knowledge
- Material planning and provisioning
- Global tendering procedures
- Offshore & Onshore Rig working experience

Aban Group of Companies:

ABAN GROUP is engaged in Oil Exploration in India. Aban Group is having joint venture with SAIPEM S.P.A Italy and Chiles Offshore Inc., U.S.A for onshore and offshore drilling respectively.

Responsibility included planning and procurement of imported and indigenous rig material, inventory control, vendor development, visits to offshore and onshore sites, Liaisons with Oil & Natural Gas Commission regarding technical discussions.

Reed Tool Company U.S.A

Established RTC office in India in 1994. The establishment in India includes the induction and training of technical personnel to independently run India operations.

Responsibilities included planning of annual sales, handling of global tenders based on performance purchasing, Technical proposal, field performance, Technical discussion with clients etc.

Geo-Tec International Private Limited, New Delhi

He founded Geo-Tec International Private Limited, New Delhi in 1997 with a key objective to assist international oil companies / manufacturer in their Indian venture.

He is successfully heading the company in the right direction and developing International partnerships for expanding business in the country.

Mr. Anil Mathur – General Manager Commercial

Mr. Mathur is Law and Management Graduate and well experience in handling liaison activities with various Departments related with Oil Industry Development and Ministries of Government of India. He is well experienced in the related field. The experience includes handling jobs related to the following:

- Ministry of Petroleum and Natural Gas
- Directorate General of Foreign Trade (DGFT)
- Directorate General of Hydro Carbon (DGH)
- Ministry of Telecommunication
- Ministry of Shipping

Mr. K. Chandrasekaran – General Manager Finance

K.Chandrasekaran is responsible for group wide financial control, treasury, audit, tax, insurance, bank and shareholder relations. He has been in Geo Tec from 1997. Mr. Chandrasekaran has more than 20 years of experience in the finance sector. He is a Qualified Chartered and Cost Accountant.

He brings experience, integrity & strong customer values recognizing the customer as a lifelong client who requires ongoing professional, independent and impartial advice to help manage their changing financial needs.

THE NOTABLE PERFORMANCES IN INDIA

Geo-Tec Interaction is primarily focused with major Customers for;

- To adopt new tender system for purchase of equipment / hiring of services.
- Strategic planning of wells.
- Strategic role in handling the situation with regard to product performance problem

The following are the major contracts bagged by our foreign Principals

Smith Technology - USA

Geo-Tec is representing Smith Technology - a division of Smith International - U.S.A. since 2007. They are the market leader in manufacturing and supplies of Drilling Bits worldwide.

- ◆ SOEP – a Schlumberger Company, our Principal after merger of Smith International Inc. with Schlumberger. They have recently bagged 03 years consignment contract (2016-2019) from ONGC for their all India requirement of premium bits. The total contract value is estimated at US\$ 45.00 million.
- ◆ Smith International prior to their merger had been awarded two mega 03 years consignment contract (2008-11, 2012-15,) consecutively with ONGC on exclusive basis for their all India requirement of premium bits. The total contract value was approx. US\$ 110.00 million.

- ◆ Introduced Turbo Drilling Technology in the frontier basin of ONGC and Smith Services was awarded a contract on performance basis. The successful introduction and notable performance improvement resulted in subsequent 03 more contracts to Smith Services.
- ◆ Smith Services was awarded a contract by ONGC for Whipstocks and successfully executed. The contract value worth US\$ 10 million (2009-2014).

World Oil Tools Inc. - Canada

Introduced WOT in ONGC for External Casing Packers supplies and installation. WOT in consortium with Geo Tec bagged 03 years (2014-2017) exclusive contract for hiring of services for External Casing Packers for 31 offshore Wells of ONGC. The contract is fully operational.

White Star Pump Company, USA

Geo-Tec is representing White Star Pump Company in India since 2006. White Star Pump Company are the manufacturer of Mud Pumps required for Oil and Gas drilling industry. Their manufacturing facilities are in Houston, USA and Edmonton, Canada (www.whitestarpumps.com)

Our scope of work includes introduction of new technology Quadraplex Mud Pump to major customers like ONGC and also set up infrastructure for its sale and field services.

- Conducted seminar & presentation with top management of ONGC & Oil India for introduction of new generation of Mud Pumps - Quadraplex.
- ONGC has Purchased 04 nos. of new technology Mud Pumps from White Star on nomination basis.

Hughes Christensen - USA

Geo-Tec has represented Hughes Christensen - a division of Baker Hughes Incorporation U.S.A. in the period 2003-2007. During this period we had played a significant role in promoting their premium drill bits to the major customers like ONGC, British Gas, and Cairn Energy and so on. During our tenure they have attained the position of market leader with market share of 80% of the premium bit requirement in India.

Reed Tool Company U.S.A

Mr. Sharma, Director, had successfully established the India Operation of Reed Tool USA in 1994. RTC, during his tenure of 4-years, has carved a position of being the market leader with an annual sale ranging from 2.5 to 4.0 million dollar.

Was instrumental in bringing new innovative concept of performance based purchasing of Drill Bits with key client ONGC, its implementation has helped the client to considerably reduce the drilling cost. RTC, in a short span of 4-years, has gained a position of being the market leader.

IMBM Group of Companies, France

Represented IMBM Group of Companies, France. Their product range includes PDC bits, mining bits and mining equipment. We not

Only introduced IMBM for their PDC bits but also carved out a strong niche by managing 40% share of the PDC bit market against very stiff and fierce competition from four major PDC bit manufacturer.

The customer's list includes Enron Oil and Gas India Limited, ONGC and mining companies. IMBM group has closed their India Operation under corporate restructuring in the first half of 2001.

Hardy Oil & Exploration (India) U.K

Onshore Survey of Drilling Location In Gulf of Cambay for M/s Hardy Oil & Exploration (India) U.K

Multiwave Geophysical Company

Introduced Multiwave Geophysical Company (MGC), Norway. MGC was short listed as one of technically qualified bidders in their very first tender of Government of India for offshore marine seismic survey for continental shelf program.

WellTec - Denmark

Geo Tec had introduced Well Tec A/s a Denmark based company to ONGC and BG India.

- Geo Tec played a significant role in WellTec being awarded an ONGC contract.

WellTec is the world's leading provider of robotic solutions for oil and gas wells. Since 1994 in U.K. They are precision-controlled robotic technology has revolutionized the industry and transformed the way oil and gas is produced.

Air Drilling Services Pte Ltd -Singapore

Geo Tec has successfully introduced Air Drilling Services Pte Ltd (ADA) Singapore

The former owners and management of Air Drilling Service (ADS) established air Drilling Associates (ADA) in 2002, which until its takeover in 1999 was the largest air drilling company with operations in all corners of the world.

ADA is the market leader in the Asia-Pacific region, mainly running aerated fluid operations for geothermal wells in the Philippines, Indonesia and New Zealand as well as foam drilling projects in Papua New Guinea.

The company is led by a management team with over fifty years of experience running such projects on all continents of the world

[Integra- Russia](#)

Established in March 2004, Integra Group has, through initial 18 strategic acquisitions, become one of the leading companies in the oilfield services sector of the Russian market.

Integra Group provides a suite of complimentary products, services and solutions for all stages of reservoir's life cycle. From Field Development Plan (FDP) design and approval to engineering, well construction and completion, production enhancement and eventual abandonment, Integra Group has the resources and know-how to deliver the solutions our customers need.

As the leader in Integrated Project Management (IPM) in Russia, Integra has developed the capability to deliver increasingly demanding field development projects while drilling rig ownership, together with technology services, provides a strong platform for packaged services and integrated solutions. Integra also produces specialized tools used in the exploration, development and production of oil and gas.

[Tianjin Dong Fang Xian Ke Petroleum Machinery Co., Ltd-China](#)

Tianjin Dong Fang Xian Ke Petroleum Machinery Co., Ltd., established in April, 2004 is a private joint-stock enterprise which integrates designing, manufacturing, assembling, commissioning and technical services. The company commits itself to researching, developing and popularizing new technology, new products and new process in petroleum drilling equipment.

The company has the annual production capacity of 150 sets of drilling and work over rigs. It has won a good reputation for its top-rank products with competitive price and excellent after-sale service. Customers from different countries are welcome to visit our company and place orders.

[Jiangsu Huaneng Cable Co. Ltd. China \(JHCCL -China\)](#)

Geo-Tec is representing JHCCL-China, and also through their Distributor based in London, U.K.,

JHCCL- China are manufacturer of Logging Cables since 1983 and are the major supplier of logging cables to Chinese Oil Industry and are also the major exporters of Logging Cables to International Market from China

Geo-Tec played significant role for developing the market in the ONGC and JHCCL received 06 years (2004-2010) consecutive orders from ONGC through their distributor ISL, UK.

[Geo-Tec provides following services as a routine to their principals](#)

- ♦ Research and analysis of the company business and the market of the company products
- ♦ To Identify the Territory, Customer Group, Trade Channel etc
- ♦ To Evaluate and Forecast the Market Size and Potential customer
- ♦ To analyze the efficiency of Sales Force, Advertising, Sales promotion and distribution
- ♦ To prepare product efficiency/performance report.
- ♦ Identify pilot projects that could be implemented in the short term.
- ♦ Advance intimation of tender
- ♦ The Submission of tender and follow up with the concerning Authority.
- ♦ Assistance in tender preparation.
- ♦ To expedite award of contract/opening of L/C and release of payment
- ♦ Expedite the release of B.G/ P.B.G.

VALUE ADDED SERVICES

Geo-Tec also provides support services to major international oil companies engaged in Production Sharing Contracts or NELP with Government of India. The assistance includes technical, Infrastructure setup and understanding of the local regulations.

The major client list includes Enron Oil & Gas India Limited (Now known as BG Exploration and Production India Ltd.), Baker Group, Cairn Energy India Pty Limited through their logistic contractors, Schlumberger Asia Services Limited & Mi Overseas Limited.

We also offer the following services:

- Directorate General of Hydrocarbon for Essentiality Certificate and other co-ordinations
- Directorate General of Foreign Trade for SIL of Negative List of Item
- Expatriate Personnel Clearance from Ministry of Home Affairs
- O.S.V Clearance from the Ministry of Defense
- Directorate General of Civil Aviation
- License to Import Explosive
- Radio License from Ministry of telecommunications
- Land Survey of drill site locations of onshore fields.
- Liasoning with National Oil Companies

The Precious Clientele

Enron Oil & Gas India Ltd

Essentiality Certificates
From DGH

SIL For Restricted Items
From DGFT

Cairn Energy India Pty Ltd.

Essentiality Certificates
From DGH

Crew Clearance from MHA

OSV Clearance

Schlumberger Asia Service Limited

Essentiality Certificates
From DGH

SIL For Restricted Items
From DGFT

Baker Hughes Group

Essentiality Certificates
From DGH

Crew Clearance from MHA

Atwood Oceanics Pacific Ltd.

Essentiality Certificates
From DGH

Shell India Production Development B.V

Essentiality Certificates
From DGH

SADCO

Essentiality Certificates
From DGH

DGMS Jobs

Hardy Oil & Exploration (India)

Onshore Survey of Drilling Location
in Gulf Of Cambay

Others

Geco-Parkla
for OSV

Mosbecker India

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