

2023

**SMARTWAY**

**INVESTMENT SPC**



**WE PROVIDE BEST ADVICE  
FOR YOUR BUSINESS**



# HUSNI AL ABRI

## GROUP CEO

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We are proud in being one of the pioneer engineering and contracting company in Oman having achieved remarkable growth over the last one-year decades and contributing significantly to the development of Oman. The Company has attained prominence as a leader in the field of engineering and environmental solutions through competence, competitiveness and timely delivery with highest quality standards and recognized safety performance. We have a long tradition of serving our valued customers to their complete satisfaction through efficient management and excellent workmanship, which we continue to maintain with our untiring efforts.

Offering services spanning a wide range of engineering fields for in oil & gas, transport industry, construction industry, structures, building constructions, waste management, chemical supply, SmartWay is the preferred choice of many clients because of its reliability and commitment to quality and safety.

As we look to the years ahead, we renew our pledge to remain committed to excellence, keep abreast of changes and innovations, adopt better management and construction techniques and successfully overcome all challenges before us. e the knowledge gaps it aims to address.

# About Us

SmartWay Investment was established in 2012 to promote and invest in “smart products and solutions from around the world” that add technical and commercial value to projects in the specialized local industries of petro and industrial chemicals, environmental services, and waste management for hazardous and non-hazardous materials.

Working with global and local partners bringing technical expertise and investments to the Omani market, SmartWay is leading the choice for clients. Having acquired a wealth of experience since its founding back in 2012 and its founder’s engineering background and career proficiency, the company provides world-class quality off-the-shelf and customized solutions however comprehensive and advanced across the full spectrum of industries.

SmartWay management and technical team with a solution-oriented mindset continuously research and review new and advancements in technologies, applied sciences, and products that are compatible with the local settings, client expectations, and needs.



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# VISION AND MISSION



## | VISION

To lead the industry in providing comprehensive, high-tech, and multi-disciplinary services.

## | MISSION

Conduct our business in a manner that demonstrates technical competence and reliability while continuously pursuing improvement and advancement.





# People Behind the Company

SmartWay was founded by and operates with a diverse team of chemical and petroleum engineers with years of experience and acknowledged qualifications. SmartWay's combined expertise is complimented with the all-important ties and network within the local and global industries.

What makes SmartWay unique and different is not only the credentials of its founders and team but also their value system and beliefs that bind their individuality to a common vision of adding values and services to their partners or customers.

## Our Values





# SME, Registered with Riyada Oman



المهيئة العامة لتنمية المؤسسات الصغيرة والمتوسطة  
Public Authority for SME Development

هيئة تنمية المؤسسات  
الصغيرة والمتوسطة  
SMEs Development Authority



Smartway Investment SPC is a registered Small and Medium Enterprise (SME) with the Small and Medium Enterprise Development Authority (Riyada) in Oman. As an SME, Smartway Investment SPC is eligible to receive a range of support and resources aimed at promoting its growth and success. Riyada provides SMEs with access to business advice and consultancy, financing opportunities, training and development programs, and market access, among other services.

It is worth noting that the role of Riyada is pivotal in the promotion of entrepreneurship and the development of SMEs in Oman. By being a registered SME with Riyada, Smartway Investment SPC has the opportunity to take advantage of these resources and support to help drive its success.



# Collaborating for a Sustainable Future

SmartWay Investment Company has entered into a cooperation program with the Sustainable Energy Research Center of Sultan Qaboos University to enhance its technical capabilities in the areas of fuel and hydrogen production, design and manufacturing, and biogas and green hydrogen research. This collaboration aims to bridge the gap between academia and industry by providing students, academic staff and technical personnel with hands-on industry experience.



Key aspects of the program include:

Joint testing and analysis of various fuels and hydrogen in partnership with PAC

Energy solutions and research in biogas and green hydrogen technology.







الجمعية العمانية للخدمات النفطية  
Oman Society for Petroleum Services

# We are Member of (OPAL)

OPAL, or the Oman Society for Petroleum Services, is a professional organization that represents the interests of companies in the petroleum services sector in Oman. The organization aims to promote the growth and success of its member businesses, and to contribute to the development of the petroleum services industry in the country. OPAL provides its members with access to a network of resources and support, as well as opportunities to engage with other companies in the petroleum services sector and government officials. By being a member of OPAL, companies like SmartWay Investment are part of a community dedicated to supporting and advancing the Omani petroleum services industry.

SmartWay Investment is proud to be a member of the Oman Society for Petroleum Services (OPAL), a leading organization representing the interests of companies in the petroleum services sector in Oman. As a member of OPAL, we are committed to supporting and advancing the development of the petroleum services industry in the country, and we look forward to engaging with other industry players and government officials through this network

# SmartWay Investment

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Main Services: Lab Instruments, Lab Supplies & Specialty Chemicals, Calibration and Maintenance, Technical Trainings, R&D in Collaboration with the Universities, Consulting Services, Environmental Services, Laboratory Furnishing.

# Customer Base

- Connected with all related industries due to our long-term presence in the market.
- Major partners and connections are OQ, PDO, BP, OXY, Daleel Petroleum, Oman Oil, Beah, SGS, Intertek and so on.
- Already have running contracts with main clients.
- Collaboration with research institutes, educational sector, and government organization.



## COMPETENCY

SmartWay has a very qualified team for marketing, sales and service. All the members are trained on management skills as well as in customer dealing. We have a strict protocol of following the statement “Customer is always right.”

## OUR PROCESS IS EASY

- *Identify the technical gap.*
- *Offer the best solutions to the customer.*
- *After sales best support to gain the trust and long-term relationship.*

# Some of our projects

**01**

**Disposal of expired chemicals in barka**

- Client : Diam
- Year : 2021/22



**02**

**Disposal of Oily Sludge**

- Client : ODC
- Year : 2021

**03**

**Disposal of Oily Sludge**

- Client : OQ
- Year : 2022



**04**

**Disposal of brine water**

- Client : SPMP
- Year : 2022



**05**

**Civil construction, Mosque construction**

- Client : Daleel petroleum
- Year : 2019/2020

**07**

**Disposal House connections contract**

- Client : Haya
- Year : 2021/Ongoing



**06**

**Mechanical , Civil constructions, Maintenance contractor**

- Client : Oman Oil
- Year : 2020/Ongoing



SL.NO	JOB DESCRIPTION	YEAR	CLIENT	REMARKS
1	DESIGN ,CONSTRUCTION , STRUCTURE FABRICATION AND ERECTION OF WORKSHOP SHED	2016	ABRAJ DESERT UNIQUE PROJECT	
2	FABRICATION OF STEEL STRUCTURE	2019	STS-OMAN	
3	FABRICATION OF STEEL STRUCTURE	2019	STS-OMAN	
4	NEW GAS PIPE LINE SUPPLY AND INSTALLATION AT SITE	2019	BEAH	
5	MAINTENANCE WORKS FOR MECHANICAL , ELECTRICAL AND CIVIL WORKS	2021	OMAN OIL	3-Year contract
6	SUPPLY, FABRICATION OF MISC ITEMS	2021	OMAN OIL	3-Year contract
7	SUPPLY, FABRICATION, BLASTING , PAINTING AND SITE INSTALLATION OF CANOPY FOR OMAN OIL STATION	2021	OMAN OIL	3-Year contract
8	HOUSE CONNECTION HAYA CALL OFF CONTRACT	2021	HAYA-Water	Contract (1 Years)
9	HOUSE CONNECTION HAYA CALL OFF CONTRACT	2022	HAYA-Water	Contract (1 Years)
10	SUPPLY AND FABRICATION OF PACKAGING & PRESERVATION OF INVENTORY MATERIALS	2022	DALEEL PETROLEUM	Contract (1 Years)
11	Disposal of oily sludge	2021	ODC	
12	Disposal of expired chemicals in Barka. Removal, transportation, and safe disposal of chlorine gas cylinders from diam sites.	2021/22	DIAM	

13	Disposal of oily sludge	OQ	2022	
14	Civil construction. Mosque construction	2019/2020	Daleel petroleum	
15	Mechanical, civil constructions, Maintenance contractor	2020-ongoing	Oman Oil	
16	House connections contract.	2021/ongoing	Haya	
17	Disposal of oily sludge	2023 ongoing	Asyad Drydock	
18	Repacking of AMENA Chemichls	2022	OLNG	
19	Disposal of waste of oily water and used chimichals services	2023	Wartsila	
20	Well Services (downhole tools)	2018 - Present	PDO / OQ	

# Our Business Alliance



## PAC

PAC is the leading manufacturer of lab and process analyzers for gas chromatography, elemental analysis and physical properties. The PAC portfolio includes AC, Advanced Sensors, Alcor, Antek, Cambridge Viscosity, Herzog, ISL, PetroSpec and Phase Technology.



## AFTON

Afton Chemical Corporation is part of the New Market Corporation (NYSE: NEU) family of companies and has been working in the fuel and lubricant additives marketplace for over 90 years.



## CHEMIC

Chemic is an Engineering, Procurement, and Construction Management firm with a 40+ year history in the Midstream, Petrochemical, Refinery, and Chemicals markets.



## AL RAMOOZ

AL-Ramooz National LLC (known as ARN) is a leading Omani Company and catering its services to the Oil & Gas, EPC, Construction industry, Facility Management, Manpower Supply, Rental of Vehicles & Equipment's.

# OUR Esteemed Clients



شركة تنمية نفط عُمان  
Petroleum Development Oman

Is the leading exploration and production company in the Sultanate of Oman. We deliver the majority of the country's crude oil production and natural gas supply, but above all we focus on delivering excellence, growth and sustainable value creation within and well beyond our industry.



**Occidental of Oman Inc.**  
أوكسيدنتال عمان انكربوريتد

Is a wholly owned subsidiary of Occidental Petroleum Corporation, an international oil and gas exploration and production company, and one of the largest U.S. oil and gas companies based on equity market capitalization.

Oman Water  
& Wastewater  
Services Company



This company is considered member of Nama Group companies. The group provides generation, transmission, distribution, supply and purchase services for electricity and related water services in the Sultanate.

دليل للنفط ش.م.م.  
**DALEEL PETROLEUM L.L.C.**

Is one of the leading oil producers in Oman. It is a growing company that has built a very good foundation of ever more efficient production, use of latest technology, ethical business and social responsibility.





Has a long history of oil and gas exploration and production in the Middle East. It is a major investor in Oman and one of the world's pioneers in tight gas production, bringing technology and experience to develop one of the Middle East's largest unconventional gas resources in the Sultanate's Block 61.



Is a global integrated energy company with roots in Oman. With operations across 17 countries, the Group covers the entire value chain from exploration and production to marketing and distribution of end-user products. The Company's fuels and chemicals are sold in over 60 countries worldwide, making it a pioneer in the energy sector.



Oman Holding Company for Environment Services S.A.O.C. an (Omani Closed Stock Company fully owned by the government) undertakes implementation of the government policy with regard to the waste sector, management and operation of the sector activities in accordance with the sector strategy being planned by the National Economy Ministry.

# WE PROVIDE BEST ADVICE FOR YOUR BUSINESS



## ACCOMPLISHMENT

- *ISO-9001*
- *JSRS Certificates*
- *SME Certificate*
- *Haya Certificate*
- *Oman Broadband Certificate*
- *Signed an agreement with Bank Muscat to support projects for the restoration of the village gate and some old houses to be facilities that serve the tourists in the village of Misfat Al Abriyeen*
- *Signed an agreement with Oman Refreshments Company to implement, operate and develop a zip-line project in the village of Misfat Al Abrien*
- *The United Nations World Tourism Organisation (UNWTO) has selected Misfat Al Abriyeen Village as one among the best tourism villages in the world*

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# LET'S GET TO BUSINESS

 SW-Oman.com

 info@sw-oman.com

 (+968) 9704-7077

 @SmartwayLLC

 Al Azaibah, Muscat,  
Sultanate of Oman, Muscat,  
P.O Box 64, PC 617, CR:  
1143091.

 Smartway Investment Group

 SW.Oman