

Information – a Supply Chain Challenge

All the players, one arena, one set of data.



Building business in Aberdeen:



Sturle Drageset – Sales & Marketing Director

- Master in Theoretical Atom Physics from the University in Bergen
- Over 20 years experience in IT industry, approx 10 years in Oil and Gas.

Yngve Nilsen – Regional Director UK

- BSc in Economy and management from Norwegian school of economics – Bergen
- Mathematics from University in Bergen
- 16 years experience within Information Management in Oil and Gas



Sharecat - our company



- Established in 1993 with 100% focus on the Oil & Gas industry
- 130+ employees Based in Norway, UK, USA, Australia
- Owned by large Norwegian private equity fund - financial capacity to grow and invest



Sharecat – our clients



Client focus

- Operators Oil & Gas
- Drilling Companies
- EPC's (Contractors)

Approach

- implement “narrow”
- prove success
- expand



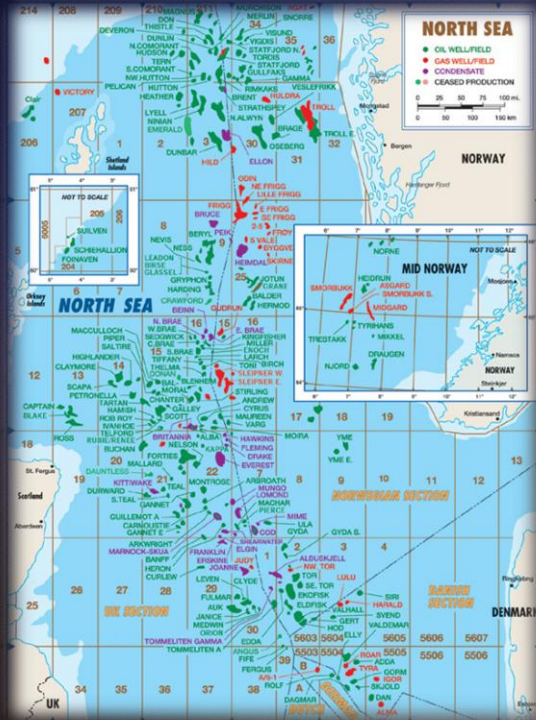
Sharecat – our global agreements



- **Shell** - Supplier Catalogue
- **BP** - Central Information Store and Supplier Catalogue
- **Statoil** - materials management services
- **WorleyParsons** - strategic alliance



Sharecat in Aberdeen - ambitions



- Strategy: Aberdeen shall be our largest operation within 3-5 years !
- Focus: Operators and drilling companies
- Awareness: Who are we!



Information – a Supply Chain Challenge



Some facts:

- 50% of material master **data** are wrong, inconsistent and without structure and correct information
- Between 2 and 3 hours are spent for every product being purchased due to search for correct information
- 40-50% of all purchase orders are returned by vendor
- 25% of all materials are duplicated in the system
- Thousand of materials worth millions of £ is ordered outside the “system”



Why?:

- Lack of structure, philosophy and standards
- Low competence of processes and supply chain information
- Unclear procedures, gather correct information
- Focus on IT systems, not content
- Generations
- Project versus Operations
- Poorly managing of handover from projects

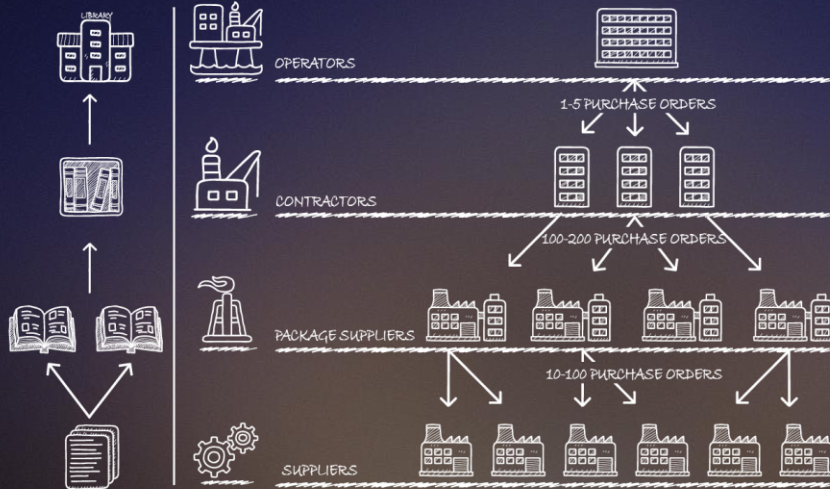


Result:

- Millions of £ spent on purchasing of parts already on stock
- Buying the wrong materials – downtime
- Frustrated employees
- Dependent on manual processes
- Creates dangerous incidents – safety!



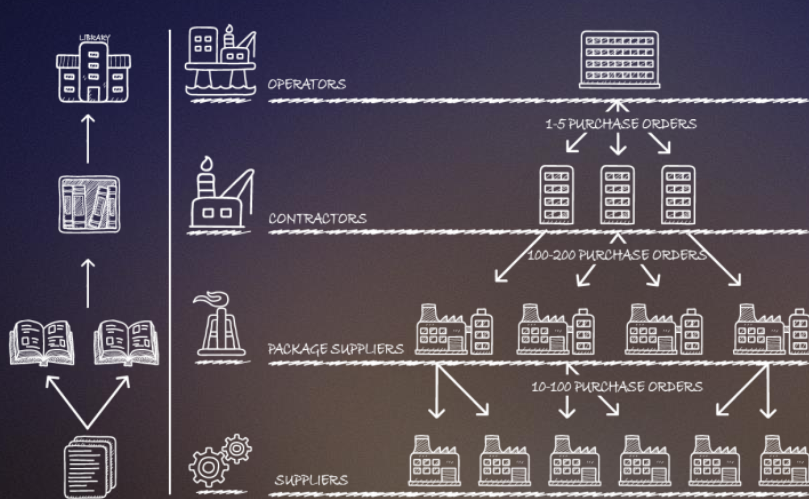
The Supply Chain Challenge



- 100.000 tags 40.000 spare parts representing 30.000 unique materials delivered to operations
- Duplicated, unstructured, missing information



The Supply Chain Challenge



1 operator

50 materials in
material master



3 EPC's

50 x 3 x 4 x 4
hours review of
data and doc.
500 materials to
quality assure



50 vendors

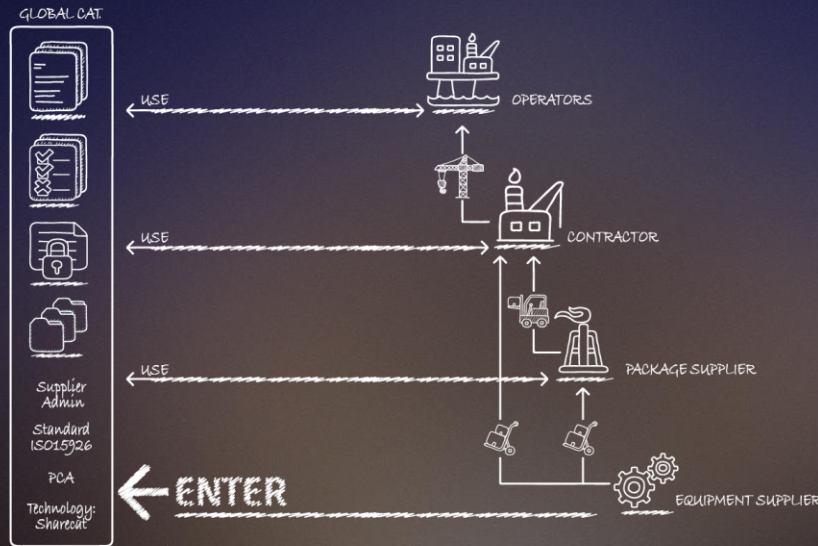
Prepare:
50 datasheets
50 manuals
50 dwg
500 materials



500 motors
Tags



Sharecat Supply Chain Management



One material -
control

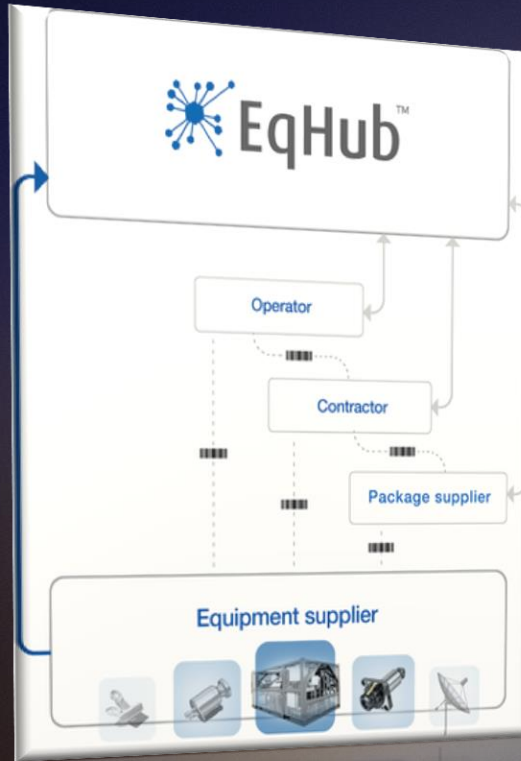
No review –
pre approved

No preparation
required

Deliver “once and
for all”



Success story – Sharecat delivers EqHub



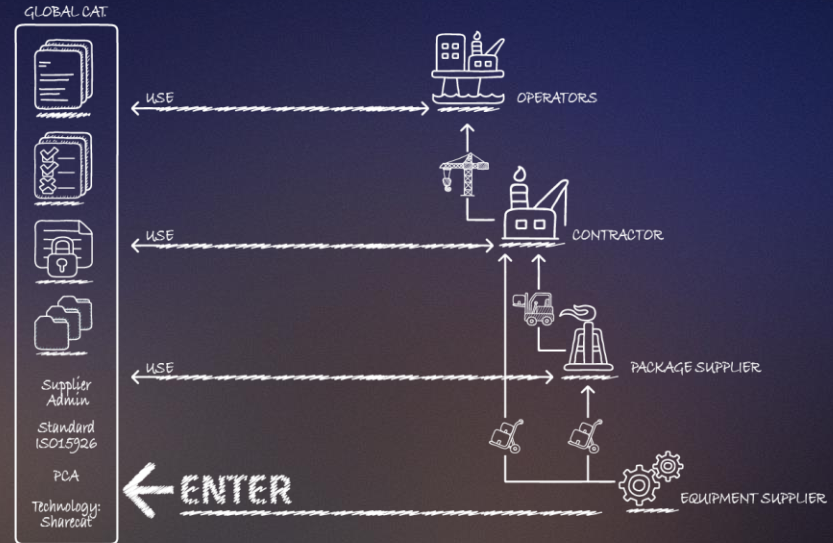
- Implemented for the Norwegian Oil and Gas Industry on behalf of the Norwegian Oil and Gas Association (EPIM)
- 14 major Oil and Gas companies and EPC's have implemented EqHub as a requirement for information deliveries



Tomorrow....



- Equipment Hub delivered by Sharecat for the Oil and Gas industry in UK – managed in Aberdeen



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Thank you!