

# PRODUCTS & SERVICES

*STUDIES*

*START-UPS*

*TECHNOLOGIES*



**PIPELINE BRAZIL**

*EVENTS*

*NETWORKING*

*TRAINING*

## **PIPELINE TECHNICAL STUDIES**

- Route Selection & ROW
- Operational procedures
- Geotechnical Evaluation & Investigation
- Internal Corrosion
- Cathodic Protection & Coatings
- Hydraulics, Leak Detection & Metering
- Pigging & Integrity Management
- Defect, Failure Analysis & Repairs
- Control Room Management – CRM
- Risk Management
- Illegal Tapping
- Public Perception & SLO
- Oil Spill Remediation
- Decommissioning & Abandonment
- Subsea Pipelines
- SURF Engineering
- IoT & Pipeline 4.0

## **LOGISTICS AND COMMERCIAL**

- Pipelines and Terminals
- Marime Terminals
- Logistical solutions
- Pipeline tariff rate studies
- Pipeline capacity analysis

## **GO-TO-MARKET STUDIES**

- Market Survey and Assessment
- Laws & Regulations
- Local Market Peculiarities
- Local Barriers & Customers Culture
- Price Sensitivity
- Partners & Representatives Selection
- Listing of Competitors

## **R&D TRANSFER**

- Prospection of pipeline inventions and technologies developed from the Brazilian R&D Groups, turning these academic knowledges into products & services
- Business development Find out business opportunities
- Business development for Brazilian pipeline technologies

## PIPELINES START-UPS

- Support for pipeline-techs
- Combination of interest and experience of investors and entrepreneurs
- Meetups, Pitch-evaluation events and hackathons, helping investors to identify opportunities in the pipeline business
- Pipeline Pitch Bureau: meetings among new founders, pipeline experts, partners, investors and mentors

## E-LEARNING PIPELINE PROGRAM

- A set of asynchronous online courses, covering all segments of the pipeline industry, such as:
  - Internal Corrosion
  - Cathodic Protection
  - Coatings
  - In-line Inspection Tools
  - Thermal and Hydraulic Simulations
  - Materials
  - Flexible and Rigid Pipelines
  - Flow Assurance
  - Basics of Pipeline Integrity
  - Right of Way Selection
  - Defects and Failure Analysis
  - Pipeline Repairs
  - Management of Geo Hazards
  - Control Room Management – CRM
  - Risk Management
  - Illegal Tapping
  - Oil Spill Remediation
  - Decommissioning & Abandonment
  - Subsea Pipelines
  - SURF Engineering

## EXPERIENCE DRIVEN EVENTS

- Organization of thematic and exclusive events, allowing members of the pipeline community to share their experiences and knowledges among all participants. These events are going to happen in a way that all attendees will be able to reach and exchange opinions in real time, with everyone in the same place, like in an arena

## PIPELINEBRAZIL NETWORK

- Establishment of technical groups, connecting researchers, students, young professionals, pipeline old heads, companies, universities, entities and start-ups. Some groups of discussions have already been established:
  - Pipeline Composite Repairs
  - Pipeline Pigging
  - Flow Assurance
  - Pipeline Illegal Tapping





# CONTACT US

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# FOUNDER & DIRECTOR

**Marcelino Guedes Gomes** is Mechanical Engineer from Pontifical Catholic University of Rio de Janeiro (PUC-RJ). He has gained his Masters in Civil Engineer from the Federal University of Rio de Janeiro (COPPE/UFRJ) and his MBA in strategic Knowledge Management from PUC Paraná. He attended a specialization course in terminals and pipeline engineering from PETROBRAS.

Marcelino joined PETROBRAS in 1987 and worked in several units of the Company, including the Maritime Terminal in São Paulo and several Terminals and Pipelines in Rio de Janeiro. He has also worked in PETROBRAS' Research Center – CENPES, where he started at the subsea engineering area and later became responsible for the pipeline technology program (PRODUT).

He was Director of Terminals and Pipelines of PETROBRAS TRANSPORTE – TRANSPETRO, where he previously held the positions of technology manager and general manager - business development and partnerships. From 2008 to 2013, he was Director-President of Abreu e Lima Refinery. From 2015 to 2020, he was Executive Manager, responsible for developing and applying solutions for illegal tapping in pipelines at PETROBRAS. After almost 34 years dedicated exclusively to PETROBRAS, he has recently retired and founded PIPELINEBRAZIL.

Marcelino is also member of the Pipeline Commission of the Brazilian Oil and Gas Institute (IBP), former Chair of the Pipeline System Division of the American society of Mechanical Engineering (ASME), an elected ASME fellow, former President of ABENDI - Brazilian Society for Non-Destructive Testing and Inspection, Member of Industry Advisory Board – IAB/ASME, former President of the Pipeline Technology Center – Brazil (CTDUT) and member of the Pipeline Technology Conference (PTC) Advisory.