

MEO

Offshore Vessel Connect Middle East
How to enhance offshore productivity
Sept 2016



Delivering Operational Excellence

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Intro



- Rik Kreunen.
 - 2014 - current
 - BDM MEO Middle East.
 - Heading MEO innovation department.
 - Passion for offshore logistics
- 2012-2014
 - Area Manager, UK, Norway, Baku, Tunisia, Egypt, Middle East
 - Created "offshore access" market
 - In oil & gas
 - Wind energy, mainly North Sea
- 2007-2011:
 - MD
 - Shocked the conventional bicycle market with innovative approach
- 1996-2005:
 - Miscellaneous @
 - Vestas Netherlands Wind technology &
 - Vestas American Wind Technology

Business overview MEO



MEO is a reputed and reliable provider of support vessels and project transportation solutions to the offshore oil and gas industry

- Headquartered in Singapore, MEO has been providing fit-for-purpose assets and consistently reliable services since the 1970s
- Operations in SEA, Middle East and Australia, expanding into Latin America, Africa and India
- Blue Chip customer base; trusted by the world's biggest oil companies
- Demonstrated track record of operational and safety excellence
- Dependable, cost-effective operator of complex and specialised vessels
- Diverse fleet of young and versatile vessels operating across all phases of the offshore oil and gas cycle
- Pre-qualified at all Tier 1 clients, including ADMA-OPCO and ZADCO



Core Segments	Applications / User Industries
	Specialised OSVs Highly specialised vessels performing complex services
	General Purpose OSVs Wide ranging applications across the entire upstream offshore oil and gas cycle
	Crewboats Transportation of personnel and critical supplies, supporting offshore production
	Barges Carrying material for offshore development and civil construction projects
	Near Shore Vessels Multifunctional vessels involved in near shore marine activity eg. dredging and port development
	Projects (Express Offshore Solutions) Project orientated business unit, working with EPCs. Manager of barge and AHT fleet.
	Innovations Enhance offshore productivity/ logistics without sacrificing safety

Drivers innovations

- Innovations are driven by:
 - (non)-Deployment of vessels, try to think outside box
 - Bridge the gap between Vessel Owners and Oil Majors.
 - Cost reductions O&G cycle
 - Enhance offshore productivity, need to be convincing.



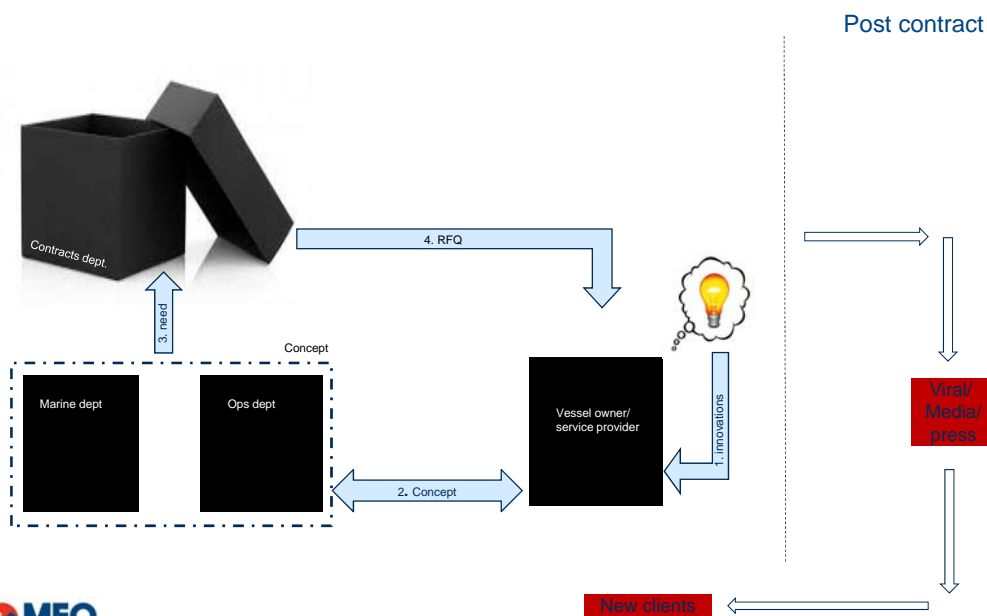
How to start innovations

- Reaching clients by impressing them
 - Balls & brains beat muscles & cash
 - Questioning the beaten track
 - transparency, collaboration and co-creation.
 - Accommodation/ work vessels and crew (shuttle) boats



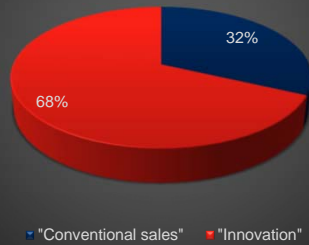
- Turning idea's into innovations into useful offshore devices

Innovations & marketing

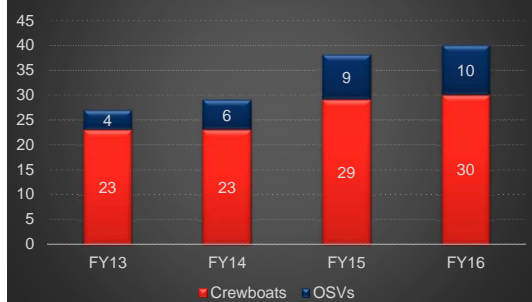


Impact innovations

Revenue Impact innovations in OSV Segment



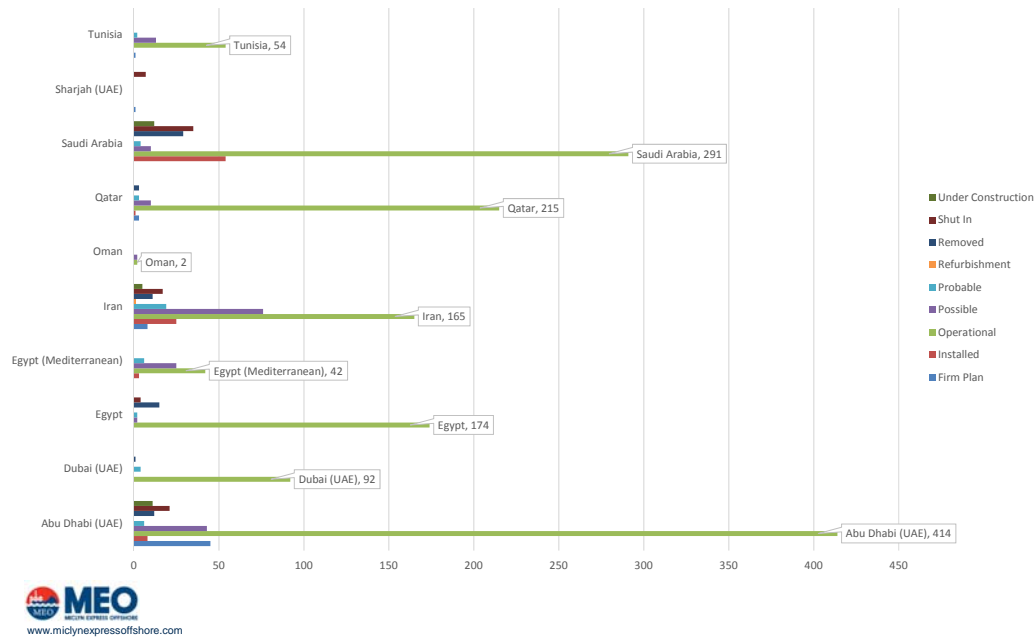
Amount of vessels in Middle East



Transparency, collaboration and co-creation

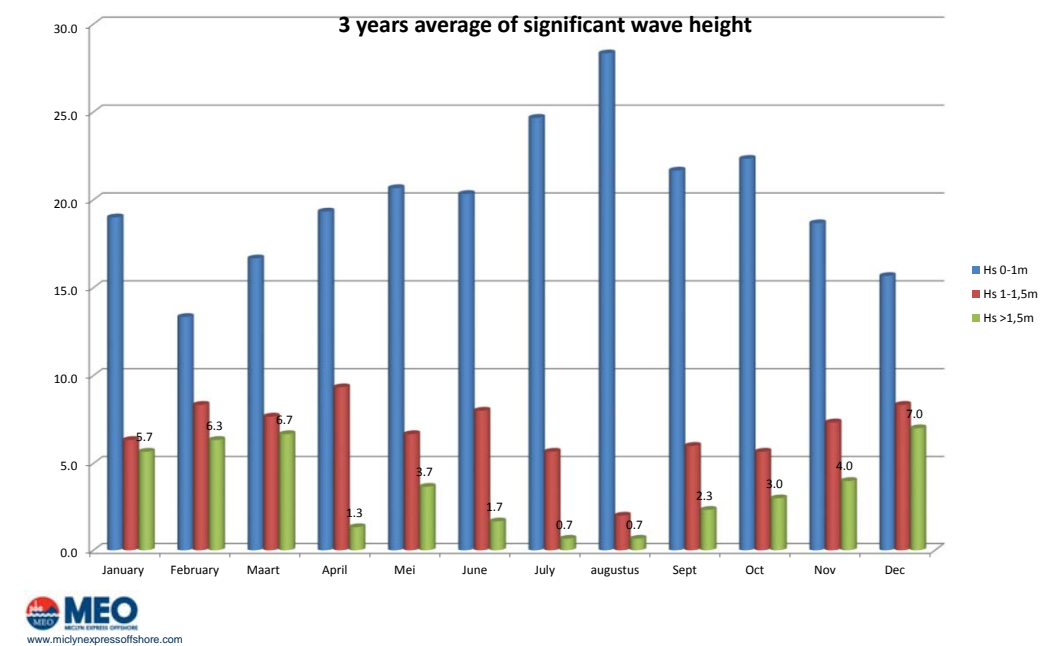


Collect data: Current, Future and decommissioned Platforms



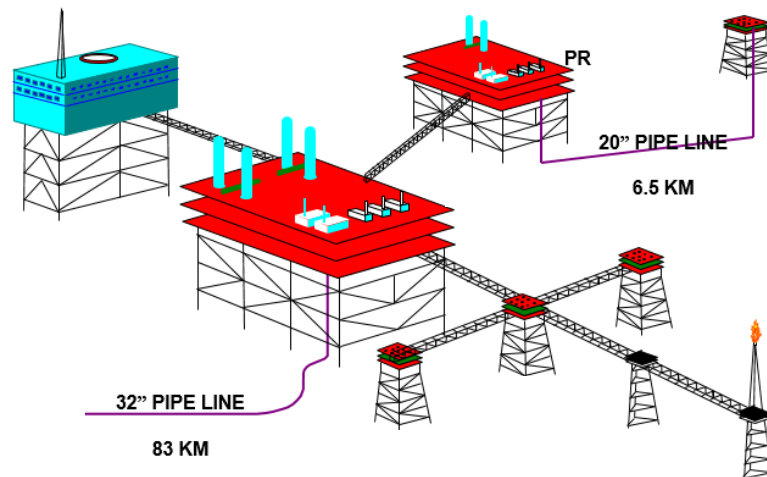
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Collect data: Weather on specific site



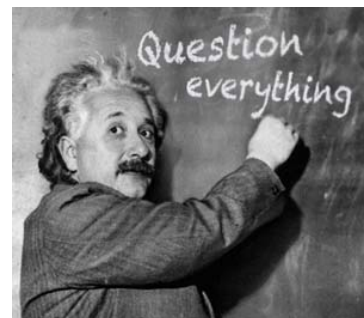
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Collect Data: Offshore locations, platforms

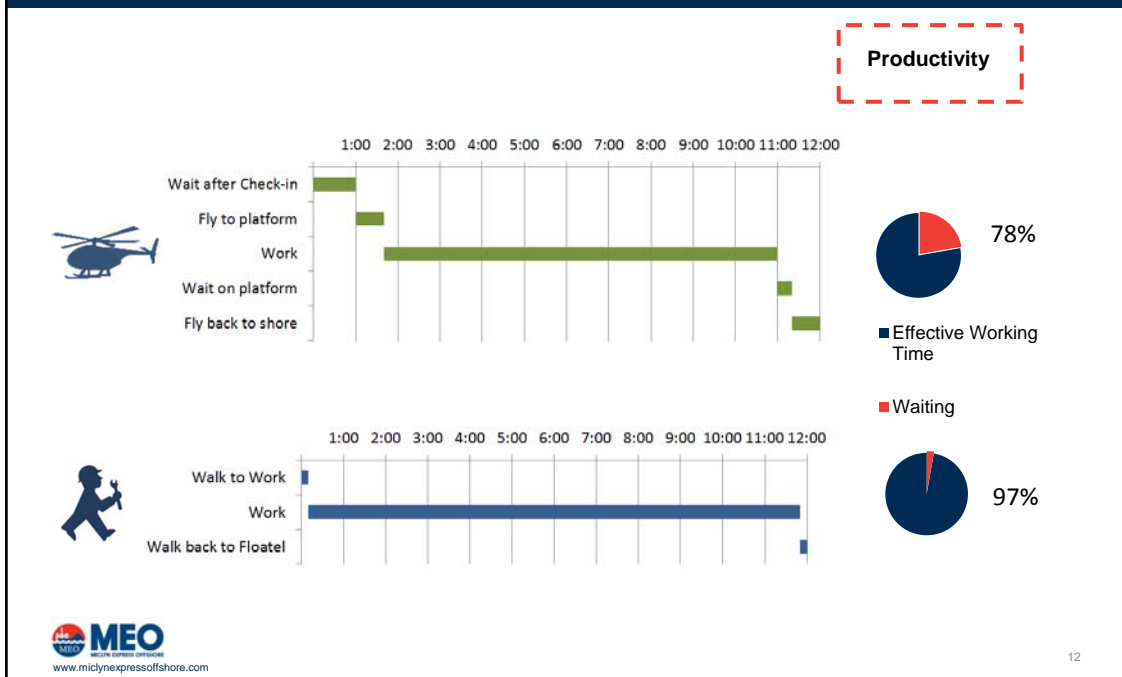


Questioning the beaten track

- Only offshore assets and “hands” can do the offshore work
 - What vessels on the job
 - What are the expensive units.
 - How many people on the job
 - How do they relate to each other.
 - How to transfer them offshore
 - How to access offshore structure
 - Distance quay side to field
 - Distance between the platforms
 - How many people where and when
 - Cargo where and when
 - Current movements by which transport
 - Etc. etc.



Show a bit..



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Enhance offshore productivity, the challenge

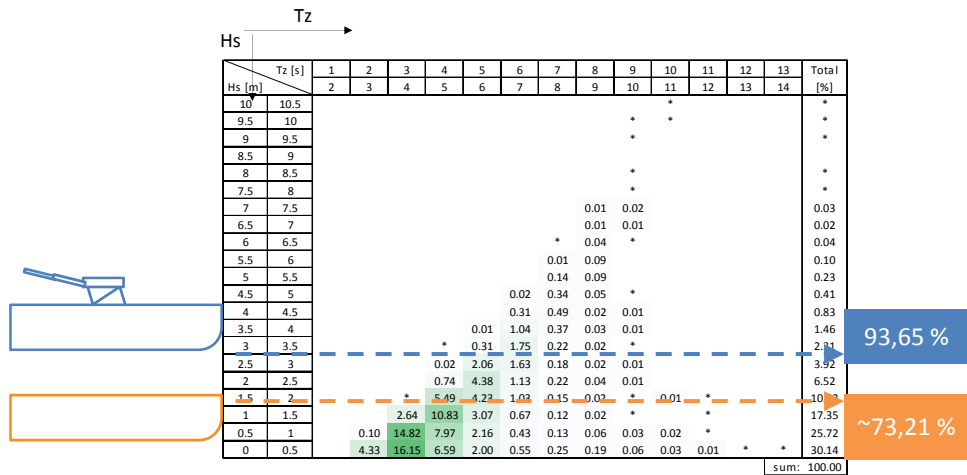
ARE YOU UP FOR THE CHALLENGE?

- 1 crane barge
- 1 DP2
- Different operability of vessels, hence delay
- x platforms to finish
- 5 months to avoid LD's.
- Bad weather expected:
 - Waves
 - Shamal
- Expected delivery ~6.5 months
- No budget left (based on 6.5months)

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Enhance offshore productivity



MEO Ranger W2W vessel: Ampelmann+FrogXT6



Balls and brains beat muscles and cash/ Business case

	Current Marine Spread	Marine spread + W2W	%
Vessel costs per day			17%
Amount of workers	200	200	
Workparty average daily cost			
Annual operability days	73%	93%	
Expected effective hours working per day	10	11.5	
Expected project days	200	171.7	
Project cost vessel+Manpower			
Yearly effective vessel hours	1460	2139	32%
Effective cost per productive hour	\$ 23,562	\$ 15,413	-35%
Clawed back hours per year		679.0	
Days clawed back during project		28.3	

- “MEO Ranger managed to claw back 5 weeks of entire project backlog”
- “considered as a great success”
- Easier to plan; can avoided LD's
- Increased safety and welfare

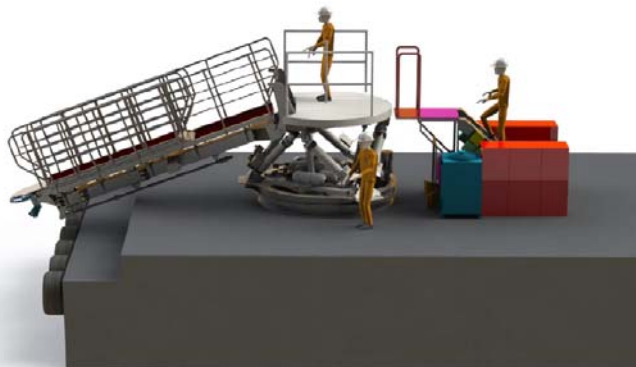
Conclusion accommodation & planning solution

- WIN-WIN:
 - MEO Vessel on hire
 - EPC finished project in time, no LD's. Significant savings.
 - Oil Major could plan ahead with follow up work, enable to produce earlier.
- W2W increases workable hours
- MEO Ranger W2W enables direct access to/from the nearby accommodation vessel.
- It can be stationed at remote locations providing immediate access to work.
- Transfer at night = well feasible using MEO Ranger W2W/ FrogXT6
- Easier to plan campaigns/ avoid delays

MEO Ranger W2W DP2



Other concepts; MEO crew vessel with W2W



Other concepts: Shuttle Service with 200 pax offshore hub



Message from the speaker

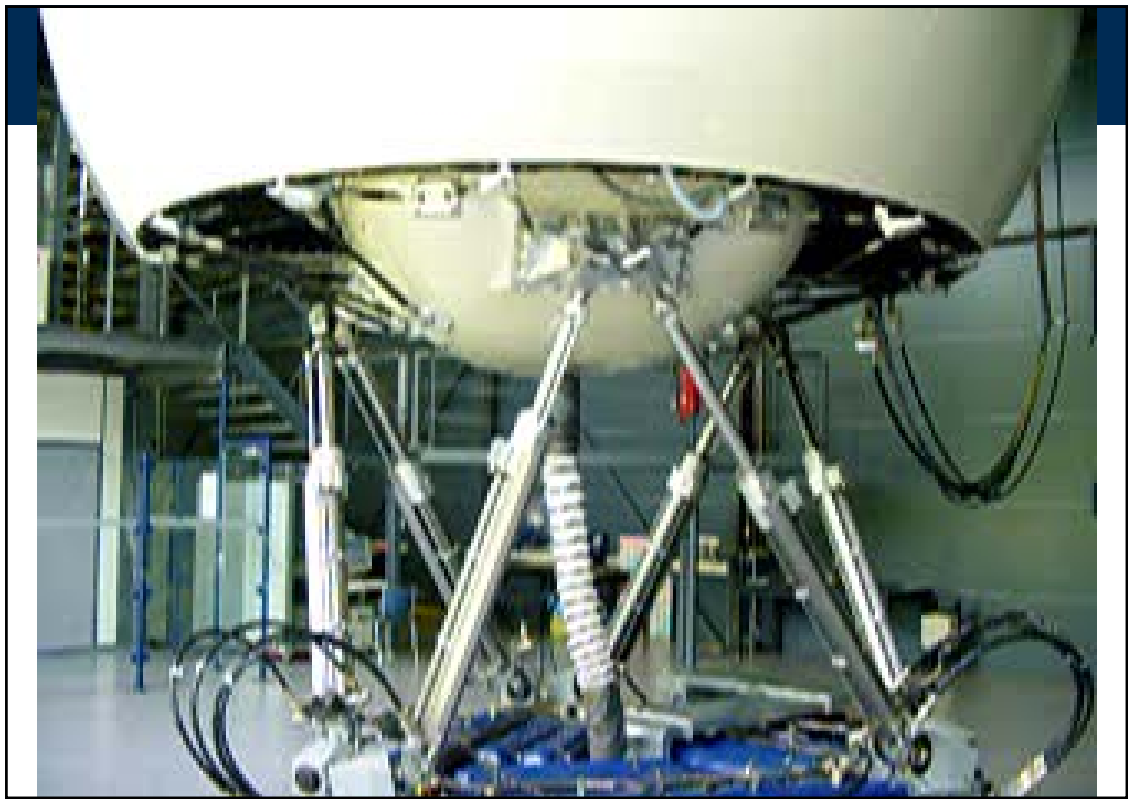
- Creativity will result in new opportunities and new clients
- Innovations boosts prequalification
- Questioning the beaten track. And be patient..
- Turn idea's into innovations into useful offshore devices
- Stop guessing, start launching!

Thank you



Inhouse Ampelmann/ W2W experience

- Denis Welch. MD MEO Middle East.
 - Heading IMCA
 - IMCA review W2W best practice
- Cirion Senoc. Employed by MEO. Stationed in Qatar. Ampelmann operator + ex Ampelmann Agent/ Superintendent
- 4x MEO Ampelmann Operator, Onboard MEO Ranger
- Rik Kreunen. Ex Ampelmann BD manager Middle East



Weather data and workability

