

# Alfredo Mendez

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## Core Qualifications

- Strong technical and business qualifications with an impressive track record of more than 25 years of hands-on experience in strategic NOC's and IOC's executive accounts, planning, logistics, business unit development, project and product management, and technical system engineering strategies.
- Experienced in technical team leader with drilling, cementing, completion, and hydraulic fracturing services as an operator and service company. Strong technical cementing engineer with experience Well Services, Well Integrity, project management drilling and completion operations. Proven expertise in Unconventionals, Hydraulic Fracturing, Sand Control, HPHT well cementing; Ultra ERD well cementing; Offshore ultra-deepwater operations, and developing/coaching young engineers, delivering quantifiable operational cost reduction, revenue increase, optimizing equipment and personnel utilization, analyzing metrics, and launching improvement initiatives. Skilled in collaborating with all members of the organization to achieve business objectives. Able to use all industry frac simulators (MFrac, FracPro, GOHFER, StimPlan, etc).
- Strong management with profit and loss responsibility focused also on business development skills with emphasis on relationship management and project management. Responsible for supervising, training, and mentoring a multi-national sales team with focus on new clients and targeting breakthrough sales, all being monitored in Salesforce.com, eCRM, and Deal Machine digital platforms.

## Professional Experience

Feb 2020 to present

Alxa Specialty,  
Dubai, U.A.E.  
Position: Stimulation Consultant

My role is to support ALXA Specialty's clients on complex operational and technical aspects of wells or field wide cementing and stimulation jobs from pre-design to execution recommendations on HPHT, unconventional, onshore, offshore deep-water environments. Clients can count on my expertise as value added from our product portfolio:

- Cementing best practices, slurry optimization, log evaluation pre and post cementing jobs
- Evaluation of New Technologies
- Logistics coordination and hands on advising on optimization of resources
- Peer review of past jobs that under-performed post stimulation
- Recommendations on upcoming jobs
- Optimization of additives' recipe
- Production Enhancement and Cementing overview of wells and best practices
- Consulted multiple companies on Digital Strategy and AI to approach operators. Successfully launched AI Driller to NOC in UAE and KSA.

Advised customers on solutions to troubleshoot complex drilling and completion wells from cementing slurries optimization to drilling best practices to fracture wells on extended reach horizontal operations. Complete consultancy on drill to frac multistage jobs.

Nov. 2021 – August 2022 DNO

Position: Senior Stimulation Engineer Consultant

Responsibility on all aspects of acid frac jobs, including writing of specialized stimulation intervention programs for wells in fractured carbonates to achieve safe, technically sound and cost-efficient treatment (definition of complete treatment design with sequences, fluids, etc.) Develop detailed well stimulation cost estimates for assessing the economic viability of the intervention. Serve as Contract Holder for well stimulation services and manage operational and cost performance of the service company. Design and execute quality assurance/quality control and perform post-job analysis for well stimulations. Determine production improvement potential for wells. Perform studies and projects assuring adequacy and conformance to overall objectives of all phases of problems in areas including stimulation, production, well design/testing programs, reservoir flow properties & fluid studies. Plan, monitor and validate well surveillance activities to ensure well integrity with a multidisciplinary team. Identify, evaluate, and select potential vendors to support well stimulations. Maintain safety as a core principal in every aspect of the job and serve as a safety leader. Manage the post-well operations reporting process to ensure the optimization of operational data collation and interrogation to be used for continuous design and operational improvement. Provide input into the specification of completion, well testing and well intervention related equipment and services in accordance with company procedures. Work closely with sub-surface to ensure reservoir requirements are delivered. Participate in the ongoing training and development of assigned local staff and other new graduate staff. Includes assessing employees training and development needs, preparing structured development/familiarization programs, monitoring and reporting on progress and counseling employees, as required. Seconded employee from Alxa Specialty.

July 2020 to Dec. 2020

Baker Hughes  
Dubai, U.A.E.

Position: Region Discipline Leader, Production Enhancement

This role responsibilities is to provide overall leadership, vision, and direction for Reservoir Technical Services in the Reservoir Services organization. The Region Discipline Lead is critical to enabling the company to deliver its Technology Strategy for the organization and a roadmap to achieve strategic goals. This is hands on as well as strategic thought leadership regarding technology, disciplines and products and create strong partnerships across product lines. Key advisor on energy transition and digital implementation strategy from E&P companies perspective. Introduced and lead a complete acid frac and production enhancement study for clients in Iraq resulting in post stimulation longevity superior than average in the field by offset wells.

Feb. 2018 to June 2020

ADNOC  
Abu Dhabi, U.A.E.

Position: Sr. Unconventional Resources Consultant

Sr. Consultant for the Unconventional Resources Department at ADNOC HQ. Advising on Stimulation and Completion for Unconventional and Conventional (fractured carbonate reservoirs) wells and integrating geoscience data for exploratory wells. Coordinating and consulting on perforations, microseismic, hydraulic fracturing, plug and perforation multi-stage completions. Provide industry best practice to integrate all relevant subsurface data and develop hydraulic fracture models to select the optimal landing zones for horizontal wells and in collaboration with the stimulation service provider, define the appropriate stimulation program for horizontal (and vertical) well completions, and production measurements and control. Advisor on In Country Value (ICV) company strategy to successfully implementing the roadmap for UAE. Input Digital company strategy implementation for operations and assets optimization. Responsible to guide and ensure (geomechanical, petrophysical, geophysical, geological, reservoir engineering, log processing) involvement into production enhancements projects and execution. Technical support on high technical level projects in stimulation (hydraulic fracturing, matrix acidizing, sand control, and acid frac), completions and production digital strategy. Seconded employee of Baker Hughes.

Co-developed and implemented shale play development workflow:

- Focused on broad data integration to determine reservoir quality during exploration
- Reducing reservoir uncertainty using reduced data sets in migration from exploration to development
- Utilization of reservoir variations for enhanced completion design.
- Provided reservoir evaluation input and analysis to Heavy Oil challenges on projects in Venezuela, Colombia, and Kuwait. Involved in creating analysis programs for several associated tight gas and CCS projects in US, Argentina, Pakistan, Saudi Arabia, Oman, China, Algeria, Spain, and India.

Lead the unconventional gas project for Baker Hughes in Saudi Arabia from April 2015 until June 2016 with novel introduction and execution of 1<sup>st</sup> time in the world channel pillar fracturing technology. Coordinated all service lines and made technical completion recommendations with desk engineer responsibilities within the client's facilities. Interaction with drilling, completion, and hydraulic fracturing engineers as well as geologists, petrophysicists, geoscientists, and exploration management.

- June 2016 to Jan. 2018 Baker Hughes, a GE Company  
Dubai, U.A. E.  
Position: Technical Director, Production Enhancement  
Responsible for Middle East, North Africa, and India Region to integrate Geoscience and Petroleum Engineering domain and integrated solution experience with Pressure Pumping (PP) key technologies and operational services. This is a joint business effort of all Oil Field Services (OFS) product lines to enable the company to fully exploit the competitive advantage being brought to the market into MENAT & India Region.
- June 2016 to June 2017 Baker Hughes Inc.  
Dubai, U.A. E.  
Position: Technical Director  
Project manager and coordinator of offshore Hydraulic Fracturing, Coiled Tubing, and Well Testing for IOC's offshore UAE. Montet Tide Vessel (STIMFORCE 1) equipped with 14,000 HHP and all its frac equipment accessories. Coordinated the technical and operational aspects of all operations in front of several clients with all documented policies and procedures for offshore operations. In depth analysis of all the technical hydraulic fracturing sensitivities and major input in reservoir and formation evaluation. Pioneer on UAE offshore tight gas market with several jobs executed and post frac mortem analysis.
- Jan 2015 to June 2016 Baker Hughes Inc.  
Dubai, U.A. E.  
Position: Technical Director, ISE (Integrated Stimulation Expertise)  
Responsible for Middle East/Asia Pacific Region to integrate regionally RDS (Reservoir Development Services) Geoscience domain and integrated solution experience with Pressure Pumping (PP) key technologies and operational services. ISE is a joint business effort (RDS & PP) enabling the company to fully exploit the competitive advantage being brought to the market by RDS and Production Enhancement Studies. Responsible to guide and ensure (geomechanical, petrophysical, geophysical, geological, reservoir engineering, log processing) involvement into production enhancements projects and execution. Technical support on high technical level projects in stimulation (hydraulic fracturing, matrix acidizing, sand control).
- July 2013 to Dec. 2014 Baker Hughes Inc.  
Dubai, U.A.E  
Position: Director Business Development, Unconventional Resources Business Unit.  
Responsible for marketing and developing new business units and services in the Eastern Hemisphere (EH) ensuring focus on strategic clients and countries to position new services and technology solutions for maximum market impact on Unconventional Basins. Focused on understanding the client resource development trends, reservoir types, and challenges to target technologies, technical resources and cross segment expertise for maximum business returns. Leader in fostering strong partner relationships and teamwork among business partners. Responsible for supervising, training, and mentoring a multi-national sales team in the EH with focus on new clients

and targeting breakthrough sales of \$300MM, all being monitored in Salesforce.com. Created a pre-tender team and champions throughout the EH.

- Sept 2008 to June 2013      Weatherford International  
Dubai, U.A.E.  
Position: Eastern Hemisphere Business Unit Manager  
Responsible for all areas of operational support and business in the Pressure Pumping, Engineered Chemistry and Drilling Fluids/Drilling Waste Management business unit. Responsible for close to \$400MM turnover business segment. Develop and update the commercial strategy for the business unit domain, including pricing and position guidelines for all services and products while establishing key performance metrics for tracking progress. Develop and enhanced extensive experience in managing the different components and aspects of a Profit and Loss (P&L) Statement from both a top and bottom line perspective. Manager with full P&L responsibility and accountability.
- Jan 1997 to June 2008      BJ Services Company Middle East Limited  
Dubai, U.A.E  
Position: Region Technical Manager  
Responsible for technical support of all services within the Region Middle East, Central Asia and North Africa. Technical support includes training for customers and employees, customer calls, technical review of projects, job recommendations, marketing and business development of Stimulation (Acidizing, Hydraulic Fracturing, Sand Control) Cementing, and Coiled Tubing. The region includes countries with operations in deepwater, land, HPHT, and coal bed methane environments. Provide guidance, support and leadership to the technical workforce within the domain. Manage the technical resources available in each country to support and positively affect all the company's business units while ensuring appropriate mentoring, technical training, and development of technical staff.

## Patents and Publications

- **Patents**

Ronald van Petegem, Andrew Duncan, Alfredo Mendez Zurita, and Kern L. Smith 2013. Hydraulic Diversion Systems to Enhance Matrix Treatments and Methods for Using Same. U.S. Patent Application No. 61/814,071, filed 19 April 2013. Patent Pending.

- **Published Books**

Unconventional Oil and Gas Resources: Exploitation and Development. Co-author Chapter 7. Pilot Projects in Unconventional Resources Development. 2016. USA; CRC Press.

Usos del agua en las nuevas tecnologías energeticas: hidrocarburos no convencionales y geotermia. Author chapter 6. 2015. Madrid; Asociacion Nacional de Ingenieros del ICAI, Universidad Pontifica Comillas.

- **Technical Papers**

SPE-192845 "Integrated Reservoir Characterization for Successful Hydraulic Fracturing in Organic Rich (Unconventional) Plays – A Case Study from UAE," Pranjal et al., paper presented at the Abu Dhabi International Petroleum Exhibition and Conference held in Abu Dhabi, UAE, 12-15 November 2018.

SPE-187351-MS187444 "Enhanced Acid Fracturing with Improved Fluid Loss Control and Near Wellbore Diversion Increases Production in Kuwait," McCartney et al., paper presented at the SPE Annual Technical Conference and Exhibition held in San Antonio, Texas, 9-11 October 2017.

SPE 177783 "The Role of Pilot Projects in the Development of Unconventional Resources," Addis A et al., paper presented at the Abu Dhabi International Petroleum Exhibition and Conference held in Abu Dhabi, UAE, 10–13 November 2015.

SPE 171751 "Fracturing in unconventional reservoirs can be challenging: UAE Case Study," Alam, A. et al., paper presented at the Abu Dhabi International Petroleum Exhibition and Conference held in Abu Dhabi, UAE, 10–13 November 2014.

SPE 149994 "Expanding the Hydraulic Fracturing Options on Reservoirs with Water Zones in Western Siberia," Mendez, A. et al., paper presented at the SPE International Symposium and Exhibition on Formation Damage Control held in Lafayette, Louisiana, U.S.A., 15 – 17 February 2012.

SPE 143124 "Use of Zeta Potential to Maximize Sand Free Rate: A New Approach on Sand Control," Mendez, A. et al., paper presented at the Brasil Offshore Conference and Exhibition held in Macae, Brazil, 14-17 June 2011.

SPE 131711 "Field Application of applying the best practice in Proppant Fracturing Shaly sand formation", Johnson, D. et al., paper presented at the SPE Deep Gas Conference and Exhibition held in Manama, Bahrain, 24-26 January 2010.

IPTC 11993 "Effective Stimulation of Carbonate Reservoirs around the World by Creating Multiple Drainage Holes," About R. et al., paper presented at the International Petroleum Technology Conference held in Kuala Lumpur, Malaysia, 3–5 December 2008.

SPE 98298 "Lightweight Proppants: Solution for Gravel Packing Horizontal Wells Under Extreme Conditions", Pedroso, C.A. et al., paper presented at the SPE International Symposium and Exhibition on Formation Damage Control held in Lafayette, Louisiana, U.S.A., 15 – 17 February 2006.

SPE 98277 "Case Study of Multiple Hydraulic Fracture Completion in a Subsea Horizontal Well, Campos Basin", L.F. Neumann, et al paper presented at the SPE International Symposium and Exhibition on Formation Damage Control held in Lafayette, Louisiana, U.S.A., 15 – 17 February 2006.

SPE 95826 "Achieving True Sandstone Reservoir Stimulation in Deepwater Horizontal Wells", Mendez, A. et al., paper presented at the SPE Annual Technical Conference and Exhibition held in Dallas, Texas, U.S.A., 9 – 12 October 2005.

SPE 96910 "Deepwater Horizontal Openhole Gravel Packing in Marlim Sul Field, Campos Basin, Brazil - Completion Project Learning Curve and Optimization", Acosta, M. et al., paper presented at the 2005 SPE Annual Technical Conference and Exhibition held in Dallas, Texas, U.S.A., 9 – 12 October 2005.

SPE 94945 "A Quantum Leap in Horizontal Gravel Pack Technology", Mendez, A. et al., paper presented at the 2005 SPE Latin American and Caribbean Petroleum Engineering Conference held in Rio de Janeiro, Brazil, 20 – 23 June 2005.

SPE 90552 "Gravel Packing Deep Water Long Horizontal Wells Under Low Fracture Gradient", Zhongming, C. et al., paper presented at the SPE Annual Technical Conference and Exhibition held in Houston, Texas, U.S.A., 26 – 29 September 2004.

OTC 16049 "Best Practices and Lessons Learned in Open Hole Horizontal Gravel Packs Offshore Brazil", Farias, R.L. et al., paper presented at the Offshore Technology Conference held in Houston, Texas, U.S.A., 3 – 6 May 2004.

EXPL-3-JC-124 "Diversas Aplicaciones Para Agentes de Sostén Ultralivianos", Navarro W. et al, paper presented at the V Seminario Internacional: "Exploracion Y Produccion De Petroleo Y Gas" Lima, Peru, Abril 2005

IBP141\_04 "Applications Of Rotary Jetting Tool With Coiled Tubing Off-Shore Brazil", Guerra R. et al, paper presented at the Rio Oil & Gas 2004 Expo and Conference, Rio de Janeiro, October 2004.

**Industry Presentations:** Over 80 presentations at industry technical events since 2006 on diverse subjects from, Tight Gas Fracturing: Closing the gap between expectations and results, Design, Execution and Evaluation of Shale Gas Fracturing, Ultra Deepwater Sand Control Challenges to unconventional resource development, the majority on CBM/CSG and shale development. A list is available upon request.

