



PLANS UNDERWAY FOR PILOT SHARE FAIR 8 AS SUPPLY CHAIN GEARS UP FOR FUTURE NORTH SEA PROJECTS

An impressive sixteen oil and gas operators and major contractors are lined up for the biggest and brightest PILOT Share Fair ever at the Aberdeen Exhibition and Conference Centre on November 8, 2006.

The presenting companies are...



The presenting companies will showcase their activity plans for the North Sea for the next 18 months.

The event, which attracted over 500 delegates last year after it's successful relaunch is sponsored by RBG Limited and is aimed at SMEs in the oil and gas supply chain and provides them with an opportunity to structure their businesses around current and future North Sea projects.

Armed with reliable intelligence on upcoming activity, suppliers can plan ahead, ensuring people, goods and services are available for UK projects.

Malcolm Webb, chief executive, UK Offshore Operators Association (UKOOA), says: "Providing information to the supply chain on future projects is always a good idea. But when industry resources are constrained across the globe and inflationary pressures are severe, it is an exceptionally good idea. In the current climate PILOT Share Fair 8 is a very important opportunity for the supply chain to take a measure of future demand so as to better inform their preparations to make the required resources available." He added: "It is exactly the sort of co-operative and constructive engagement within the industry which UKOOA seeks to encourage – and never more so than now."

"Very useful event and I have been able to get some good information about the future activity to help with planning and forecasting"

To ensure the quality of the information, each presenting company has committed to give as much detail as possible on:

- Their strategy for the North Sea;
- Upcoming drilling programmes;
- Brownfield, environment and asset integrity projects;
- Plans for operations and maintenance;
- Decommissioning and development projects;
- Technology requirements; and
- Company contacts.





“It was well worth paying £100 for the day to get hold of Shell’s purchasing contacts list”

Delegates can listen to group presentations or gain more detailed information in pre-booked private one-to-one discussions with prospective clients.

Tom Smith, managing director, Nessco Ltd, and co-chair of the Industry Leadership Team says: “Planning horizons now extend further than in previous years, pushed out by the oil price and the activity upturn. It may be difficult to give an optimistic longer term message to suppliers but in the current oil price and business climate, we must take every opportunity to maximise the recovery of the UK’s oil and gas reserves by becoming more efficient at allocating our people, goods and services. The Share Fair is a great mechanism for getting suppliers sighted on forthcoming opportunities while also allowing the industry to gauge suppliers’ appetite for staying committed and focused to developing the UK continental shelf.”

The event also presents networking and sales opportunities for delegates and 21 SMEs have already booked spaces in the exhibitor’s area to promote their goods and services.

PRESENTING COMPANIES GET-TOGETHER ENSURING QUALITY INFORMATION

30 staff from the 16 presenting companies took part in a presenters’ planning session, to ensure quality information is delivered to Share Fair delegates on the day.

Alistair McGregor, chief procurement officer, Venture Production, said: “It’s not just the supply community who benefit from the efforts of operators and major contractors presenting at Share Fair, but purchasers themselves are rewarded by having access to a better briefed, better informed supply chain, which is as a result better equipped to deliver the goods for our industry.”

Feedback from last year’s event suggested that Talisman delivered material which satisfied delegates needs most closely and Ian Donaldson, Talisman’s supply chain manager, has already provided an overview of the information that delegates were looking for to this year’s presenters. This included the company’s capital spending, details of UK operations, its North Sea business strategy and key technology drivers (such as the need for more innovative Subsea tie-backs, infill drilling techniques, improving asset integrity and reservoir imaging methods) as well as projected capital and operational expenditure.

“Attendees should expect to gain a wealth of valuable information from presenters”, says Ian. “There is no other event like it where suppliers can learn how to get on our tenders list, understand our approach to doing business and become aware of our organisational structure and key contacts. This really is a wonderful opportunity for all involved.”

RBG Limited, this year’s official sponsor of PILOT Share Fair 8, is an Aberdeen-based international services company focused on drilling, construction, hook-up and commissioning services.



Willie Rennie, the company’s Sales and Marketing Director has put together the following case study showing how his company went about collating and using information from the event.



HOW TO MAKE THE MOST OF PILOT SHARE FAIR 8 – A CASE STUDY

The amount of information available in one day might seem daunting. How do you make sure you see everyone you need to see? How do you find the nuggets of intelligence that will be of most value to your business? Here Willie Rennie tells us how RBG got to grips with the information provided at Share Fair 7...

“RBG embarked on a “text book” approach to gathering data at Share Fair and our aim was to develop a powerful business strategy for the year ahead.

“In preparation for the big day, we held an internal “kick-off” meeting to plan which company representatives should attend and decide which presentations and one-to-one sessions should be given priority.

“An internal PILOT Share Fair “champion” was appointed to manage our participation at the event. The champion registered nine company representatives as delegates and developed a comprehensive check-list of information for each person to gather on the day. Collectively RBG personnel covered 12 client presentations and took part in 18 one-to-one sessions.

“After the event, a central “data desk” was created to hold the information acquired. This included upcoming scopes of work, activity information, organisation charts, supply chain challenges, key initiatives and attendees’ notes. Key personnel reviewed the information, identified specific actions and client opportunities and followed up on these as soon as possible.

“The quality of presentations and general openness of all participants provided extremely useful and very powerful information. Our strategic approach to data gathering enabled us to develop a sound business plan and our company has enjoyed major growth on the back of this event.

“When operators and major contractors communicate their forward plans to the supply chain community, it gives us a clear picture of what’s coming up and an opportunity to plan to equip ourselves to meet future demands. As principal sponsor, RBG is committed to supporting this key industry event and we are looking forward to this year’s session.”

12 TOP TIPS

Presentations

1. Try to sit near the front, you can hear better.
2. If a booth is busy come back later, it will be quieter.
3. Collect all the handouts and be organized about it.
4. Ask all your questions, if they are confidential or you are shy wait until after the presentation and approach the speakers “one-to-one”.
5. Plan your day and take more than one person if you want to hear more than eight presentations, there are sixteen on offer.
6. The slides can be downloaded after the event. If you take notes during the presentation, they will remind you of key points when you see the download version.

One-to-one Sessions

As soon as you have registered as a new delegate, book your three one-to-one sessions early to avoid disappointment. Contact: jstewart@ukooa.co.uk

1. Fill in the ‘What am I interested in’ part of your booking email. These will be given to the One-to-One representatives from the presenting companies and it will allow them to prepare for your visit. Be as specific as you can.
2. Don’t be late, if you miss your booking that’s it and there will be no chance to re-book.
3. Prepare your questions in advance and check them off as you ask them.
4. PILOT Share Fair delivers a substantial amount of information. The key to using it well is to be organized and to prepare in advance.
5. Take as many One-to-one meetings as you can, look for standby opportunities i.e. spare slots made available by other less well organised people being late for their booked meetings.
6. Follow up on any leads collected as soon as possible whilst PILOT Share Fair is fresh in your mind and the minds of the people you are calling.

OTHER SCCOP NEWS...



UKOOA CONFERENCE - 7 NOVEMBER 06

UKOOA's first annual conference takes place the day before and is set to attract delegates from across the industry presenting another excellent networking opportunity prior to Share Fair 8.

Book online now at <http://www.oilandgas.org.uk/events/conference>

Conference Programme:

Keynote speaker representing industry:

Tom Botts, Executive Vice President Europe, Shell Exploration and Production

Keynote speaker representing government:

Malcolm Wicks MP, Minister of State for Energy

Session 1:

Welcome by Malcolm Webb, Chief Executive, UK Offshore Operators Association
Presentations from keynote speakers

Session 2:

Patrick Heren, Heren Energy Specialist energy data provider Europe
Ian McCafferty, Chief Economic Advisor, CBI
Mike Tholen, Economics and Commercial Director, UK Offshore Operators Association

Session 3:

Mike Wagstaff, Chief Executive, Venture Production
Tom Smith, Managing Director, Nessco Ltd & Co-Chair of the Industry Leadership Team
UKOOA's Pearl Award for overall excellence nominees present their vision for the future of the UK oil and gas industry

Session 4:

An in depth look at skills and training by Rosy Wood, HR Director, BP followed by interactive discussion between delegates and our panel of experts: Chris Allen, HSE Director, UK Offshore Operators Association; David Doig, Chief Executive, OPITO; and Michael Engell-Jensen, Managing Director, Maersk Oil North Sea Limited.

STANDARD CONTRACTS UPDATED

New editions of two LOGIC standard contracts have just been released. The LOGIC Standard Contract Purchase Order (Short Form) and the LOGIC Standard Contract for Supply of Items of Major Plant and Equipment have been updated and are now available free of charge.



The UK oil and gas industry achieves massive savings every year through the use of the LOGIC standard contracts.

Originally developed under CRINE, the suite of standard contracts, which number ten in total, have increased the reliability and consistency of contracting practices and made it quicker and easier for companies to award contracts.

To order printed contracts or download a PDF version please visit: <http://www.logic-oil.com/contracts.cfm>

HAVE YOUR SAY

Use this update to have your say. If you have any news from the Supply Chain such as forthcoming events, examples of best practice or Share Fair stories, please contact Elisabeth Glover at UKOOA (eglover@ukooa.co.uk).