Accelerate Deployment Workstream – Plans for 2023

Clara Altobell, VP ESG and Business Innovation, Serica Energy
Co-Lead of the TLB's Accelerate Deployment Workstream

- Call for previously deployed technology remains open
  Send in your technology to be included in upcoming TMN meeting pitching sessions

  http://www.the-tlb.com/call-for-previously-deployed-technology.html

- Operator subject-matter in person focus group meetings for in depth discussion of specific themes, e.g. asset integrity, emissions reduction etc.

- Operator forum (TMN subset) to identify and understand common challenges and problems and discuss Technology management processes including pros, cons and lessons learned. Intent to share feedback with developers at subsequent TMN meetings.

Catherine Sherwin, Technology Lead, Repsol Sinopec Resources UK
Member of Accelerate Deployment Workstream

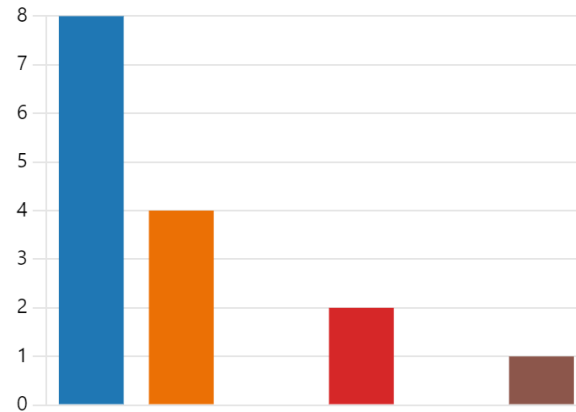- Feedback from survey (now closed) and pointers for AD's 2023 activity.

Accelerate Deployment Survey Results – About you

4. Company Category

More Details   💡 Insights

🔵 Operator	8
🟠 Technology Developer / Supply ...	4
🟢 Academia	0
🔴 Government / Industry Body	2
🟣 Consultant	0
🟤 Other	1

6. How many TMN meetings have you attended since August 2021?

More Details

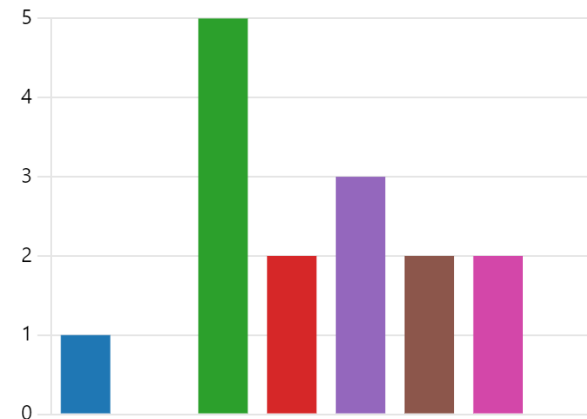|	
🔵 One	1
🟠 Two	0
🟢 Three	5
🔴 Four	2
🟣 Five	3
🟤 Six	2
🟣 Seven	2
⚫ Eight	0

- Thank you to those who have taken time to respond

- 15 responses to date

- All have started attending TMN meetings since 2020 (no pre covid insights)
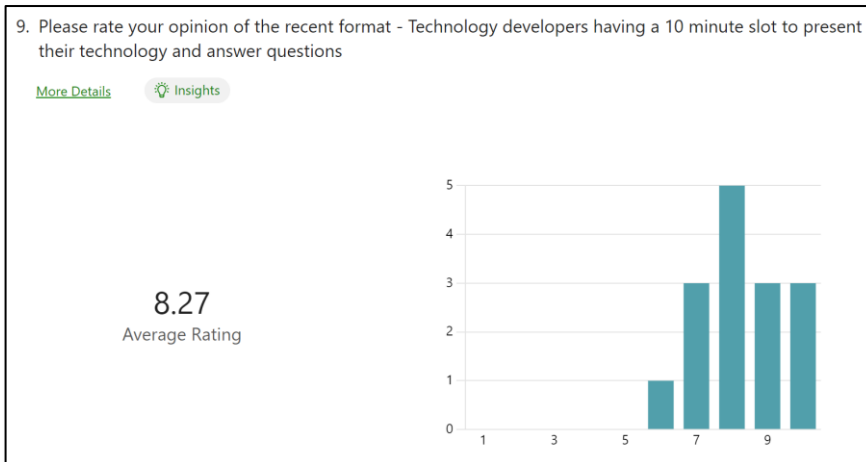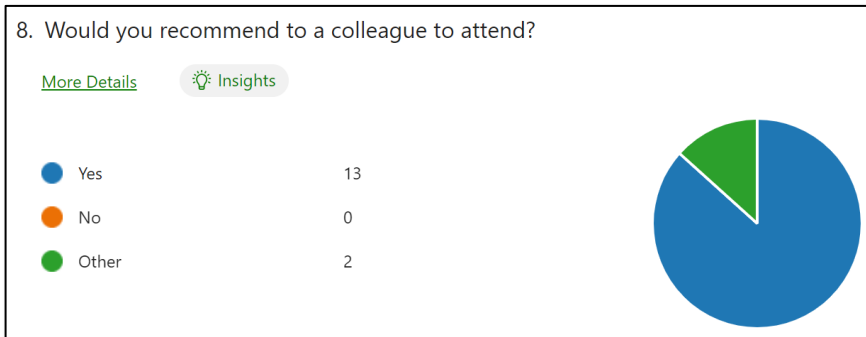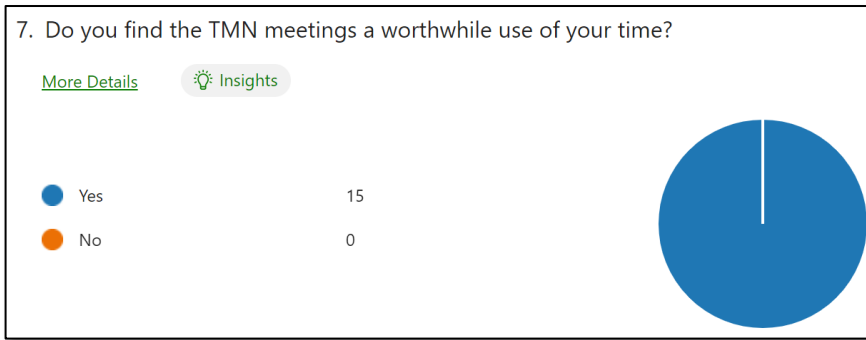
Accelerate Deployment Survey Results – Opinions of TMN Meetings to date

7. Do you find the TMN meetings a worthwhile use of your time?

More Details   Insights

- Yes   15
- No   0

8. Would you recommend to a colleague to attend?

More Details   Insights

- Yes   13
- No   0
- Other   2

9. Please rate your opinion of the recent format - Technology developers having a 10 minute slot to present their technology and answer questions

More Details   Insights

8.27 Average Rating

10. Please provide any additional comments on TMN meetings to date, positives and negatives.

Positives

- Useful for broad understanding of Industry
- Tech developers 10 minute slot format very efficient and allows enough insight to decide if follow up is appropriate
- Tech developers quick slots format very useful and has generated follow up contacts
- Format engaging and of interest to be aware of deployed technologies
- The tie up with UKETP has been great, additional focus point outside company for marketing our tech.
- Very informative and give a great platform for new and upcoming tech development

Negatives

- Not always relevant
- Sometimes find meetings a poor use of time, difficult to justify over other priorities. Content sometimes useful/sometimes not – very role / company dependent
- Lost the feeling of a "Technology Managers Network"

Improvement Suggestions

- Ability to be able to share recordings of only particular tech presentation / Q&A with own subject matter experts.
- Would be good to see some genuinely new techs being showcased
- Needs clarity around who this group is for and potentially split in to different types of sessions with different distribution lists
- More Operator experiences / case studies on tech deployments – good and bad.
- More on challenges/opportunities Operators have that developers could solve
- Hybrid meeting so tech developers and tech adopters/users can meet in person whilst still catering for those who can't attend in person. This allows companies to show and attendees to see, touch & hold physical items – leads to question
- In person preference – better for getting discussions going. On Teams with cameras off its difficult to know who's engaged.

Accelerate Deployment Survey Results – Value gained to date

Operators / Technology End Users

11. OPERATORS / TECHNOLOGY END USERS ONLY: How many of the companies that have presented at TMN meetings since August 2021 have you had conversations with post the TMN meeting?

More Details

0	4
1 - 3	5
4 - 6	1
7 - 10	0
10+	0

12. OPERATORS / TECHNOLGY END USERS ONLY: How many technologies have you deployed, or are planned for deployment, as a result of presentations given at a TMN meeting?

More Details

0	6
1 - 3	3
4 - 6	0
7 - 10	0
10+	0

- Couple of people noted that responses are estimates and would need to follow up internally to be sure.

- Also note from one Operator that 5 or 6 of the technologies presented have been deployed but not as a result of initially finding out about them at the TMN.

Technology Developers

14. TECHNOLOGY DEVELOPERS: How many additional conversations/enquiries have you had with potential customers as a result of presenting at a TMN Meeting?

More Details

0	1
1 - 3	1
4 - 6	2
7 - 10	0
10+	0

15. TECHNOLOGY DEVELOPERS: How many additional deployments of your technology have you had, or are planned, with customers who had heard about it at a TMN Meeting?

More Details

0	2
1 - 3	2
4 - 6	0
7 - 10	0
10+	0

- Best feedback has been where 3 Operators coordinated discussions and a follow-up presentation with a view of getting our tools presented to the TMN deployed in 2023 and beyond

- Zero additional deployments so far but in advanced discussions that should result in a few PO's in the near future

- Would be useful for companies that have supported / used the tech to chip in and talk about their experience and how it's solved a problem for them – Adds value to the provider and demonstrates to other end users that it's worth looking at.

Accelerate Deployment Survey Results – Opinions on future TMN Meetings

These questions were answered by Technology End Users only

18. In terms of future topics that you would like to discover more ready to deploy technologies in, please rank the below in order of importance to you and your organisation (most interest at the top to least interest at the bottom)
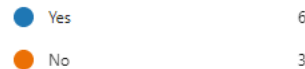
More Details

1	Production Optimisation / effici...	
2	Integrity / Maintenance / Reliabi...	
3	Emission reduction / net zero	
4	Well Plug & Abandonment	
5	Digital Tech and Connected Wor...	
6	Subsea	
7	Facilities Decommissioning	
8	Drilling & Completions	
9	Subsurface & Exploration	

21. Would you be interested in sharing your technology deployment successes / challenges with the TMN? (If yes and your details are not provided at the beginning of this survey please contact info@the-tlb.com)

More Details   ⚙ Insights

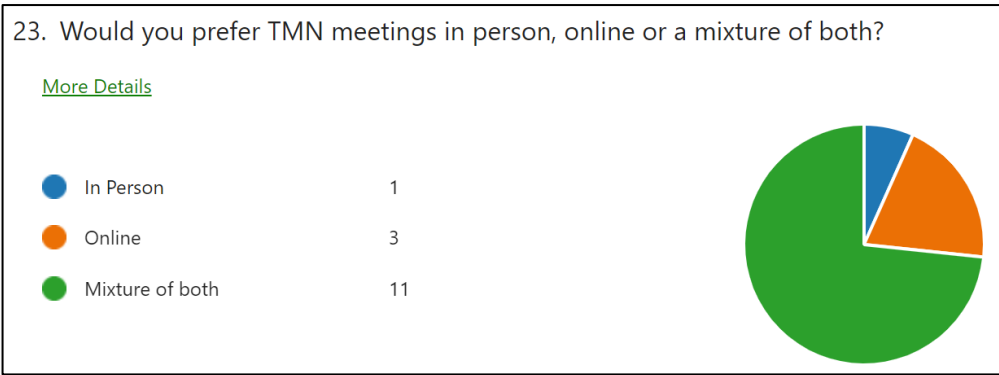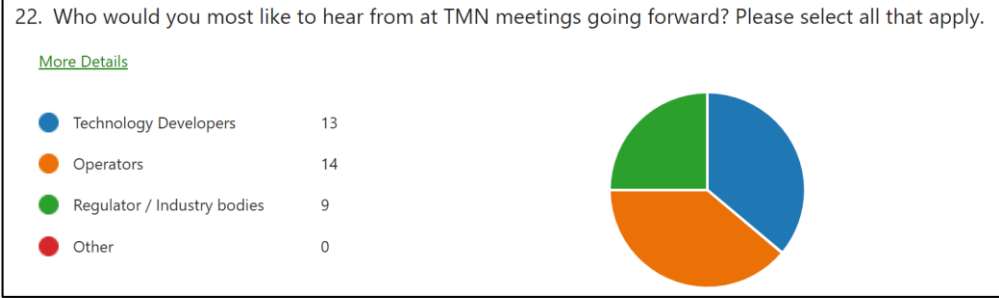|		
●	Yes	6
●	No	3

20. What are the key challenges / opportunities within your organisation that technology could assist with? Please state top three.

9 Responses

ID ↑	Name	Responses
1	anonymous	POB optimisation Decreased risk increased emission reduction
2	anonymous	Efficient Well P&A Post CoP Energy Reduction Facility Removals (Vessels, cutting tech etc)
3	anonymous	subsea facilities stand alone developments downhole control
4	anonymous	All the above areas are challenges, although our biggest are asset integrity and infill drilling
5	anonymous	Acceleration of infill well drilling - any technology which can speed up any part the well delivery process, from target identification through to drilling and handover. Production platform emissions reduction Well P&A and facility decommissioning
6	anonymous	Wrench time / NPT Subsea developments Net Zero
7	anonymous	Future long term monitoring of decommissioned assets Data management and retention (as we exit the basin) Facility decommissioning
8	anonymous	Collaborative partners/funding for R&D deployment
9	anonymous	Production Enhancement / Optimisation, Reliability & Maintenance, Decommissioning

Please note: the above are individuals opinions. A potential deliverable of the Informal Operators Technology Network we plan to set up may be to identify and define common Operators challenges and key future focus areas where Technology could assist and share this back to the wider TMN

Accelerate Deployment Survey Results - Opinions on future TMN Meetings Cont.

22. Who would you most like to hear from at TMN meetings going forward? Please select all that apply.

More Details

● Technology Developers	13
● Operators	14
● Regulator / Industry bodies	9
● Other	0

23. Would you prefer TMN meetings in person, online or a mixture of both?

More Details

● In Person	1
● Online	3
● Mixture of both	11

24. In addition to Technology Developers presenting ready to deploy technologies, what would you like TMN meetings to cover in the future?

NSTA Insights	Opportunities to collaborate	Operators sharing challenges / experiences / lessons learned / actual deployment stories
Regulator views on post decommissioned field management etc. (help frame tech devel. plans now)	Specific topic workshops – SME's sharing between Operators	Inspirational Speakers and inventors of radical new technologies
Developers sharing insights	Operators sharing tech focus areas where there is a deployment op in short to medium term	Technology needs for New Energies

25. Do you have any comments on the slide presented at the last TMN meeting on 28th February outlining the draft plans for AD for 2023? - copy attached to the email sending out this survey

- Plans look sensible and value adding
- Useful to have a yearly calendar created detailing the three different types of session
- Clarity around what's AD and what's TMN and how they interact would be useful
- Why are there two forums proposed Operator only – can developers and others be involved in them? Or in other forums that include both?
- Pressure test vessel being built for industry - key in reducing risk offshore for certain new techs
- Looks sufficient – interest in informal Operator networking group of technology managers
- Gives a great baseline for our planning tools

Please fill out questionnaire if you haven't already

Accelerate Deployment Survey Results – Conclusion & Next Steps

- Useful feedback so far but very open to hearing more opinions

- Positive response to the tech developer 10 minute pitch sessions so we shall carry these on – and try to align future topics with the interest rankings in Q18 and end users' key challenges/opportunities

- Also use results of Q18 and Q20 to select topics for Operator subject-matter in person focus groups (avoiding duplication of existing industry groups) – increase networking

- Informal Operators networking group of technology managers – in process of being established. Part of remit of this group could be to provide a joined-up Operator view of key industry technology challenges now and in the future which can be shared at TMN meetings

- AD to continue hosting periodic TMN meetings on above and other topics e.g. from Q24