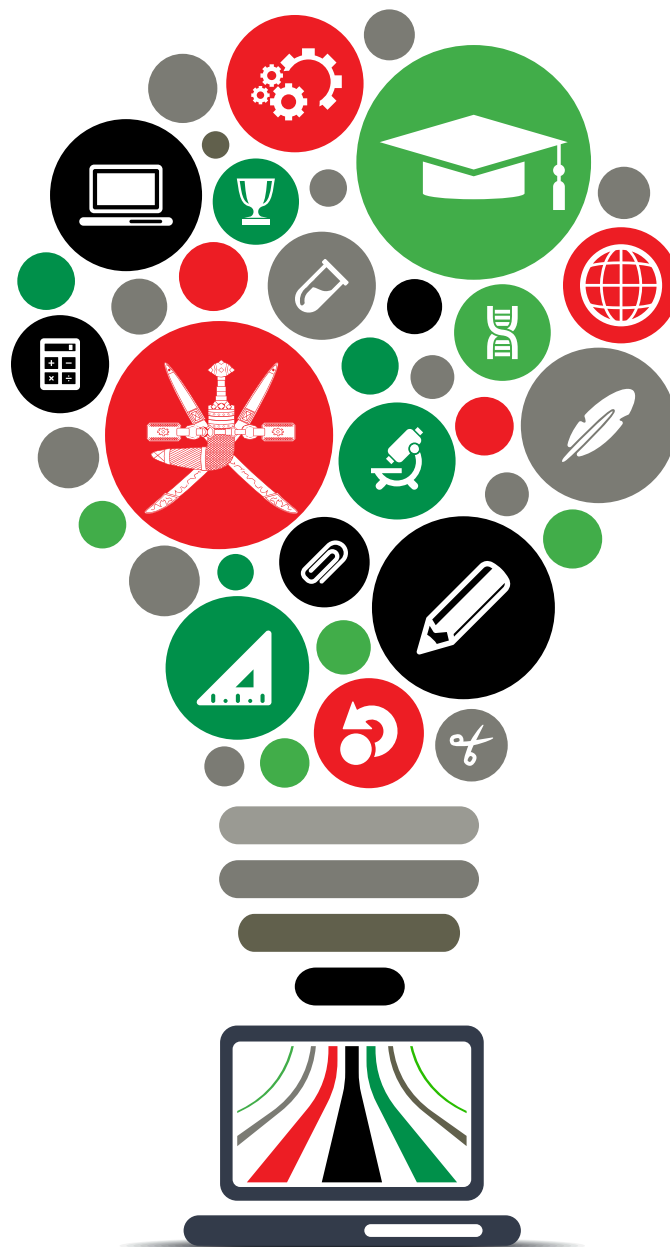


CASE STUDY

The Oman Energy

Industry-Academia R&D Protocol

Narrow the Gap between Industry & Academia
to Establish Efficient R&D Partnerships



“We must move away from ideas and towards actionable goals – we cannot strategize forever. We have the ideas and we know who is responsible for each one of the ideas, but now they must be implemented.”

**H.E. Salim Al Aufi
Undersecretary
Ministry of Oil & Gas, Oman**

Oman Energy Industry-Academia R&D Protocol Project

Executive Summary

Gulf Intelligence research shows the alignment between Oman’s Industry and Academia must be urgently improved in order for Oman to deliver an enhanced R&D ecosystem. Academia’s research efforts have to be focused in order to deliver results that are useful to the Industry and to Oman as a whole. Equally, industry must also be ready to come to the aid of institutions to help advance their learning and research capabilities. The benefits of such academic growth will feed back into the Industry and Oman’s economic growth.

Phase I (2015 – 2017)

Gulf Intelligence facilitated an active dialogue through 2015-2017 between all relevant stakeholders in Oman to narrow the gap between industry & academia to establish efficient R&D partnerships. The UAE Based strategic communications consultancy and research firm coordinated the delivery of the first major step of this journey by producing the Oman Energy R&D Protocol which was officially ratified and signed by its founders in June 2017 by H.E. Dr Mohammed bin Hamad Al Rumhy, Minister of Oil and Gas; H.E. Dr Hilal bin Ali Al Hinai, Secretary General of The Research Council; and Raoul Restucci, Managing Director, Petroleum Development Oman.

Phase II (2017)

Gulf Intelligence proceeded to engage with and successfully secure the protocol ratification of 40 organizations throughout Oman. The stakeholder commitment represented a first for the region and major milestone, as all of Oman’s universities and key energy stakeholders cemented their commitment to close the gap between industry and academia on R&D.

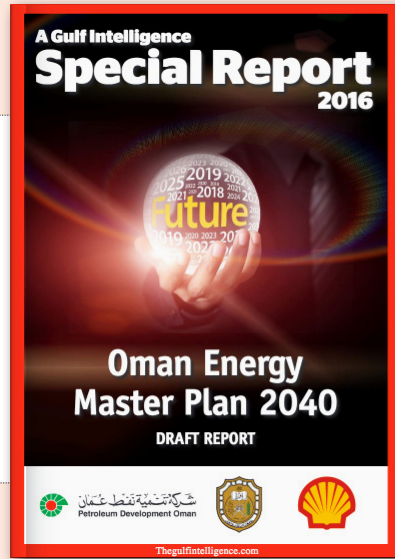
Phase III (2017-2018)

As a part of the protocol, a digital membership-based virtual collaborative platform (established under a new entity; Ejaad) where industry, academia and government can interact and engage in research and innovation activities is launched. Ejaad is Oman’s R&D uber-like platform. It is a one-stop shop where academia and industry can capitalize on each other’s resources and fulfill R&D needs.

Oman Energy Industry-Academia R&D Protocol Project

PHASES

2015



26% Establishment of research clusters & incubators with universities across the country linked with promotion entities.

1% More Omani PhD students to get their PhD's in Oman

Stream 3 Research & Development
What are the Top recommendations needed for Aligning Academia and Industry to develop an enhanced R&D Ecosystem in Oman?

73% Bring industry and academia together to establish public private partnerships for R&D

The Gulf Intelligence OEF Industry Workshop – October 20th, 2015

The top 100 stakeholders from industry, academia, and government, gathered for the workshop to explore viable solutions to five key energy challenges that lie ahead. The top recommendations from the workshop form the heart of the 25-Year Oman Energy Master Plan.

2016

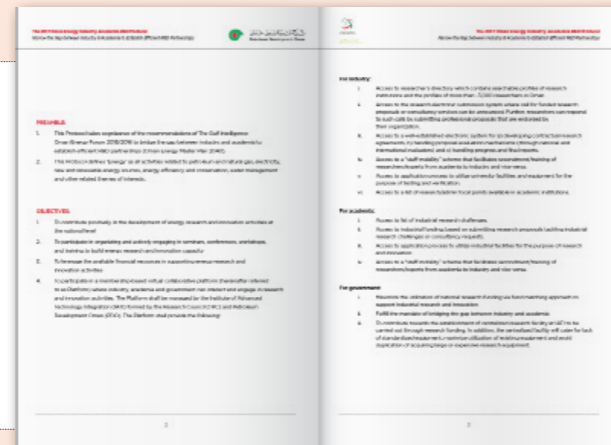
Recommendation	Adopting Institution
Draft an Oman Energy Industry-Academia R&D protocol with 10 principles that will be ratified with the signatures of companies operating in Oman's energy sector and their peers in academia.	
Develop a patent licensing office in Innovation Park Muscat dedicated to helping researchers file patents and understand patent law.	
Host a quarterly seminar that will help energy entrepreneurs, SMEs, inventors, and researchers understand each step of the patenting process and will allow them the information needed to...	



The Oman Energy Industry-Academia R&D Summit – October 18th, 2016

The Oman Energy R&D Summit tackled the top R&D recommendation from the Oman Energy Master Plan 2040; *Create an Action Plan to Urgently Narrow the Gap between Industry & Academia to Establish Efficient R&D Partnerships.*

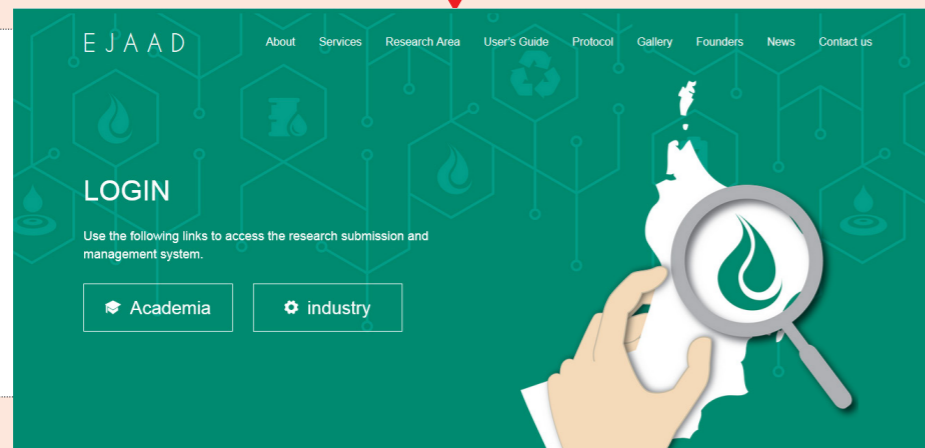
2017



The Oman Energy Industry-Academia R&D Protocol

The top recommendation from the R&D Summit action plan is taken forward to implementation. An R&D Protocol with guiding principles is drafted, finalized and ratified by H.E. Dr Mohammed Al Rumhy, Minister of Oil and Gas

2018



Ejaad

Gulf Intelligence successfully secures the protocol ratification of 40 organizations throughout Oman culminating in the launch of a digital collaborative platform (established under a new entity; Ejaad) where industry and academia can interact and engage in research and innovation activities.



PHASE I:

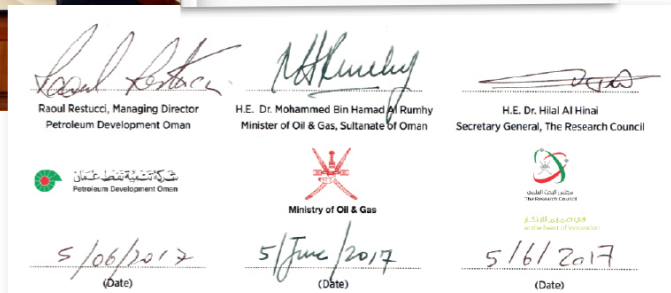
Oman Energy Industry-Academia R&D Protocol

Narrow the Gap between Industry & Academia to Establish Efficient R&D Partnerships



June 2017

Oman's Ministry of Oil & Gas, Petroleum Development Oman (PDO) and The Research Council ratify The 2017 Oman Energy Industry-Academia R&D Protocol



2015 2016 2017

PROLOGUE

May 2015

Gulf Intelligence meets with the Ministry of Oil and Gas in Oman

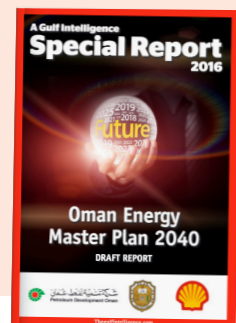
"We need a long term Oman Energy Master Plan that delivers recommendations and solutions that are aligned with All stakeholders from Industry, Academia, and Government"



Oct 2015

The 2015 OEF Industry Workshop

One hundred stakeholders from energy industry, academia, and government, gathered for The OEF Industry Workshop on 20 October 2015 to explore viable solutions to five key energy challenges that lie ahead which are: Energy Supply, Energy Demand, R&D, Labour, Water-Food-Energy Nexus. The workshop delivers the intelligence and wisdom required to deliver the Oman Energy Master Plan 2040.



Nov 2015

Oman Energy Master Plan 2040 - Draft Report Published

The top three recommendations harvested from the OEF Industry Workshop for each of the key energy challenges addressed form the heart of the Oman Energy Master Plan 2040.



Nov 2015

Special Leadership Briefing with H.E. Dr. Mohammed bin Hamad Al Rumhy, Minister of Oil and Gas in Oman.

R&D PROTOCOL Timeline

Dec 2015

Gulf Intelligence meets with Sultan Qaboos University and The Research Council to discuss the next steps in pushing forward the top R&D recommendation from the Oman Energy Master Plan 2040 which is "Align Academia and Industry in the Delivery of an Enhanced R&D Ecosystem in Oman."

Oct 2016

The 2016 Oman Energy Industry-Academia R&D Summit

The Oman Energy Master Plan 2040: Tackling the top R&D recommendation is the key focus of the 2016 forum hosted by Sultan Qaboos University:

"Align Academia and Industry in the Delivery of an Enhanced R&D Ecosystem in Oman - The alignment between Oman's Industry and Academia must be urgently improved in order for the country to deliver an enhanced R&D ecosystem that fosters efficient public-private partnerships."



Feb 2017

Special Leadership Roundtable Briefing with H.E. Dr. Mohammed bin Hamad Al Rumhy, Minister of Oil and Gas in Oman.

Top recommendation from the The 2016 Oman Energy Industry-Academia R&D Summit was to create an R&D Protocol to bridge the gap between Industry & Academia to establish efficient R&D partnerships.

H.E. Dr. Moahmmed bin Hamad Al Rumhy selects PDO & TRC to champion the delivery of the Oman R&D Protocol for ratification.



March 2017 to May 2017

Gulf Intelligence, PDO and TRC collaborate and draft final R&D Protocol for ratification



في صلب الابتكار
at the heart of innovation



PHASE II

Signees of the Oman Energy Industry-Academia R&D Protocol

*as of 14 December 2017

- ✓ Ministry of Oil & Gas, Sultanate of Oman
- ✓ Petroleum Development Oman
- ✓ The Research Council
- ✓ A'Sharqiyah University
- ✓ Caledonian College of Engineering
- ✓ Dhofar University
- ✓ German University of Technology in Oman
- ✓ Muscat University
- ✓ University of Nizwa
- ✓ Higher Colleges of Technology
- ✓ Sohar University
- ✓ Sultan Qaboos University
- ✓ BP Oman
- ✓ Occidental Oman Inc.
- ✓ Daleel Petroleum LLC
- ✓ GlassPoint Solar, Inc.
- ✓ Gulf Energy SAOC
- ✓ Oman Oil Company Exploration & Production LLC
- ✓ Oman Tank Terminal Company LLC
- ✓ Oman Society for Petroleum Services
- ✓ Oman Oil Refineries and Petroleum Industries Company SAOC
- ✓ Port of Duqm
- ✓ Shell Development Oman LLC
- ✓ Sohar Aluminium LLC
- ✓ Tasneea Oil and Gas Technologies LLC
- ✓ Lloyd's Register Oman LLC
- ✓ Target Oilfield Services LLC
- ✓ Falcon Oilfield Services LLC
- ✓ Oman Gas Company SAOC
- ✓ MEDCO Oman LLC
- ✓ Vision Advanced Petroleum Solutions LLC
- ✓ Schlumberger Oman & Company LLC
- ✓ Oman LNG LLC
- ✓ Al Baraka Oilfield Services SAOC

PHASE III

Ejaad Emerges As An Innovative Product Of R&D Protocol

Ejaad has been established in response to a key objective in the Oman Energy Industry-Academia R&D Protocol

To participate in a membership-based virtual collaborative platform (hereinafter referred to as "Platform") where industry, academia and government can interact and engage in research and innovation activities. The Platform shall be managed by the Institute of Advanced Technology Integration (IATI) formed by the Research Council (TRC) and Petroleum Development Oman (PDO). The Platform shall provide the following:

OBJECTIVES:

CONNECT:

Link academic research to industry needs

PROMOTE:

Uphold industry-industry, academia-academia & industry-academia collaboration

EXPLOIT:

Maximize ICV by routing business R&D requests to local academia

ADD VALUE:

Deployment, commercialization and technology transfer of research outcome



SERVICES



Industrial Challenges

A marketplace for industry to present challenges and for academia to propose solutions



Equipment & Facilities Database

Comprehensive list of available research equipment in academia and industry



Researcher Network

Access to +3,000 researchers based in Oman



International Collaboration

Access to international academia and industry



Workshops

A one-stop-shop for training, short-courses and workshops



Consultancy

A hub of expertise for those who are seeking an advice within a particular field



Staff Mobility

Secondment of expertise from academia to industry and vice versa



Research Ideas

A mean to leverage fund and support for research ideas that may lead to groundbreaking solutions

Source: www.ejaad.om



*Official Signees of the Oman Industry-Academia R&D Protocol

What's Next?

Detailed conversations, strategic brainstorming and open-mindedness have each played a fundamental role in establishing the Industry-Academia R&D Protocol – a roadmap of unprecedented clarity for Omanis today and for generations to come. The same ethos has been evident in the launch of Ejaad in December 2017, heralding a world-class tool that will help realize the Protocol's objectives in an efficient, sustainable and quantifiable manner.

Both the Protocol and Ejaad represent more than two years of dedication and hard work by stakeholders in Oman's Industry, Academia and Government, thus illustrating the sultanate's entrepreneurial spirit. Both also mark a vital stepping stone – one with longevity – in Oman's transformation into a knowledge-based economy, while offering nations worldwide a clear template for achieving sustainable progress.

But, the journey does not end here – it has just begun. The Industry-Academia R&D Protocol and Ejaad represent the toolbox that Oman needs to make significant progress on key industrial R&D challenges. Now, Industry and Academia must leverage these new tools, open their intellectual doors to one another and focus on making quantifiable progress. A tool is only as good as those who wield it.

“We now have a road map that promotes – rather than just discusses – the next steps to create tangible action. We have a protocol with a bite.”

**H.E. Dr. Mohammed Al Rumhy
Minister of Oil and Gas
Sultanate of Oman**



Consultancy
Intelligence
Publishing