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*"Making a difference, for everyone, for ever"*

# **Relentless Pursuit of Perfection Ltd**

## **Capability Statement**

**"Ensuring that our clients do what they are meant to do"**

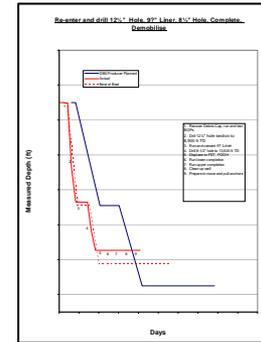
- Performance / Assurance Consultancy
  - ✓ Experienced technical people. Minimum level Asst Driller, most Senior Toolpusher and Drilling Supv, Drilling Supt
- All kinds of projects
  - ✓ Deepwater
  - ✓ HPHT
  - ✓ Onshore or offshore
  - ✓ High or low rig costs.
- Selective recruitment
- *Tailored* to your needs
- Provide Discussion Forum free to the industry
  - ✓ [www.myspread.co.uk](http://www.myspread.co.uk)
  - ✓ More than 1060 members in more than 205 companies



# Typical documented results

*"Making a difference, for everyone, for ever"*

- ✓ bp Indonesia
  - \$62 million benefit from our work.
- ✓ Maersk Oil UK
  - well drilled in just over half the AFE
  - “breakthrough in performance culture”
  - tracking the composite “best of the best” time
- ✓ Enquest UK
  - Most efficient D&C of Producer-Injector pair in UKCS
- ✓ Always 10-25% benefits seen, return on investment as high as 15:1
  - > 105 teams supported
  - 86 installations
  - 36 “operators”
  - 37 installation owners
  - > 200 workshops with > 10,000 delegates



Please contact us for a full set of bench-marked results that are relevant to your particular requirements.

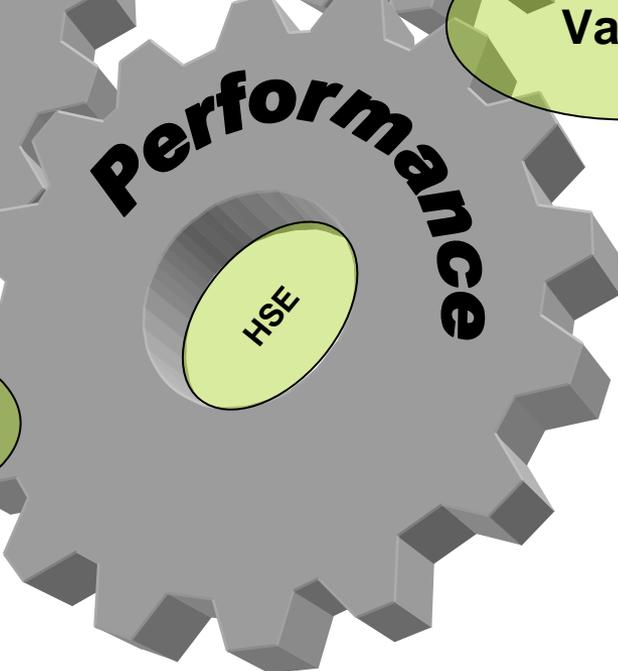
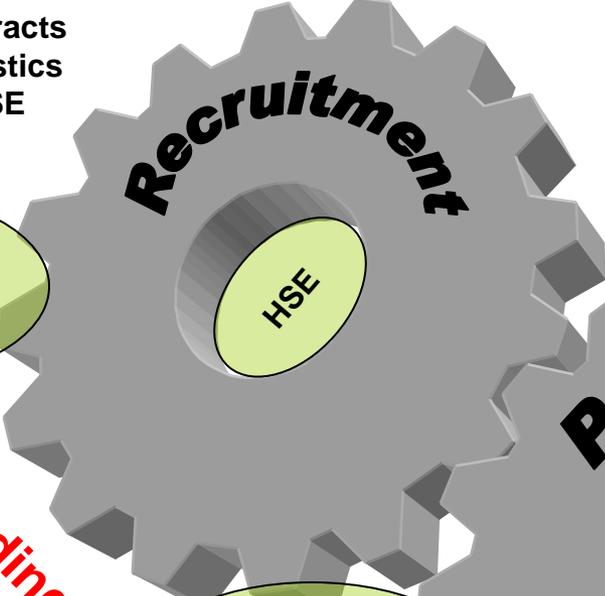
*"Making a difference, for everyone, for ever"*

Completion personnel  
Drilling Mgr  
Supv  
Engr  
Contracts  
Logistics  
HSE

Technical Personnel

Building national competency

"Going for Gold"  
ERD HPHT  
Safety



## Tailored Well Delivery Process

- Project Kickoff
- Well Design Challenge
- Peer Assist
- Peer Review

Value

- Gap Analysis
- Develop Performance Plans
- Team Alignment
- Rig start-ups
- DWOP
- Performance Coaches
- After Action Reviews
- Team-building

# Best Sellers

- Fully-resourced Performance Programme *"Making a difference, for everyone, for ever"*
  - ✓ PERFORMANCE COACHES / ADVISORS
  - ✓ Wellsite and office based
- "HEAD-START" Programme. (Rig start-ups) .. With DWOPs
  - ✓ Provide seasoned drilling people in the "Performance support" role.  
Remember Performance = safety and operations
  - ✓ Wellsite based.
  - ✓ Can also provide in office esp. pre-ops
- "FLYING START" .. Crew Induction / DWOP / Performance Workshops
  - ✓ Introduce Project and expectations
  - ✓ "Team-building by doing"
  - ✓ Harness this passion in a detailed well review (DWOP)
  - ✓ Involves office & wellsite personnel; client, Drilling Co, Service Co
  - ✓ Clear action plan and way ahead. Organisational and technical.

- “GOING for GOLD” .. With DWOPs
  - ✓ Review performance to date; identify efficiency improvements
  - ✓ Performance Awareness Seminar
  - ✓ (then) As per “First Steps”
- BACK-to-BASICS Programme (Performance Turn-around)
- DIY Programme (Do-it-Yourself)
  - ✓ License our programme
  - ✓ Train your personnel in it's use, so you do it yourself

*New for 2010*

- Performance Review .. “Gap Analysis” on Works Systems & Organisation
- Well Concept Identification Sessions
- Audits & Reviews
- Embed best practices
- 1-2 day Workshops to develop relationships and tailor the methodology to the ‘personality’ of each team
- ½ - 1 day Awareness Seminars for all team members
  - includes link with **safety**, what’s in it for me, “Living the Limit”, how we can do this.
- Design & Objective Review Sessions.
  - These are ½ -1 day reviews that feed robust designs into the next planning phase.
- (Programme and Well-Specific) Risk and Opportunity Workshops with the onshore team and key “site” personnel.
- CWOPs, Test Well on paper, Supply Well on paper
- Start-up Field on Paper
- Project Washups

# Beyond “drilling”

*“Making a difference, for everyone, for ever”*

- Brownfield Extension Programme
  - Align all departments / team-building
  - Challenge the planning assumptions and look for efficiencies
  - Dive-the-workface-on-paper
- Dewax-pipeline-on-paper
- Start-up Field on Paper
- Turbine Overhaul AAR
- Field Development Wash-ups (Technical, Commercial, Contractual, Partners)
- 90-day safety plans
- 1-2 day Workshops to develop relationships and tailor the methodology to the ‘personality’ of each team
- ½ - 1 day Performance Seminars for all team members
- Project Washups : e.g. anchor-handling

## 1. 100% track record of handing over to client

- UK, Aus/PNG, Indonesia, Nigeria, Dubai, NZ, Egypt

## 2. Connecting with the Workforce

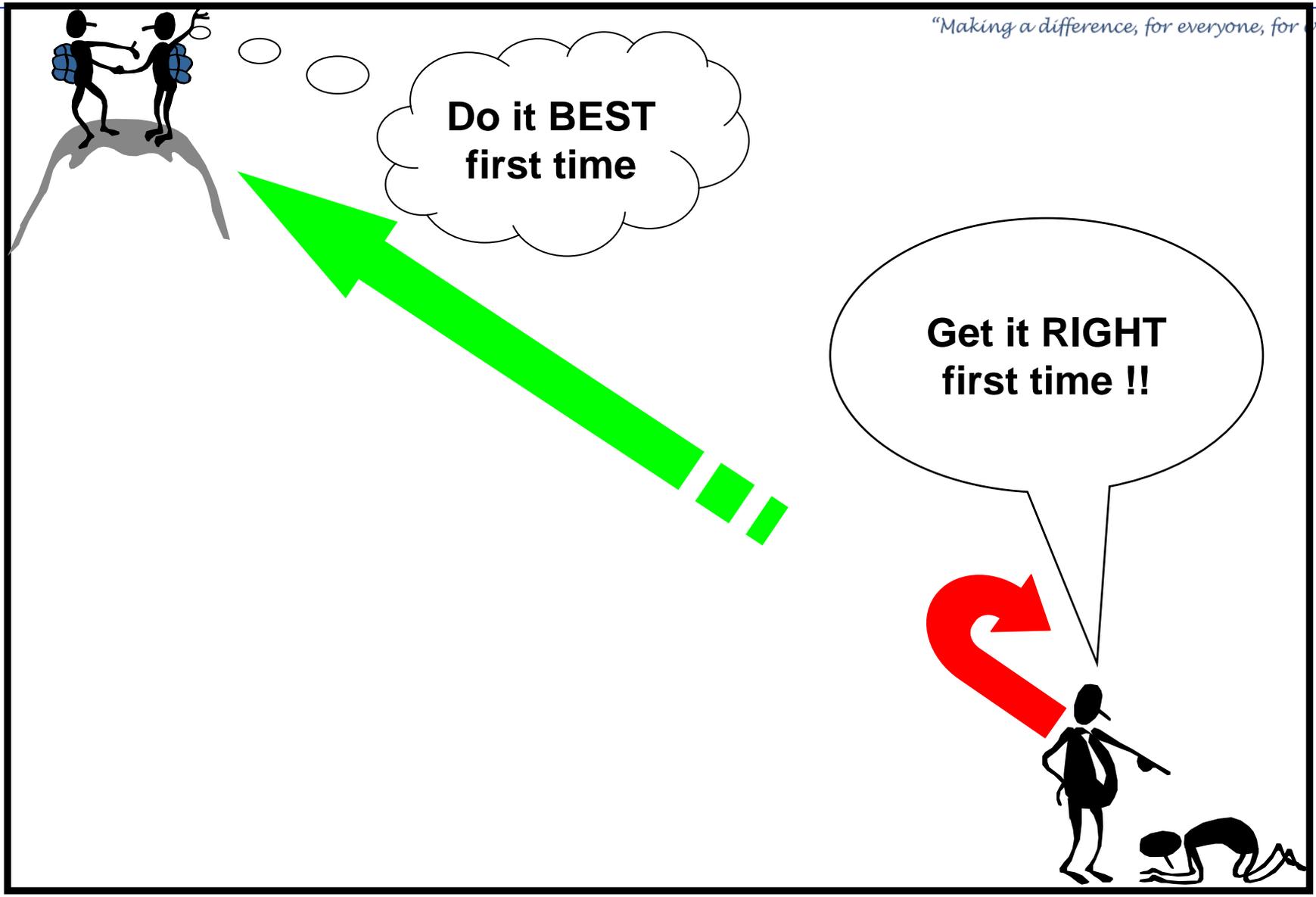
- Motivation
- Performance seminars
- Measurement
- Feedback
- Participation

## 3. Looking beyond NPT

- Is there a better way ?

# Vision vs. Fear of failure ?

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# **Behavioural Performance model**

## **Living the Limit**

## “Living the Limit”

Is believing that it is right to do the very best we can ..

- ∅ With what we've got
- ∅ With what we could get

## “The Perfect Outcome”



**To work with you to drive out waste, maximise value and minimise the learning curve whilst preserving your core values.**



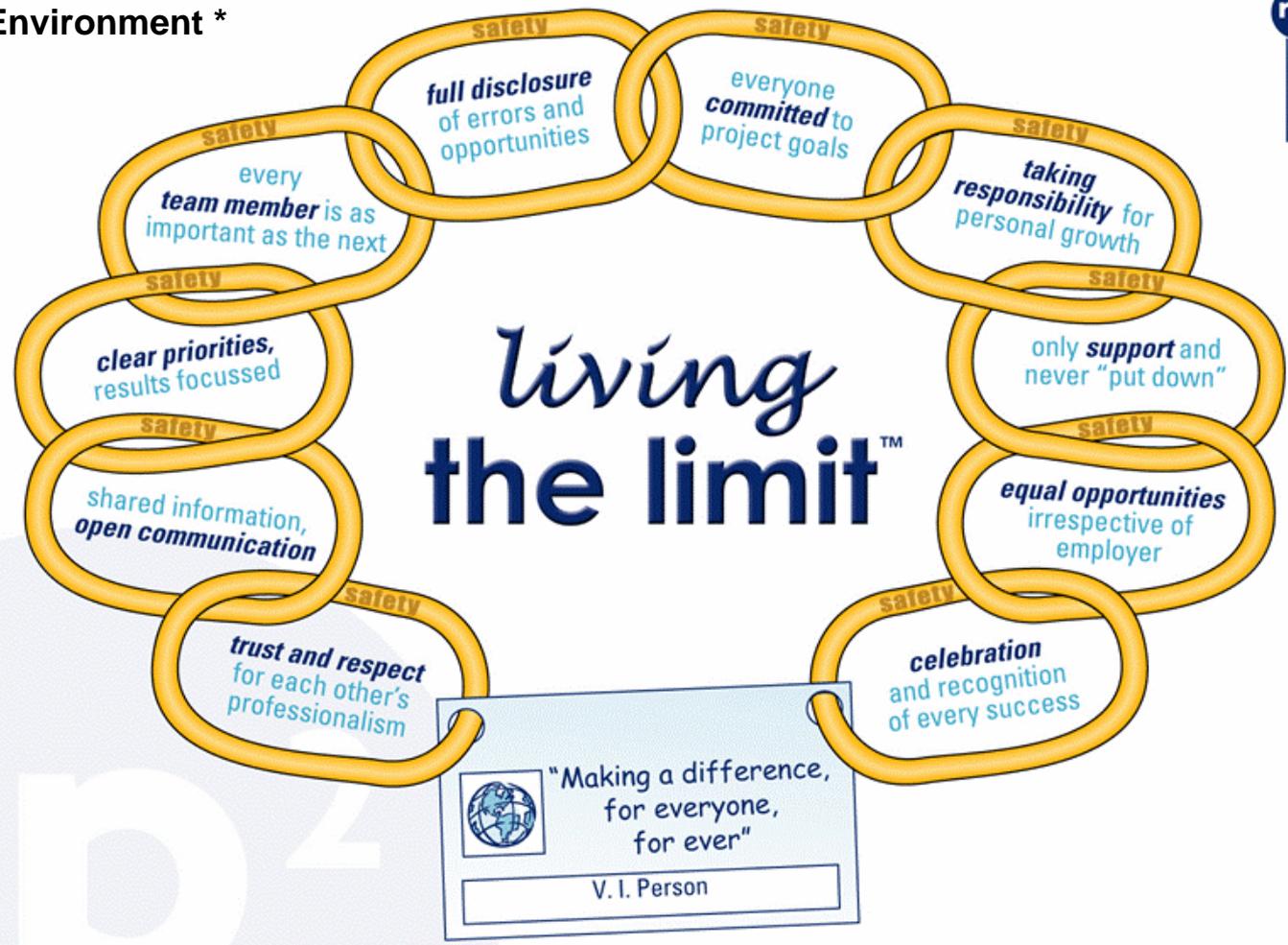
“If we were to do this together for the first time, knowing what we know now from our years of experience, how would we do it ?”



“If we were to do this again, knowing what we know now, how would we do it ?”

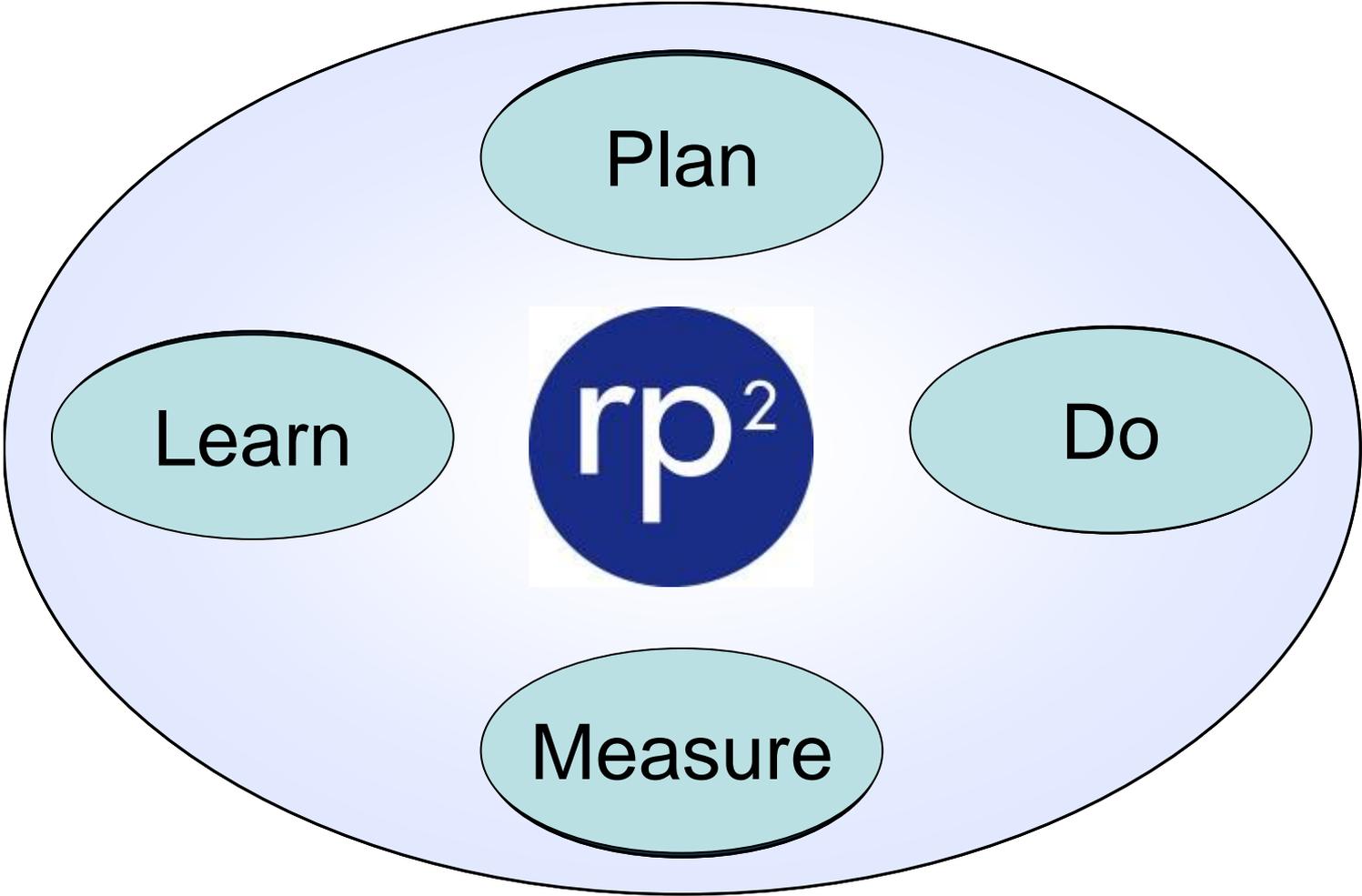
# Combining heads and hearts

## Creating an Enabling Environment \*

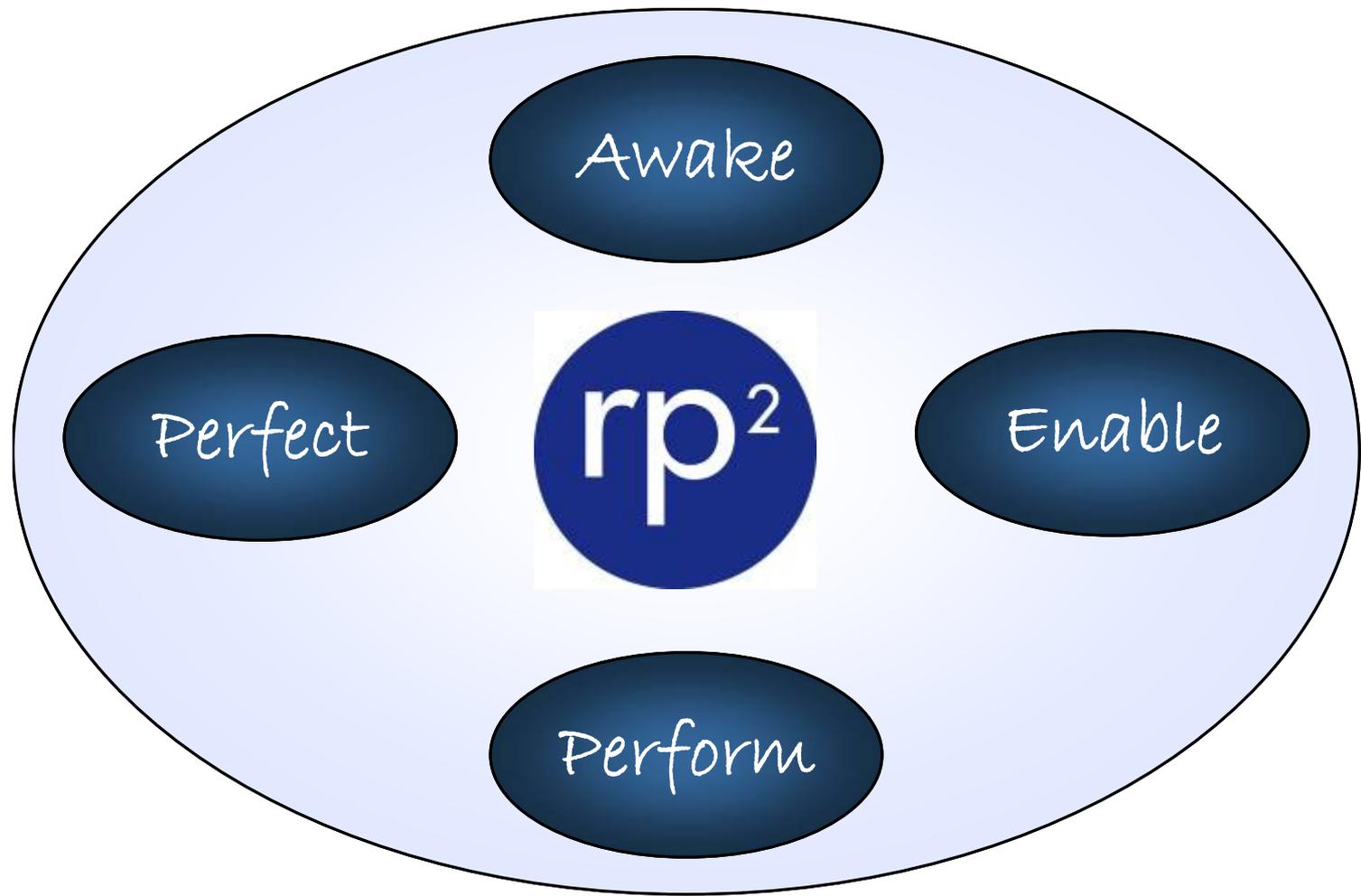


\* Reference : OTC Paper 8637

Setting and Achieving Technical Limit Goals in Well Construction by Enabling the Talents, Energies and Attributes of People.  
P.W. Scott and D.F. Bond, Woodside Offshore Petroleum Pty Ltd.



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# Experience Profile

**Living the Limit**

# Job History - Europe

Client	Field	Activity
Apache NORTH SEA LIMITED	Forties	Wellsite performance support (focus on learning)
MAERSK OIL	Dunbarton Culzean	"Next Steps" programme incl. Teambuild/align. DWOP. HTHP support : Risk assessment, performance system, DWOP, TWOP.
	Chiswick	Welltest Risk Assessment and Team Awareness.
EnQuest Lundin 	Don	Team-build, DWOP, Run tree on paper, CWOP, START UP FIELD ON PAPER, Full Field Project Wash-up. "Going for Gold" / Phase 2.
	Broom	"Going for Gold" & DWOP
	Thistle	DWOP
spd	Bentley	Risk assessment for novel drilling rig
	Chablis	DWOP
TOTAL	Tormore	Risk Assessments : Deepwater Operability, Welltest Develop Deepwater-specific Rig-Specific Procedures
ConocoPhillips	MacCulloch	DWOP
Paladin	Farnell	DWOP
	Brechin	Risk Assessment & CWOP
	Montrose MRB	Modular Rig Performance Coaching & DWOP
	Arkwright	Intervention-on-Paper (Light Well Intervention Vessel)
	Exploration (N/C/SNS, Irish Sea)	DWOPs, Risk Assessment, TWOPs.
	Tristan Developpt	DWOP, CWOP
CNR International	Lyell	DWOPs, CWOPs, Wellsite coaches
MARATHON	-	Drilling Performance & Strategy support (inc. Workshop)
	Alvheim	Well-Specific Risk Assessment, DWOP/CWOP
nexen	Buzzard	Generic Design Challenge, Drilling Planning Kickoff, Crew Intros, DWOP
	Perth	Generic Design Challenge Session
	Telford	DWOP (Sidetrack)
	Blackhorse	DWOP (Exploration)
	-	Best Practices Workshop (Cementing)

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# Job History - Europe

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Client	Field	Activity
	Magnus	Introduce & maintain TL programme, 14 x DWOPs
		Introduction to new equipt (multi-laterals). 90-d safety plans
		Provision of office support personnel
		Brownfield Construction : Team Vision & Alignment
		Subsea Construction Project : Technical Limit Workshop
	NW Hutton	Introduce TL into Large scale Abandonment Ops, Workshops
	West of Shetland	TL Workshops & DWOPs (Foinaven, Schiehallion, Loyal) Wellhead & Subsea system training course
	Rhum	Introduce homegrown TL programme. DWOP (Drilling)
	P15/18 (NL)	Project Success Workshops
	Wytch Farm	Hydraulic Workover HSE Induction, Teambuild & CWOP
Clair	Introduce homegrown TL programme. DWOPs & CWOPs	
	Maria, Bedlington	TVD Workshop & Wash-up (Expl.; Deepwater Expl.)
	53/3a	TVD Workshop, Test-well-on-paper & Wash-up (Expl.)
	NW Seymour	TVD Workshop (Dev Well)
	Atlantic/Cromarty	Design Challenge Session, DWOP(s), Knowledge Transfer
	Apollo	DWOP
	-	Provision of office & wellsite support personnel
	Cormorant	After Action Review (TTRD), DTL Wellsite coaches, DWOP
	Shearwater	After Action Review (HTHP)
	Goldeneye	Project Success Workshop
	Gannet	Pipeline Dewaxing Challenge Session
	-	SAP Implementation Kick-off
	Tulipan	DWOP for Extreme, Deepwater WILDCAT
ADTI	Lindisfarne	DWOP (Deepwater Expl.)
Sperry-Sun	-	Unleashing our Potential Workshop
Petrocanada	Pict	DWOP & CWOP
Lundin	Heather/Thistle	Facilities Management Review & Re-alignment
Hess	-	Introduced company-wide TL programme

# Job History - International

Client	Country	Activity
		AAR/Peer-Review (Deepwater)
	Indonesia	Technical Limit support incl. wellsite & office coaches. DWOPs, CWOPs, Crew Inductions. Loan of personnel as DSV/NDSV
	Algeria	Wellsite Training & Coaching
	Egypt	DWOPs / Performance Seminars. Coach the coach.
		"Performance Toolpushers"
	Brazil	Supervisor & Contractor Alignment. DWOP/TWOP
	Libya	DWOP. TWOP / Welltest Risk Assessment
	Indonesia	DWOP
	Nigeria	Rig Start-up Services (Teambuild, TWOP & DWOP) x 2 rigs
	Australia & Papua New Guinea	Fully-resourced LTL Programme incl. wellsite & office coaches. DWOPs, CWOPs etc.,
	New Zealand	Technical Limit support incl. provision of Performance Plan & coaching of client's wellsite coaches. Crew Inductions.
	Australia	
	Dubai	DWOPs.
	Australia	Set up DTL/safety systems (geo-thermal company)
		DWOP
	Tunisia	
	Oman	DWOP / Performance Seminar
	Eastern Med	DWOP, CWOP, Supply-Well-on-Paper
	India	DWOP, Provide Coach
		DWOP
	Gabon	"Performance Advisors"
	Ivory Coast	Anchor Handling Wash-up
	China	Crew Induction / Safety & Operational Excellence / DWOP
	Angola	DWOP
	Brunei	Crew Induction / DWOPs, integrated with HPHT training

(D)TL = Technical Limit. DWOP = Drill Well on Paper. CWOP = Complete Well on Paper.

# The installations we've been associated with



		Installation	Duty Holder	Oil Co	Location
DRILLSHIPS	1	GSF Explorer	Transocean	Marathon	Indonesia
	2	Discoverer 534		Reliance	India
	3	D'water Discover	Stena	Hess	Brazil
	4	Stena Forth			Libya
	5	West Navigator			Smedvig

		Installation	Duty Holder	Oil Co	Location
Sub. Barge	82	CPOE-3	CPOE	Roc Oil	China
Floating Prodn	83	Northern Producer	PFM	PEDL	UK
HWU	84	Wytch Farm	BP	BPC	
Geotech	85	Fugro Synergy	Fugro	spd	
LWI Vessel	86	Island Frontier	Island Offshore	Paladin	

# The installations we've been associated with



		Installation	Duty Holder	Oil Co	Location		
SEMI-SUBS	6	Prospect	Transocean	AGR	UK		
	7	Paul B Lloyd Jnr		bp			
	8			bp			
	9	'Leader		BG			
	10	'Rather		TOTAL			
	11	'714		PEDL			
	12	'John Shaw		Nexen			
	13	'712		CoP			
	14	JW McLean		ADTI/Lundin			
	15	Jim Cunningham		Rashpetco		Egypt	
	16	Ocean Lexington		bp/Gupco			
	17	Ocean Quest		Diamond Drilling		ENI	Brazil
	18	Ocean Patriot		AGR			Australia
	19	Southern Cross		Atwood		BG	E Med
	20	Eirik Raude		Ocean Rig		STATOIL	Norway
	21	Deepsea Bergen	Odfjell	BG	UK		
	22			bp	Norway		
	23	Sea Explorer	Pride	Marathon			
	24	Sea Explorer	Pride	BG	Tunisia		
	25	NTVL	NOBLE	Maersk	UK		
	26	Homer Ferrington		CNR	Ivory Coast		
	27	Byford Dolphin	Dolphin Drilling	UK			
	28	Bredford Dolphin		AGR	France		
	29	Bredford Dolphin		UK			
	30	GSF 140	GlobalSantaFe	Paladin	UK		
	31	GA2		BG			
	32	GA3		ADTI (Endvr)			
	33	GA3		Nexen			
	34	GA4		PetroCanada			

# The installations we've been associated with



		Installation	Duty Holder	Oil Co	Location
LAND RIGS	33	Roc Explorer	Roc	Addax	Angola
	34	Tasaniola 187	HCPN		Nigeria
	35	Rig 19	Forasol	BP	Algeria
	36	Rig 20			
	37	Rig 2	Parker	OilSearch	PNG
	38	Rig 226			
	39	Rig 140			
	40	Rig 101	High Arctic	Geodynamics	Australia
	41	Rig 103			
	42	Rig 100	Geodynamics	Geodynamics	Australia
	43	Rig 36	Ensign	BG	Oman
	44	Rig 49			
PLATFORMS	45	Marathon Brae B	NOBLE	Marathon	UK
	46	BP Clair			
	47	BP Magnus	KCA-Deutag	BP	
	48	BP NW Hutton			
	49	North Cormorant	(KCAD) Smedvig	Shell	
	50	Cormorant Alpha	Smedvig		
	51	Thistle	PFM	Lundin	
				Enquest	
				Petrofac	
52	Gannet A	Shell	Shell		
53	Montrose Modular	Prosafe	Paladin		

# The installations we've been associated with



		Installation	Duty Holder	Oil Co	Location
JACK-UPS	54	Labrador 1		AGR	
	55	Scott Marks	NOBLE	Venture	
	56	Lynda Bossler		AGR	
				bp	Holland
	57	Rowan Gorilla 6	Rowan	CNR	UK
	58	Rowan Gorilla 7		Apache	
	59	Innovator	Maersk	Shell	UK
	60	Resilient		Dubai Petroleum	Dubai
	61	Ben Avon	KCA-Deutag	CNR	Gabon
	62	Trident IV	Transocean	PetroCanada	Tunisia
	63	Comet			
	64	BenNevis	Pyramid	Gupco	Egypt
	65	Kamose	EDC		
	66	Energy Enhancer	Northern Offshore		UK
	67	80	ENSCO	AGR	
	68	85			
	69	100			
	70	92			
	71	70			
	72	101			
	73	50			
	74	53			
	75	108			
	76				
	77	104		BP	Indonesia
	78	107		ADA	New Zealand
	79	West Triton	SEADRILL		Australia
	80	Naga-2	UMW-Standard	Hess	Indonesia
81	Seawolf Onome	SEAWOLF	Addax	Nigeria	