Introduction to StepChange Global Capabilities

Tony Edwards CEO 5th December 2012



Our company

StepChange is an independent integrated operations advisory company

- working in Integrated Operations (IO) and Digital Oilfield (DOF) since 2003
- a network of 35+ international associates who are industry recognised experts in IO and DOF
- currently working internationally in Europe, the middle East, South East Asia and Australasia
- working in the Oil and Gas and mining sectors



our clients - oil and mining companies



Integrated Operations, Strategy and Implementation and IO for Projects, implementation of new operational models



Advanced Collaborative Environment Expert Strategy for Aberdeen based assets



Strategy for application of IO to Brownfield redevelopments and marginal Greenfield projects



Operations support centre design advisory services Australian Operations – Brisbane GLNG and EABU



Collaborative Environment Strategy and Pilot



ERGY

- IO Operations Implementation Strategy for the Goliat Field
- Ο ΤΟΤΑL ConocoPhillips
- IO Strategy for the Operation of the future program
- Operations IO strategy for APLNG based in Brisbane

'Integrated Operations'

IO strategy for the Western Australia business unit

Design of the IROC control floor layout



Corporate IO strategy - setup of the IO Programme office and

Our expertise

- an unrivalled resource in the application of Integrated Operations (IO) enabled capabilities
- working with the leading companies in the field
- programmes, projects and pilots
- expertise from within oil and gas companies
- associations with leading institutions
- expertise in building 'capability platforms'
- people lead management of change
- people that have expertise across the entire value chain
 - subsurface, surface, projects, operations, LNG and power







Our main capabilities

Consulting and advising in IO and DOF in the following areas:

- Development and Deployment of IO strategies, programmes and pilots for the Oil & Gas industry
- Collaborative working design and implementation and people centred management of change
- New operational models enabled by IO
- Major Projects concepts and limited manning enabled by IO



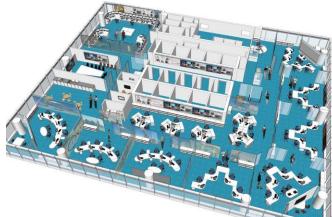
What we have learned – IO deployment

- IO is a business lead transformation
 - It is very culturally and organisationally dependent
 - One size does not fit all
 - People centred management of change is key to success
- No one company or vendor can deliver the whole of IO
 - Reservoir/Wells/Facilities/Pipelines/IT/MOC etc..
 - No company has skills across all these domains
 - Business integration owned by the O&G company
- A phased maturity approach is needed
 - Monitor and Manage —> Optimise —> Predictive
 - Technical and Organisational maturity needs to be aligned

What we have learned – IO and DOF integration

- Companies are still deploying single function capabilities
 - RE monitoring, wells optimisation etc.
 - This enables rapid deployments across a asset portfolio
- The most mature IO companies are:
 - Integrating across disciplines and functions e.g. integrated planning or asset production optimisations
 - Cross asset optimisation e.g. Remote expert centres
 - Full value chain integration unconventionals and LNG





What's Next for IO and DOF? Projects

- Major projects
 - Inclusion of IO in the Design of New Fields and redevelopments
 - IO not as a 'Bolt On' but embedded in the concept
 - Enabling marginal field developments
 - Platforms with no more than 30 POB no matter what the complexity
 - Complex unmanned and low manned operations
 - Reduction in facilities CAPEX
 - Reduction in OPEX
 - Brownfield Redevelopments based on upgrade to DOF
 - DOF for Mature Field Life Extension
 - DOF Applied to the Major Projects Process
 - · Collaborative working for the Project based teams





Thank you & Any Questions?