

# MEO

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



Delivering Operational Excellence

[www.meogroup.com](http://www.meogroup.com)



## Intro



[www.miclynexpressoffshore.com](http://www.miclynexpressoffshore.com)

- 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
 <b>Specialised OSVs</b>	Highly specialised vessels performing complex services
 <b>General Purpose OSVs</b>	Wide ranging applications across the entire upstream offshore oil and gas cycle
 <b>Crewboats</b>	Transportation of personnel and critical supplies, supporting offshore production
 <b>Barges</b>	Carrying material for offshore development and civil construction projects
 <b>Near Shore Vessels</b>	Multifunctional vessels involved in near shore marine activity eg. dredging and port development
 <b>Projects (Express Offshore Solutions)</b>	Project orientated business unit, working with EPCs. Manager of barge and AHT fleet.
 <b>Innovations</b>	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.



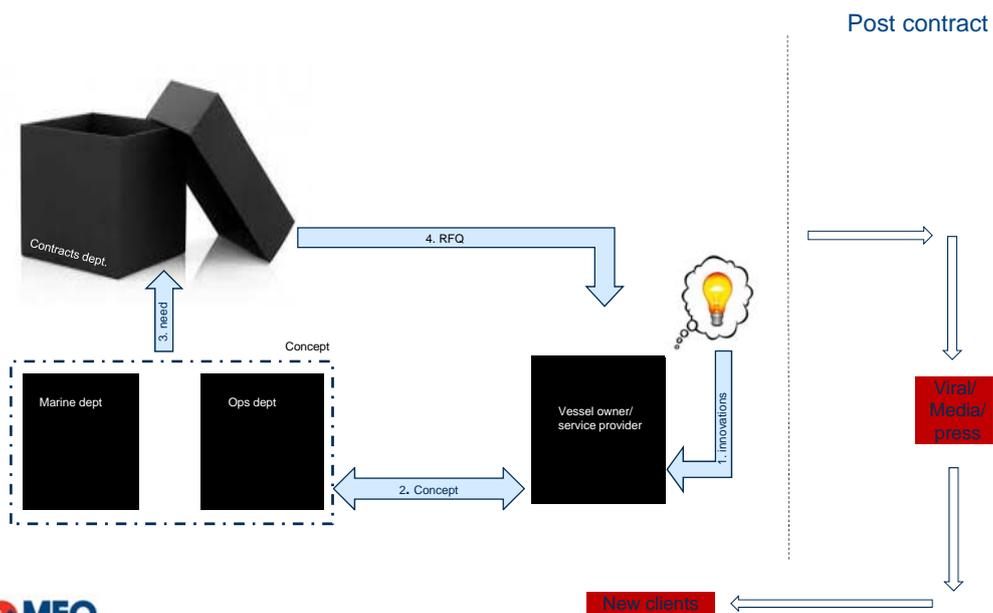
## How to start innovations

- 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



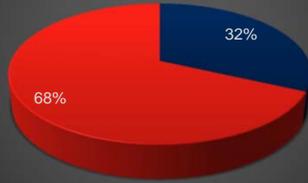
- Turning idea's into innovations into useful offshore devices

## Innovations & marketing



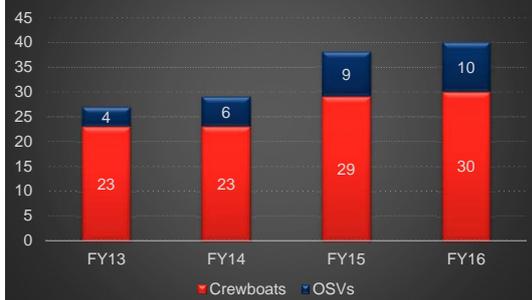
## Impact innovations

### Revenue Impact innovations in OSV Segment



■ "Conventional sales" ■ "Innovation"

### Amount of vessels in Middle East

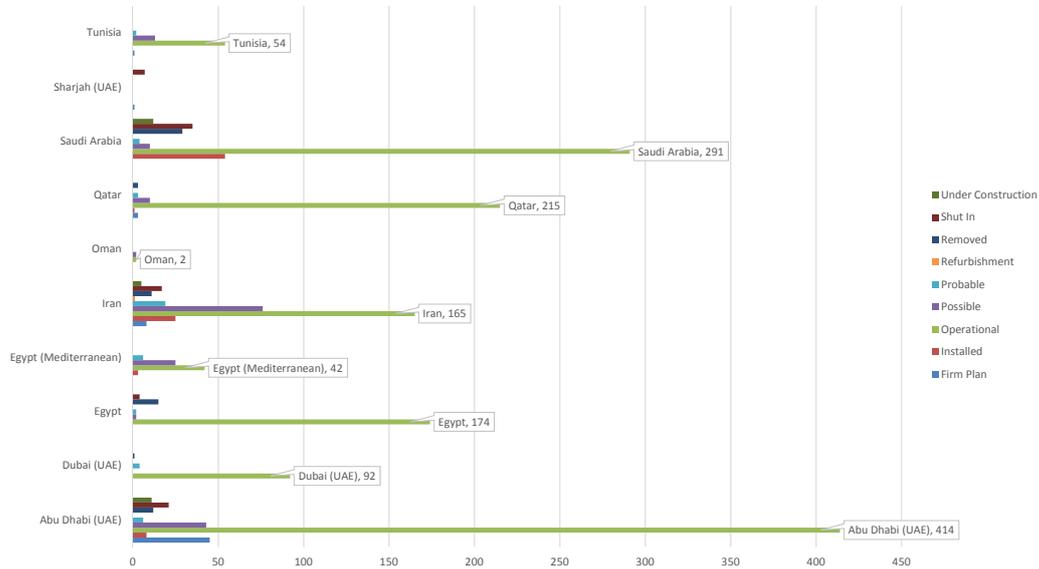


■ Crewboats ■ OSVs

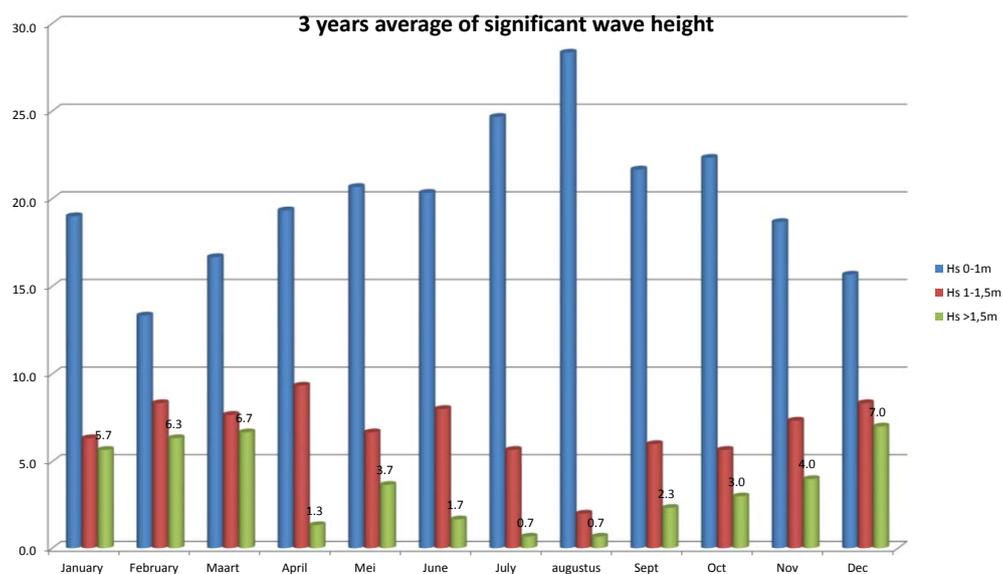
## Transparency, collaboration and co-creation



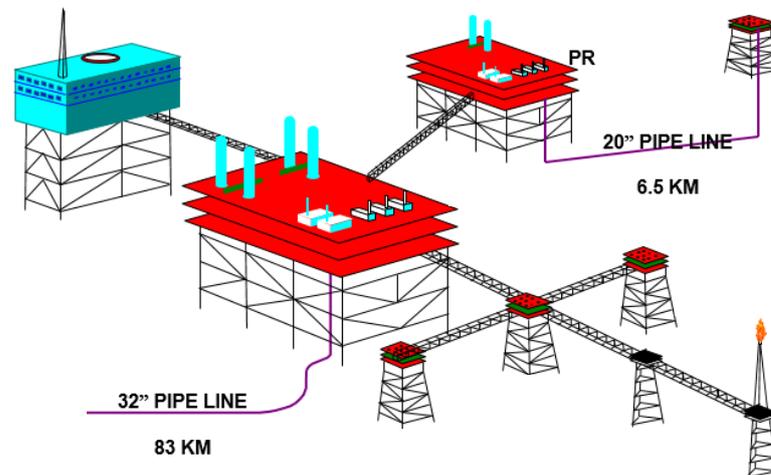
## Collect data: Current, Future and decommissioned Platforms



## Collect data: Weather on specific site

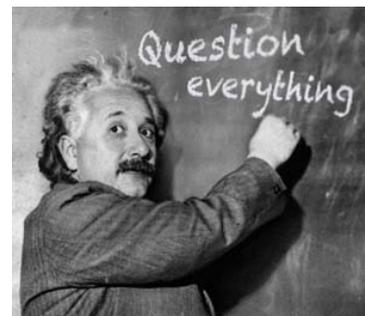


## Collect Data: Offshore locations, platforms



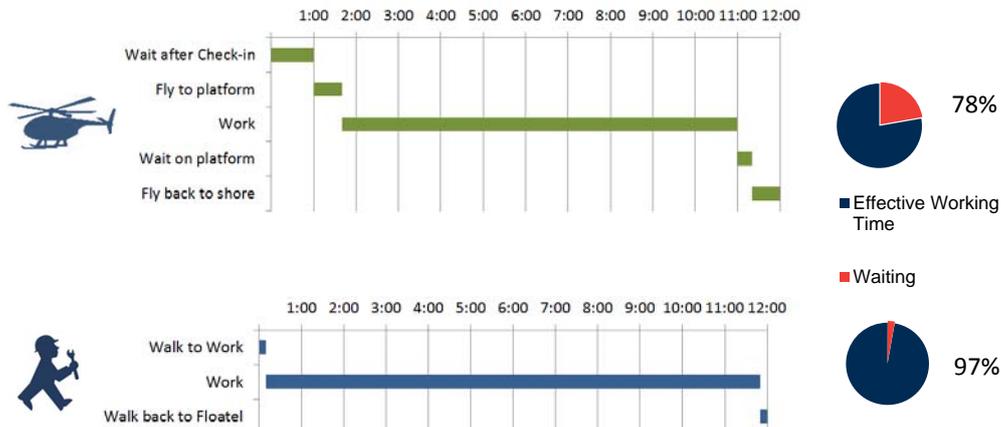
## Questioning the beaten track

- 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..

### Productivity

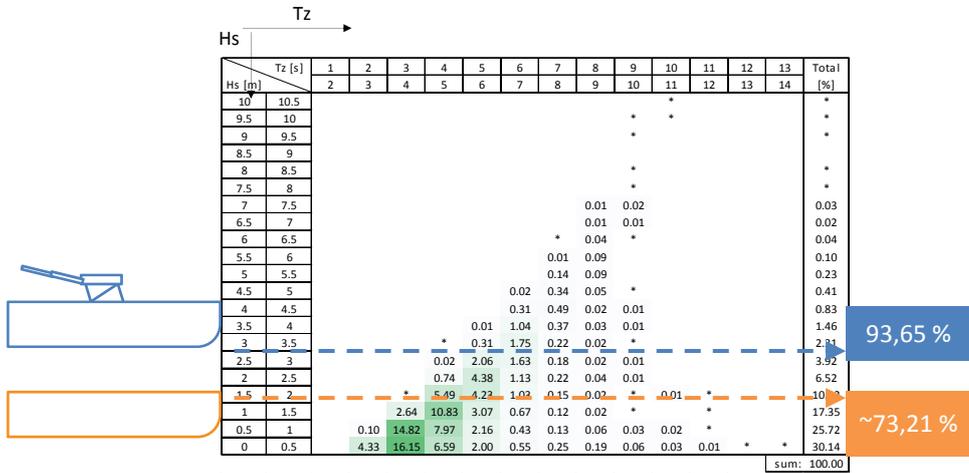


## Enhance offshore productivity, the challenge

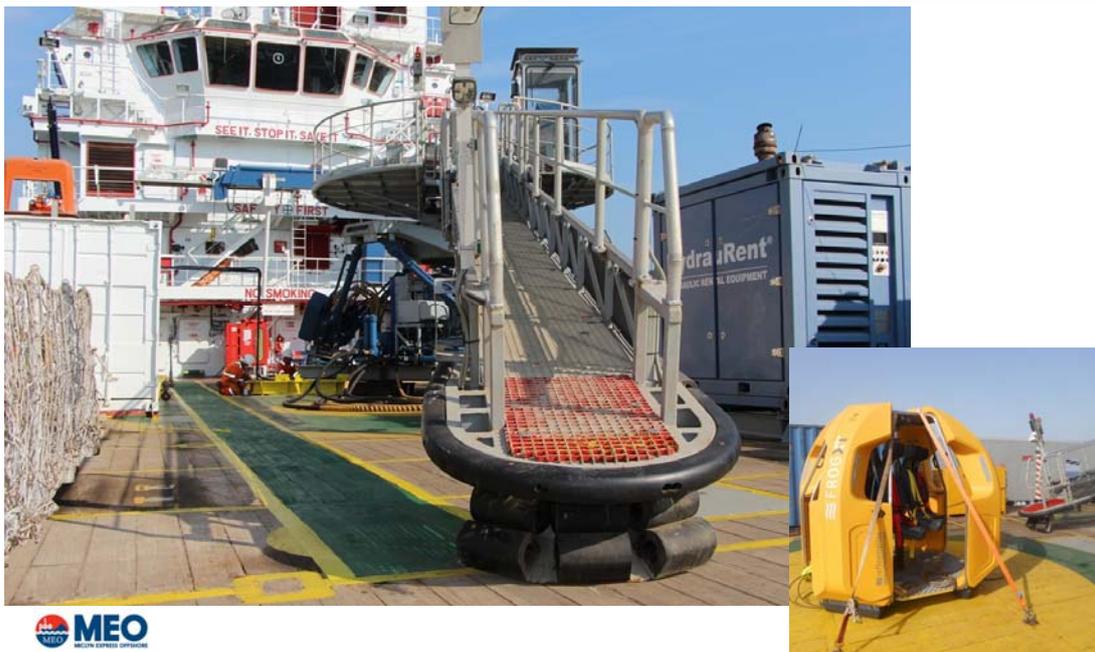
**ARE YOU UP FOR  
THE CHALLENGE?**

- 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)

## 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

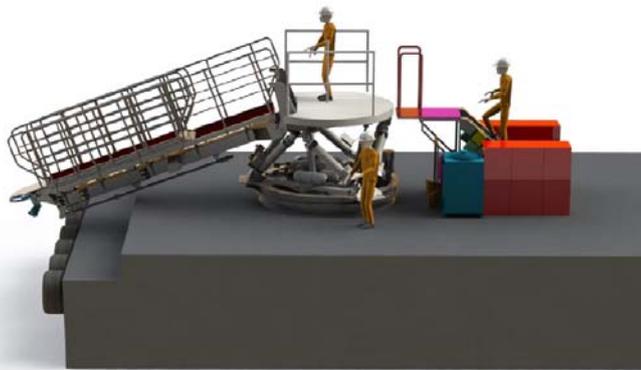
## Conclusion accommodation & planning solution

- 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

