SAUDI ARABIAN OIL COMPANY (Saudi Aramco) GENERAL INSTRUCTION MANUAL ISSUING ORG. PUBLIC RELATIONS DEPARTMENT SUBJECT PAYMENT FOR SPECIAL SERVICES GENERAL INSTRUCTION NO. Approved 221.990 ISSUE DATE 07-11-07 04-03-07 APPROVAL PAGE NO. 1 OF 14

CONTENT: This General Instruction (GI) outlines the procedures for making payments to employees and other individuals for special services. The text of this Instruction includes:

- 1. Glossary
- 2. Payment Originating Organization
- 3. Payment Currency and Mode
- 4. Nature of Special Services
- 5. Responsibilities

1 **GLOSSARY**:

1.1 ABBREVIATIONS & ACRONYMS

Al Accounting Instruction

E&PAD Exhibits & Public Activities Division

GI General Instruction

MPD Media Production Division.

P&MRD Publications and Media Relations Division

PRD Public Relations Department

SA Saudi Aramco

OAD Operations Accounting Department

1.2 SAUDI ARAMCO FORMS USED

SA-60 Payment Authorization

1.3 REFERENCE TO OTHER GI/AI'S

GI 211.070 Cash Disbursement Forms

Al 707 Payment to Contractors and Vendors

2 PAYMENT ORIGINATING ORGANIZATION

- 2.1 The division, or unit responsible for the activity for which the employee, employee's dependent, or others to be paid, initiates the payment document for the special services described in Section 4 below.
- 2.2 There may be situations where services of a publication/media production freelancer or outreach volunteer may be required by P&MRD, E&PAD, or MPD, depending on the nature of event. Under such circumstances, payment authorization (form SA-60) for the freelancer and/or volunteer may be approved by the Division Head within PRD which receives the services.
- 2.3 This GI is primarily for the use of Public Relations Department. However, on exception basis and subject to the prior written approval of the relevant Division Head (or his delegate), Company organizations may utilize this GI to pay for special services. Public Relations Department will ensure (as part of the approval process) that organizations do not utilize this GI as a means of circumventing established Company contracting or purchasing procedures.

* CHANGE	** ADDITION	NEW INSTRUCTION □	COMPLETE REVISION□

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2.4 Payment forms will be processed in accordance with GI 211.070.

3 PAYMENT CURRENCY AND MODE:

- 3.1 Payments for special services are normally made in Saudi Riyals.
- 3.2. Payments can also be made in a foreign currency if the payee is based outside the Kingdom. The rates mentioned in this GI will be converted at the applicable Saudi Aramco's official exchange rate.
- 3.3 If a payment is due to a \$/£ payroll employee, and if such payment is to be made through the payroll, then the Saudi Riyal amount will be converted to the appropriate currency at Saudi Aramco's official exchange rate, and included in the employee's paycheck.

4 NATURE OF SPECIAL SERVICES:

Special services are those services performed by an individual voluntarily, for which the payment of a fee is authorized by Company policy. All Payments authorization will be processed by OAD. Special services for which payments are currently authorized include:

- Company Publications & Media Relations Services
- Media Production Services
- Saudi Aramco Exhibit Services
- Other Miscellaneous Special Services

4.1 COMPANY PUBLICATIONS AND MEDIA RELATIONS SERVICES

Definitions and rates of various categories are established, administered and controlled by the Public Relations Department, subject to the approval of the Manager, Public Relations. Form SA-60 is used to pay for such services.

Saudi Aramco Public Relations employees and ASC/AOC Public Affairs employees (hereafter "PRD employees"), whose job description calls for researching and writing articles, should not be compensated for articles researched and written as part of their regular jobs. Any PRD employee may be compensated for articles researched and written on his or her own time for Saudi Aramco publications on topics which are essentially different from those covered in articles they have produced in their jobs. Chief Editors of these publications shall not be additionally compensated for stories under their supervision.

In addition, PRD employees may be compensated for various extra assignments outside their immediate job-description areas, such as writing for Saudi Aramco Web sites and handling media relations activities. Any extra-job compensation to PRD employees requires prior written approval of the Director, P&MRD.

* CHANGE	** ADDITION	NEW INSTRUCTION \square	COMPLETE REVISION□

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If payment is made before publication for a freelancer's work, documentation must be maintained on file after publication to provide proof of publication. If a freelancer is assigned work that is not published, payment will still be made for the assigned work per rates in this GI.

For special, unanticipated services not explicitly contained in 4.1, payment rate can be approved on an ad hoc basis by the manager, Public Relations Department, at the recommendation of Director, P&MRD.

4.1.1 Contributions to the Arabian Sun and Al-Qafilah Weeklies

- a) All payments to contributors must be on a prearranged basis.
- b) Lists of names, tabular material, routine notices, or material disseminated through normal Company channels shall not be considered for payment.
- c) Articles written by proponent staff as part of their normal work shall not be considered for payment.
- d) Qualifying items, such as articles, recipes and research papers will be assessed by the publication's unit Supervisor as follows:

<u>Assessment</u>	Maximum Points
Articles 1,500+ words	4
Articles 1,000 to 1,499 words	3
Articles,500 to 999 words	2
Articles less than 500 words	1
Requires major research	3
Requires moderate research	2
Requires minimum research	0-1
Writing high quality	3
Writing medium quality	2
Writing low quality	0-1

Individually shall be paid, utilizing the following pay categories.

<u>CATEGORY</u>	TOTAL POINTS	<u>AMOUNT</u>
I	9-10	SR 2,000
II	7-8	SR 1,500
Ш	5-6	SR 1,000
IV	4	SR 500
V	3	SR 250

4.1.2 Contributions to Saudi Aramco Magazines

Items such as articles, poems and research papers for these magazines will be assessed by the publication's unit Supervisor as follows:

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Assessment	Maximum Points
Articles 1,500+ words	4
Articles 1,000 to 1,499 words	3
Articles less than 500 words	2
Requires major research	3
Requires moderate research	2
Requires minimum research	0-1
Writing high quality	3
Writing medium quality	2
Writing low quality	0-1
"Name writer"	5

Individually shall be paid, utilizing the following pay categories.

<u>CATEGORY</u>	TOTAL POINTS	<u>AM</u>	<u>TNUC</u>
I	14-15	SR	10,000
II	11-13	SR	7,000
Ш	9-10	SR	4,000
IV	7-8	SR	2,500
V	5-6	SR	1,000
VI	4	SR	500

4.1.3 Proof-reading Services for Saudi Aramco Publications

Proofreading rate will be SR 41 per page.

4.1.4 <u>Interviews and Panel Discussions</u>

Interviewees and panelists shall be paid at the rate determined by the Director of P&MRD within the Discretionary range of SR 100 to SR 5000.

4.1.5 Works of Art

- a) This category includes creative concepts, drawings, paintings, illustrations, diagrams, graphs, cartoons, and pieces of calligraphy.
- b) It is limited to those works of art that are made especially for the use of Saudi Aramco publications and PRD activities, either by a special request or as accepted contributions.
- c) Each of these works of art will be assessed by the publication's unit Supervisor and payment will be determined by utilizing the following categories, which are established through a point-assessment schedule:

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4.4.5.1 Creative concepts

This category includes creative concept development for Web sites, CD projects, special Saudi Aramco campaigns, advertising, posters and other miscellaneous public relations materials.

<u>Assessment</u>	Maximum Points
Complete concept development for major	
company project	3
Complete concept development for project of	
moderate size	2
Concept development for small project	1
High quality	3
Medium quality	2
Low quality	1
Concept adopted	1

Individually shall be paid, utilizing the following pay categories.

<u>CATEGORY</u>	TOTAL POINTS	<u>AMOUNT</u>
I	7	SR 50,000
II	6	SR 25,000
III	5	SR 10,000
IV	4	SR 5,000
V	2-3	Up to SR 1000

4.1.5.2 Illustrations, drawings and paintings

<u>Assessment</u>	Maximum Points
Complex art	3
Moderately complex art	2
Simple art	1
High quality	3
Medium quality	2
Routine quality	0-1

CATEGORY	TOTAL POINTS	AMOUNT
1	6	SR 2,000
II	5	SR 1,000
III	4	SR 800
IV	3	SR 500
V	2	SR 200

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4.1.5.3 Graphs and diagrams

Assessment	Maximum Points
Complex, very high quality	4
Moderately complex, high quality	3
Normal, routine quality	2
Very simple	1

CATEG	ORY	TOTAL	POINTS	<u>AMC</u>	<u>TNUC</u>
1		4		SR 2	2,000
II		3		SR 1	000,1
Ш		2		SR	800
IV		1		SR	300

4.1.5.4 <u>Cartoons</u> – per individual cartoon

Assessment	Maximum Points
Difficult, high quality	4
Moderately difficult, high quality	3
Moderately difficult, medium quality	2
Simple	1

CATEGORY	TOTAL POINTS	<u>AMC</u>	TNUC
Ī	4	SR ²	1,000
	3	SR	700
III	2	SR	400
IV	1	SR	150

4.1.5.5 <u>Calligraphy</u> – per individual piece of calligraphy

	Maximum Points
<u>Assessment</u>	
Difficult, high quality	4
Moderately difficult, high quality	3
Moderately difficult, medium quality	2
Simple	1

<u>CATEGORY</u>	TOTAL POINTS	<u>AMC</u>	<u>TNUC</u>
Ī	4	SR 1	,000
II	3	SR	700
III	2	SR	400
IV	1	SR	150

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4.1.6 Editing and rewrite

Items are paid for by the article or item, depending on quality and difficulty as assessed by the Supervisor of the publications unit as follows:

<u>Assessment</u>	Maximum Points
Articles 2,000+ words	4
Articles 1,000 to 1,999 words	3
Articles 500 to 999 words	2
Requires extensive edit/rewrite	3
Requires moderate edit/rewrite	2
Requires routine edit/rewrite	0-1
High quality	3
Medium quality	2
Low quality	0-1

Individual will be paid, utilizing the following pay categories.

CATEGORY	TOTAL POINTS	<u>AMC</u>	<u>TNUC</u>
I	9-10	SR 2	2,500
II	7-8	SR 1	1,000
III	5-6	SR	750
IV	4	SR	500
V	3	SR	300

4.1.7 <u>Translations</u>

The rate for translations, depending on quality, difficulty and speed of delivery required, as assessed by the Supervisor of the publication's unit, ranges from 75 halalas to SR 1.50 per word.

NOTE: Saudi Aramco translators may be compensated for freelance translations on their own time that are not part of their assigned work.

4.1.8 Photographs

Photographs published in Arabian Sun and Al-Qafilah weeklies and Dimensions, Al-Hasad and Al-Qafilah magazines will be assessed by the Supervisor of the publication's unit as follows.

4.4.8.1 Arabian Sun and Al-Qafilah Weeklies

<u>Assessment</u>	Maximum Points
Excellent quality photo	3
Medium quality photo	2
Routine quality photo	1

Individual will be paid, utilizing the following pay categories.

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<u>CATEGORY</u>	TOTAL POINTS	AMC	<u>TNUC</u>
1	3	SR	200*
II	2	SR	100*
III	1	SR	75*

^{*} If more than one photograph by an individual photographer is used with the same article, the fee for one photo will be at the full single photo rate and the others will be at half the single photo rate.

Maximum Points

4.1.8.2 <u>Dimensions</u>, Al-Hasad and Al-Qafilah Magazines

Assassmant

Assessment	Maximum 1 Onts
Excellent quality photo for <i>Dimensions, Al-Qafilah</i>	_
and or any new publication (magazines)	5
Medium quality photo	4
Good quality photo	3
Routine quality photo	1-2
Professional Photographs (by professional free-	
lance photographers)	3

<u>CATEGORY</u>	TOTAL POINTS	<u>AMOUNT</u>
1	5	Up to SR 3,000*
II	4	SR 1,000*
III	3	SR 650*
IV	2	SR 450*
V	1	SR 300*

^{*} If more than one photograph by an individual photographer is used with the same article, the fee for one photo will be at the full single photo rate and the others will be at half the single photo rate.

4.1.9 Miscellaneous

Per-project compensation rates, not including expenses (for travel tickets, etc.), for a variety of miscellaneous services are listed below. Rates can be negotiated with freelancers up to the maximum, with final written approval of the Director, Publications & Media Relations. Actual determination of the applicable pay category or payment within the maximum allowable shall be established through a point-assessment schedule particular to each of the services listed below, and the compensation shall be initially determined or negotiated by appropriate unit Supervisor:

4.1.9.1 Book & Brochure Writing

<u>Assessment</u>	Maximum Points
Major, complex project (over 176 pages, with	_
significant challenges)	6

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Moderate	project	(51	to	175	pages),	with	
significant	challenge	es					5
Simple pul	olication p	orojeo	t (ui	nder 5	0 pages)		4
Complex b	rochures						3
Moderately	y complex	k bro	chur	es			2
Simple bro	chures						1

<u>CATEGORY</u>	TOTAL POINTS	<u>AMOUNT</u>		
1	6	SR	50,000	
II	5	SR	20,000	
III	4	SR	10,000	
IV	3	SR	5,000	
V	2	SR	3,000	
VI	1	SR	1,500	

4.1.9.2 Research, surveys, studies

<u> Maximum Points</u>
5
4
3
2
1

<u>AMOUNT</u>		
)		
0		
0		
0		
0		

4.1.9.3 <u>Seminars and professional presentations</u>

Assessment	Maximum Points
Very well-known and widely respected professional lecturer or presenter who generally commands fee higher than SR 10,000 Top professional lecturer or presenter, respected in his field, who has prepared a detailed, comprehensive	5
program Professional lecturer or presenter who has prepared a	4
detailed, comprehensive program	3
Lecturer or presenter with simple program	2

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CATEGORY	TOTAL POINTS	<u>AMOUN I</u>
1	5	SR 10,000+*
II	4	SR 10,000
III	3	SR 5,000
IV	2	SR 2,000

^{*} Payment amount must be authorized by PRD Manager

4.1.9.4 Other Miscellaneous items

4.4.9.4.1 Editorial Board members

SR 4,000/project

4.1.9.4.2 News monitoring

SR 75/hour

4.1.9.4.3 General assistance on campaigns and other initiatives and activities

SR 100/hour

4.1.9.4.4 Media relations assistance

SR 1,000/day

4.1.9.4.5 Judging committees

Each judging committee member shall be paid at the rate determined by the GS of PD within the following guidelines:

- a) If the judging committee is in session for one day only the payment of each member should range between a minimum of SR 400 and a maximum of SR 600.
- b) If the judging committee is in session for more than one day the payment of each member of the committee should range between a minimum of SR 300 and a maximum of SR 500 per day.
- c) If a special judging committee is formed of executive government officials, VIPs or highly renowned scholars, a special rate should be set for each member of the committee by the Manager, Public Relations Department. However, the rate should not exceed SR 1,500 per day if the committee is in session for one day, or SR 1,000 per

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day if the committee is in session for more than one day.

d) The total payment of any judging committee member should not exceed SR 5,000 for the session of that particular committee. Exceptions to this guideline have to be signed by a higher approval authority.

4.1.9.4.6 Puzzles for publication

SR 400/puzzle

4.1.9.4.7 Quizzes

SR 10,000/quiz

NOTE

- All material paid for according to this GI becomes Saudi Aramco's property and part of Company files unless otherwise specifically stated.
- Some artists, photographers and/or writers may have, or act like, commercial institutions and would execute their jobs (i.e. artwork, photography assignments, and writeups) on contractual basis. These are to be handled as services contractors and paid in accordance with AIM 707.

4.2 MEDIA PRODUCTION SERVICES

- 4.2.1 <u>Establishment of Rates</u>. Rate for television/radio announcing, music recording, acting, make-up artist etc. (for film/video productions) are established by MPD, subject to recommendation of the Director, MPD and approval of the Manager PRD.
- 4.2.2 Payment. Payment shall be made based on the following established rates:

	TYPE OF ACTIVITY	<u>RATE</u>
a)	Adult Professional Acting	SR 375 per working hour
b)	Adult Amateur Acting: Speaking Part Non-speaking Part	SR 250 per working hour SR 130 per working hour
c)	Child Amateur Acting: Speaking Part Non-speaking Part	SR 125 per working hour SR 85 per working hour
d)	Make-up Artist	SR 250 per individual

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	TYPE OF ACTIVITY	RATE
e)	Editing: TV/Theater Censorship Audio	SR 250 per completed hour SR 200 per completed hour
f)	Censorship Review	SR 175 per reviewed hour
g)	Narration	First hour or part of it SR 800 Each additional hour or Part of the hour there of SR.200
h)	Announcing: Radio Adult Professional Adult Amateur Child	SR 300 First hour or part of it; SR 200 every other hour SR 200 First hour or part of it; SR 100 every other hour SR 100 First hour or part of it; SR 75 every other hour
i)	Music Recording	SR 250 for each musician, and SR 500 for the conductor
j)	Set-Design/Set- construction	SR 150 per hour excluding materials
k)	Typing	SR 25 per correct completed page

NOTE: Payment shall be made to an employee only if the work is done **out of Company work hours.**

4.3 **EXHIBITS & PUBLIC ACTIVITIES DIVISION SERVICES:**

This covers payment to individuals hired by E&PAD from outside the Division or the Company to perform tasks on special occasions such as Eid holidays, summer programs, outreach programs, and other special events. The following guidelines should be noted when reimbursing such individuals:

- Rates for E&PAD services are established subject to the approval of the manager PRD or his delegate.
- Where a range of fees is specified (Section 4.3.2.3), the level of reimbursement is to be decided and approved by E&PAD Director.
- Any task not specified below should be paid at the rate specified in 4.3.3 "Miscellaneous E&PAD Services".

4.3.1 Painting

This category includes paint on children's faces or hands using simple painting tools, application of henna designs on children's hands, pottery painting classes and the production of works of art in the form of murals covering whole walls by either amateur or professional artists. In this category E&PAD hire individuals to do the work per hour

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because the occasions of Eid, summer, and special events are sometimes short or long.

Adult Professional SR100
Adult Amateur SR75
Child Amateur SR50

4.3.2 <u>Story Telling/ Acting/ Presentation/ Narration</u>

E&PAD hires individuals to read stories for children or act live on the exhibit stage or related activities not including any form of acting. They also develop their own video shows and interactive video games either through MPD or through contractors in the USA. E&PAD hires professionals and amateur script narrators and actors to perform work related to these programs. These programs are used at Saudi Aramco Exhibit in Dhahran or in Saudi Aramco traveling exhibit participating in national or international exhibitions. Rates in these categories are as follows: -

4.3.2.1 Story Telling

This category involves reading stories or related activities not including any form of acting

CATEGORY	RATE (PER WORKING HOUR)

Adult Professional SR 300 Adult Amateur SR 175 Child Amateur SR 75

4.3.2.2 Acting

This category involves appearances in Saudi Aramco Production.

SPEAKING PART RATE *	NON SPEAKING PART RATE *			
SR 300	SR 200			
SR 180	SR 100			
SR 100	SR 75			
*(PER WORKING HOUR)				
	SR 300 SR 180 SR 100			

4.3.2.3 Presentations / narrations

This category covers any presentations / narration's made by non-employees of Saudi Aramco, speakers or presenters during or outside working hours.

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MINIMUM SR	MAXIMUM SR
SR 1500	SR 6000
SR 900	SR 3750
SR 350	SR 2000
	SR 1500 SR 900

4.3.3 Volunteers

Services of paid volunteers will be either on a temporary basis, such as for a specific event or project or on a pre-determined basis where ongoing support is required, such as being a docent for the Heritage Gallery. Selection of the volunteers will be made by the Director – Exhibits & Public Activities Division and in accordance with PRD's internal procedure. These volunteers will be paid at the following rates:

<u>CATEGORY</u>	RATE (PER WORKING HOUR)
Professional	SR 45

Amateur SR 35

Except for the position of docent, under no circumstances should this section of the GI be utilized to retain volunteers on continuous long term basis in lieu of regular (or contracted) personnel. If required, the volunteers may be provided Saudi Aramco network ID for the duration that they are with the Heritage Gallery.

4.3.4 MISCELLANEOUS E&PAD SERVICES

This category includes all work carried out as assistant to E&PAD personnel during a program, acting as an assistant to any of the above mentioned craft categories or any work carried out which is not specifically mentioned above.

CATEGORY
Adult Professional
Adult Amateur
Child Amateur

RATE (PER WORKING HOUR)
SR 175
SR 95
SR 40

5.0 RESPONSIBILITIES

- 5.1 Free-lancers are responsible for ensuring the timely delivery of contributed materials in an acceptable format.
- 5.2 The Division Heads should ensure that all freelancers, volunteers, artists, and others whose services are procured under this GI are made aware of the need to promote the appropriate image of Saudi Aramco, especially those who are required to interact with the public.

Approved:	
	JAMIL F. ALDANDANY, Manager
	Public Relations Department