



**Wilson Juman Puloh @ Henry**

***Highly Experienced Procurement & Supply Chain Leader with solid skills in Supply Chain, Procurement, Commercial, SAP, Business Management and Project Management. I've gained 20 years' solid cost recovery and advisory experiences in Procurement Management, Supply Chain and Project Management with various Offshore/Oil and Gas Organizations in Malaysia.***

***Experienced Leader in Procurement and Supply Chain area with ability to transform procurement into business enabler, achieve cost saving (more than USD 60 million cost savings entire career) for organization and have a passion to coach people. Eager to expand my horizon in procurement into more challenges abroad and contribute globally.***

#### **Contact Details**

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#### **Personal Particulars**

Age : 43 years  
Date of Birth : 6 Aug 1980  
Nationality : Malaysia  
Gender : Male  
Marital Status : Single

#### **Qualification**

Qualification : Bachelor's Degree  
Field of Study : Science & Technology  
Major : Cognitive Science  
University : University Malaysia Sarawak (UNIMAS), Malaysia  
Grade : 2nd Class Upper  
Graduation Date : 2003

## Experience

### Employment History



**Company Name** : Petra Energy Development Berhad  
**Position Title** : Lead Contracts & Procurement  
**Specialization** : Supply Chain/Procurement/Commercial/Business  
**Industry** : Oil / Gas / Petroleum  
**Duration** : March 2022 – Current

**Work Description** :

Procurement activities for Banang Field exploration/development well under Technical Service Agreement and exploration/development for SK433. Lead, create and implement full cycle of procurement procedures and policies.

1. Drive CP excellence and be responsible for end-to-end CP delivery in support of production uptime, asset reliability and ultimately gas volumes. Set the tone, direction and manage CP performance in the areas of contract management (i.e., pre to post award), third party spend management, and staff development.
2. Develop strategies, procurement guidelines and frameworks for the overall contracting and procurement of materials and services for operations including synergies, contract integration & consolidation, joint tendering & Co-ventures for Economies of Scale (EOS). This shall be in-line with Procurement Plan.
3. Build and leverage influencing relationships with PETRONAS to ensure mutual alignment on CP strategies and proposals. Ensure all CP activities are following mandated PETRONAS requirements to minimize risk of non-cost recovery as well as to standards, processes and governance requirements.
4. Accountable for overall delivery of cost management or third party spend savings targets.
5. Identify critical supply chain issues or challenges and develop a coherent end-to-end supply chain strategy to support Operations and Projects when required.
6. Ensure contracting strategies are developed after taking full consideration of the business, including market intelligence, benchmarking, risks, and exposure.
7. Strengthen the robustness of supply chain, promote and drive improvement with all stakeholders using processes such as LEAN, and providing leadership and training to Contract Holders and end users to increase commercial benefits through effective contract management.
8. Structure and develop processes and procedures for the CP value stream (Materials Management & Ensure Sourcing Strategy is aligned with the asset(s) requirements.
9. Champion effective CP & MM strategies as part of overall CP leadership business partnering with key stakeholders.
10. Maximize cost recovery by development and implementation of a fit-for-purpose CP assurance framework on all procurement and contract management activities.
11. Lead and manage major contractual claims and dispute resolution for high value, high risk contracts.



**Company Name** : TotalEnergies EP Malaysia  
**Position Title** : Contract & Procurement Manager/Lead Contract Engineer  
**Specialization** : Supply Chain/Procurement/Commercial/Business  
**Industry** : Oil / Gas / Petroleum  
**Duration** : September 2020 – March 2022

**Work Description** :

Manage and oversee the Procurement activities for Deepwater-N Drilling Exploration activities. Lead, create and implement full cycle of procurement procedures and policies. Manage a group of Contract Engineers and Technical Assistant in achieving project objectives.

1. Drive CP excellence and be responsible for end-to-end CP delivery in support of production uptime, asset reliability and ultimately gas volumes. Set the tone, direction and manage CP performance in the areas of contract management (i.e., pre to post award), third party spend management, Sabah local content and staff development.
2. Develop strategies, procurement guidelines and frameworks for the overall contracting and procurement of materials and services for operations including synergies, contract integration & consolidation, joint tendering between PSCs & Co-ventures for Economies of Scale (EOS). This shall be in-line with Procurement Plan and the PETRONAS Tendering & Contract Administration Manual (PTCAM).
3. Build and leverage influencing relationships with PETRONAS to ensure mutual alignment on CP strategies and proposals. Ensure all CP activities are following mandated PETRONAS requirements to minimize risk of non-cost recovery as well as to standards, processes and governance requirements.
4. Accountable for overall delivery of cost management or third party spend savings targets.
5. Identify critical supply chain issues or challenges and develop a coherent end-to-end supply chain strategy to support Operations and Projects when required.
6. Ensure contracting strategies are developed after taking full consideration of the business, including market intelligence, benchmarking, risks, and exposure.
7. Strengthen the robustness of supply chain, promote and drive improvement with all stakeholders using processes such as LEAN, coaching CP staff and providing leadership and training to Contract Holders and end users to increase commercial benefits through effective contract management.
8. Structure and develop processes and procedures for the CP value stream (Materials Management & Contract Management, Turnarounds, Maintenance Execution) to ensure Sourcing Strategy is aligned with the asset(s) requirements.
9. Champion effective CP & MM strategies as part of overall CP leadership business partnering with key stakeholders.
10. Maximize cost recovery by development and implementation of a fit-for-purpose CP assurance framework on all procurement and contract management activities.
11. Lead and manage major contractual claims and dispute resolution for high value, high risk contracts.
12. Maintain and further develop an open, energetic learning environment where people are empowered, motivated, and developed.

**Company Name** : RH Petrogas Ltd  
**Position Title** : Senior Procurement Manager  
 (Promoted to General Manager in March 2015)  
**Specialization** : Supply Chain/Procurement/Commercial/Business  
 Leadership  
**Industry** : Oil / Gas / Petroleum  
**Duration** : October 2013 – August 2020

**Work Description :**

1. Manage and oversee the Procurement Department for new PETRONAS Petroleum Production Sharing Contract (PSC) SK331. Lead, create and implement full cycle of procurement procedures and policies. Create economic value by leading the project cost planning and scoping. Overall contract value handled is USD 100 Million, which include procurement of seismic activities, drilling and logistic (vessels& land transport). Successful in achieving USD 10 million-dollar cost savings for the company along the project period via extensive cost reduction initiatives and high-level negotiation. Managing a team of 8 people and directly report to Chief Executive Officer (CEO) of the group.
2. Lead the department in creating procurement strategy in line with business and project requirements. Set a target in term of KPIs for Procurement Department that align with company business and operations.
3. Setting up procurement procedure, workflow and manage the full spectrum of procurement activities in RHP. Guide User Department and advice Management in the whole procurement process and guidelines, business conducts and approving authority. Handle workshops and engagement with end user and Management on the procurement procedures and policies.
4. Liaison/focal point for RHP in dealing with governing authorities such as PETRONAS, government, PSC partners etc., for contractual, farm in, farm out and other relating matters under PSC.
5. Lead full cycle of contracting and procurement activities with compliance to PETRONAS Procurement Governance for PSC SK331 with PSC partner. Take responsibilities to ensure full procurement process is implemented and in full compliance with host governance.
6. Managing and coaching of subordinates and stakeholders
7. Responsible for the formulation of plans and the execution of the overall procurement activities for the project, managing the procurement work process and report the material management status of purchased material and equipment from the time of purchase through receipt at assigned points of use.
8. Representing Management in dealing with Malaysian Government and related local authorities regarding exploration matters and issues.
9. Active user of SAP (more than 10 years).

**(Promoted to General Manager in March 2015)**

1. Assuming/promoted to General Manager position effective March 2015.
2. Managing whole spectrum of business activities in Malaysia under Production Sharing Contract SK331. Manage and oversee the whole RHP subsidiary in Malaysia, for new PETRONAS Petroleum Production Sharing Contract (PSC) SK331. Lead the costing, commercial aspects, and issues for company. Lead project planning and costing. Keep up the good relationship between PSC and higher management of PETRONAS via leading an engagement, discussion and presentation for major tender and works approval.
3. Develop long term business plan in Malaysia with up to 5 years projection, with consideration to

overall cost planning, and current economic and market condition.

4. Drive company direction and increase exploration and production assets in Malaysia and region, and at the same time responsible for ensuring profit in Malaysia under various business plan and strategies.

5. Lead Business Development effort in Malaysia.

6. Maintaining good relationship between Company and host governance.

7. Leading and coaching Managers and subordinates, creating high performance team.

8. Building high integrity team and company in Malaysia and encouraged/create high safety performance standard in every work performed.



**Company Name** : Bumi Armada Berhad  
**Position Title** : Manager -Business Support  
**Specialization** : Supply Chain/Commercial  
**Industry** : Oil / Gas / Petroleum  
**Duration** : April 2013 – September 2013

**Work Description** :

1. Manage a group of Contract Engineers and Technical Assistant in achieving project objectives. Setting up the procurement and commercial process and procedure for newly created Bumi Armada Oil Field Services/Development business unit. Lead the tender and bid preparation for EOR Projects, RSC and Well Services (Production Enhancement etc.). Part of the team in engaging new business ventures in Malaysia and South East Asia Region. Managing team of 6 people and directly report to Vice President-Oilfield Services of the company. Manage project procurement, estimated cost at USD 200 Million for Floating Water Injection Vessel project, mainly targeted for Enhanced Oil Recovery (EOR) market.

2. Lead procurement and commercial aspects of new project for Floating Water Injection Vessel (from the vessel purchase/conversion to the topsides), manage to achieve cost estimates of below USD 150 Million for overall vessel conversion and topsides.

3. Perform Procurement and Commercial Manager roles in OFS for Malaysia / Region.

Act as a liaison/focal point for Bumi Armada OFS segment in dealing with governing authorities such as PETRONAS, Pemandu, MPRC etc.

**NEWFIELD**



**Company Name** : Newfield Exploration  
**Position Title** : Lead Procurement-Drilling  
**Specialization** : Supply Chain  
**Industry** : Oil / Gas / Petroleum  
**Duration** : July 2012 – March 2013

**Work Description** :

1. Manage a group of Procurement Executives and Technical Assistant in achieving project objectives. Performing a Lead Procurement role and directly manage section to ensure the process is in accordance with PETRONAS Procurement Governance in the Drilling Team. Provide advisory role to end Users in the Drilling Team. Lead, implement, and provide coaching in the procurement

aspects and issues for company. Lead project planning and costing. Overall contract value handled is USD 200 Million, which include procurement of offshore drilling rigs, drilling services, AHTS Vessels and Marine Support Vessel. Successful in achieving more than USD 60 million-dollar cost savings for the company along the project period via extensive cost reduction initiatives and high-level negotiation. Managing a team of 5 people and directly report to Head of Procurement & Country Manager.

2. Guide User Department and advice Management in the whole procurement process and guidelines, business conducts and approving authority. Handle workshops and engagement with end use and Management on the procurement procedures and policies.

3. Maintaining a good relationship between PSC Procurement and governing body of PETRONAS (Group Supply Chain Management Division) in term of work program and budget approval for Exploration and Drilling contracting activities.

4. Review completeness of requisitions regarding scope of service, specifications, material quantities and any special requirements.

5. Prepare for issuance the Invitation to Bid in accordance with established procurement policies and procedures.

6. Conduct functional review with Legal & Contracts, Finance & Accounting and other functional sections.

7. Responsible for Technical and Commercial evaluation, negotiation, and contract preparation.

8. Prepare Tender Plan, Technical Evaluation Report and Award Recommendation Report for submission to management and PETRONAS' approval.

9. Actively involved in PETRONAS Pan Malaysia Joint Tender for Third Party Drilling Services.

10. Coordinate procurement activities with users to operate within budgeted amount and meet cost reduction objectives.



<b>Company Name</b>	<b>: Sarawak Shell Berhad</b>
<b>Position Title</b>	<b>: Category Lead – Wells Construction &amp; Intervention Services</b>
<b>Specialization</b>	<b>: Supply Chain</b>
<b>Industry</b>	<b>: Oil / Gas / Petroleum</b>
<b>Duration</b>	<b>: December 2010 – June 2012</b>
<b>Work Description</b>	<b>:</b>

#### 1. Category & Contracting Strategy Management

- Manage a group of Contract Specialists and Procurement Assistant in achieving project objectives. Leading and developing category and contracting strategy for Wells tender packages, prequalification, SCM Risk Assessment Matrix, HSE Risk Assessment Matrix, Tender Plan, Invitation to Bid (ITB) preparation, tender evaluation, contract negotiations and contract award, with regards to PETRONAS Procurement Procedures. Lead project planning and costing. Overall contract value handled is USD 200 Million, which include procurement of offshore drilling rigs/drillship, drilling services, AHTS Vessels and Marine Support Vessel. Successful in achieving nearly USD 5 million-dollar cost savings for the company along the project period via extensive cost reduction initiatives and high-level negotiation. Managing a team of 4 people and directly report to General Manager.

- Maintaining a good relationship between PSC Procurement and governing body of PETRONAS (Group Supply Chain Management Division) in term of work program and budget approval for Exploration and Drilling contracting activities

- Actively involved in PETRONAS Pan Malaysia Joint Tender for Third Party Drilling Services with

others Production Sharing Contractor (PSC) in Malaysia.

## 2. Stakeholder Management

- Leading a tender package for Low-Cost Development (LCD) Campaign and WRM.
- Organized/Led/Facilitated Sarawak Shell Berhad Business Performance Review (BPR) and Contractor Performance Meeting with major ISCs.
- Regular interfaces with local governance (i.e., PETRONAS PMU Tender Committee) & various tender boards (Malaysia & Global)

## 3. Post Award Activities

- Monitor and ensure that the Contractor and its subcontractors comply with the contractual obligations and responsibilities during the work execution.



**PETRONAS**

**Company Name** : PETRONAS  
**Position Title** : Senior Contract Analyst  
**Position Level** : Senior Executive  
**Specialization** : Supply Chain  
**Industry** : Oil / Gas / Petroleum  
**Duration** : June 2005 – November 2010  
**Work Description** :

1. Manage a group of Junior Contract Engineers and Technical Assistant in achieving project objectives. Lead and prepare tender presentation to various internal/external Tender Committee, including PCSB Tender Committee, PETRONAS Technical Review Committee (TRC), Joint Tender Committee (JTC) and Central Tender Committee (CTC). Executed, conducted and administered tendering activities for procurement of equipment and services for various projects worth approximately more than USD500 million.
2. Prepared and presented tender papers to management Tender Committees.  
Prepared Bid Document packages.
3. Liaised directly with technical and support users i.e., engineers, finance and legal focal person during preparation of bid packages and evaluation of tenders.
4. Administered bidding process through providing response to bid clarification.
5. Conducted technical and commercial evaluation for the tender.
6. Lead technical clarifications and responses from bidders
7. Lead negotiation meeting with successful bidder before issuance of letter of award.
8. Prepared and finalized contract agreement or purchase/service order.
9. Active User for SAP R3 for Purchasing Module, to process PR and Maintain Quotation in the System for price comparison for material purchase.
10. Establish Price Agreement based on highest consumption data via SAP in order to secure cost saving via fixed price and save processing time in term of conventional PR processing.
11. Lead presentation on vendor performance and reward to PETRONAS CPMC sitting.
12. Evaluate vendors performance and conducting monthly Vendor Evaluation Committee Meeting.
13. Supplier Relationship Management initiatives to ensure maximum cost saving secured through long term agreement with selected manufacturer and supplier.
14. Evaluate vendors performance and conducting monthly Vendor Evaluation Committee Meeting.



## **Highlight of several key achievements**

### **Petra Energy Development**

Manage contracting strategy and process, end to end for Banang B5 well in 2023 , with spend below approved MPM Petronas budget. Delivered 40+ packages.

### **TotalEnergies**

Leading Contracting and Procurement high level strategy for Deepwater-N Drilling Campaign, with more than USD50 Million spent plus 10%-15%% net savings/cost optimizations.

### **RH Petrogas Ltd**

Setting up Company Operating Manual , HSE Procedures, Administration Procedure and Procurement Procedure and Guidelines, from scratch, and to ensure full cost recovery, for new Petroleum Production Sharing Contract (PSC), in accordance with PETRONAS and host governance guidelines. Overall spending was 20% below the approved WPB Budget for a cumulative 8-year period.

### **Newfield Exploration**

Securing a net cost saving of USD 59 Million via direct negotiation for long term Directional Drilling/Measurement While Drilling/Logging While Drilling (DD/MWD/LWD) contract under one single package for a fix period of 3 years.

### **Sarawak Shell Berhad**

- a. Secured actual cost saving of more than USD17 Million for drilling & completion packages, by applying strategic procurement and market intelligence.
- b. Successful in securing approval and presented proposal to farm-in of drilling critical tender, to support 2011 drilling campaign while waiting for a new tender in place. Overall cost saving achieved is more than USD11 Million and drilling campaign is completed ahead of time.
- c. Leading Low-Cost Drilling Campaign 2012 for Shell Malaysia Exploration & Production, with USD 20 Million overall cost savings secured.

### **PETRONAS**

Implementation of Frame Agreements for critical materials/services for upstream explorations and production operations, where cost saving achieved is more than USD10 Million, in terms of processing time and fixed long-term prices.

## **Skills**

Contracting/Procurement, Exploration& Drilling Planning Strategy, Cost Control, Contract Management, Purchasing Material, Negotiation, SAP, Presentation Skill, Vendor Management, Management & Planning

## **Training & Certifications**

### **Procurement Core Certifications:**

- 1.Integrated Procurement Management
- 2.Introduction to Supply Chain Management and Its Key Processes
- 3.Strategic Sourcing I-IV
- 4.Contract Management
- 5.Category Management
- 6.Supplier Relationship Management
- 7.Purchasing
- 8.E-Procurement
- 9.Practical Law for Non-Lawyer



10. Category Management and Contracting Process (CMCP)
11. Mastering OSV Charter Party Interpretation and Agreement
12. Warehouse, Inventory and Logistic Management.

**Leadership Training :**

1. Quality Education System
2. Performance Management System
3. Corporate Agenda
4. Problem Solving & Decision Making
5. Seven Steps of Highly Effective People
6. Presentation Skills
7. Withholding Tax in Supply Chain Management
8. Incoterms
9. Lateral Thinking
10. Negotiation Skills
11. Value of Integrity for Executive

**Job Preferences**

Current Basic Salary : Upon Request  
Expected Basic Salary : Negotiable Upon Discussion

Willing to Travel : Yes – 100%  
Willing to Relocate : Yes  
Own Transport : Yes  
Notice Period : 3 Months (Neg.)

**References**

*\*Additional Latest References can be provided upon request.*