

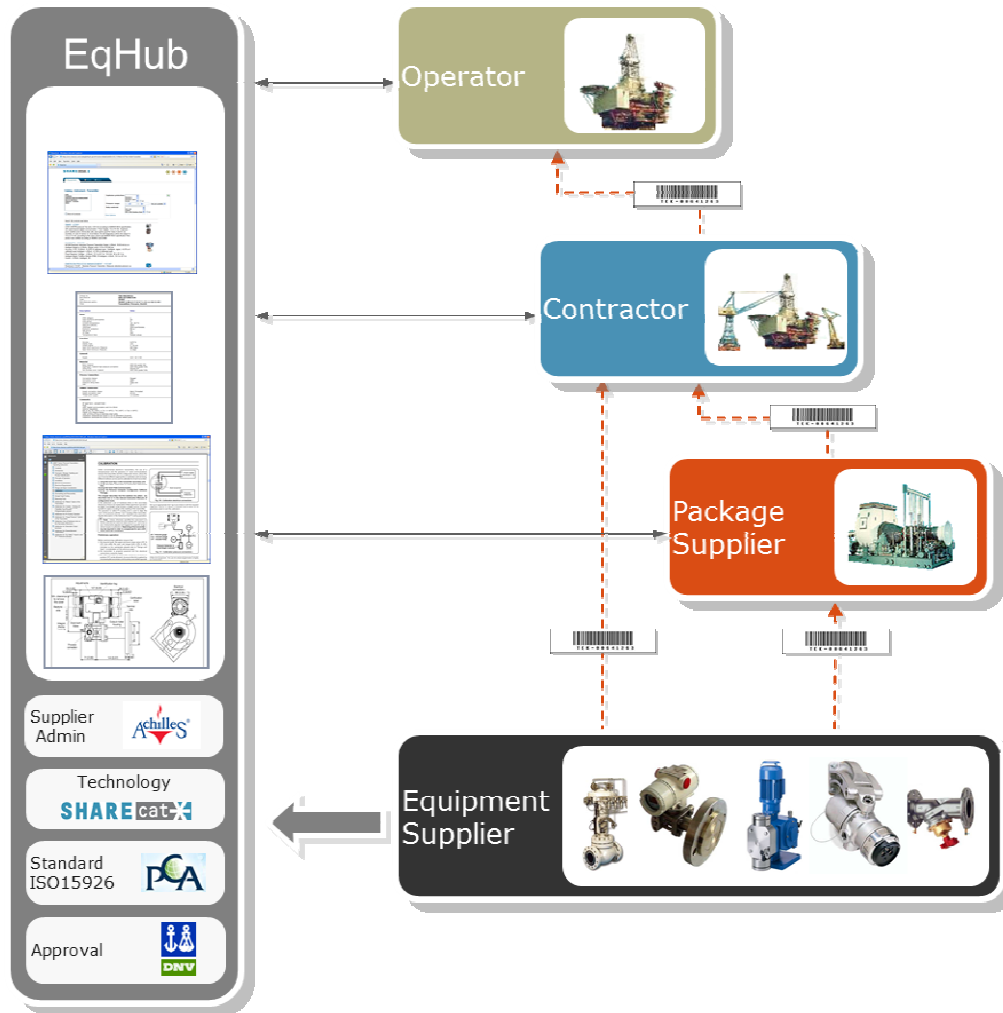
An «EqHub» in the Southern Hemisphere
Brisbane October 2012



Dag Pettersen
Managing Director Sharecat Solutions

Prequalified equipment information

-delivered once and for all



- * Managed and owned by EPIM, an association for Operators on NCS.
- * Aligned requirements to drive quality and benefits for all parties
- * Built on SHAREcat technology
- * Membership fee as funding model for NCS

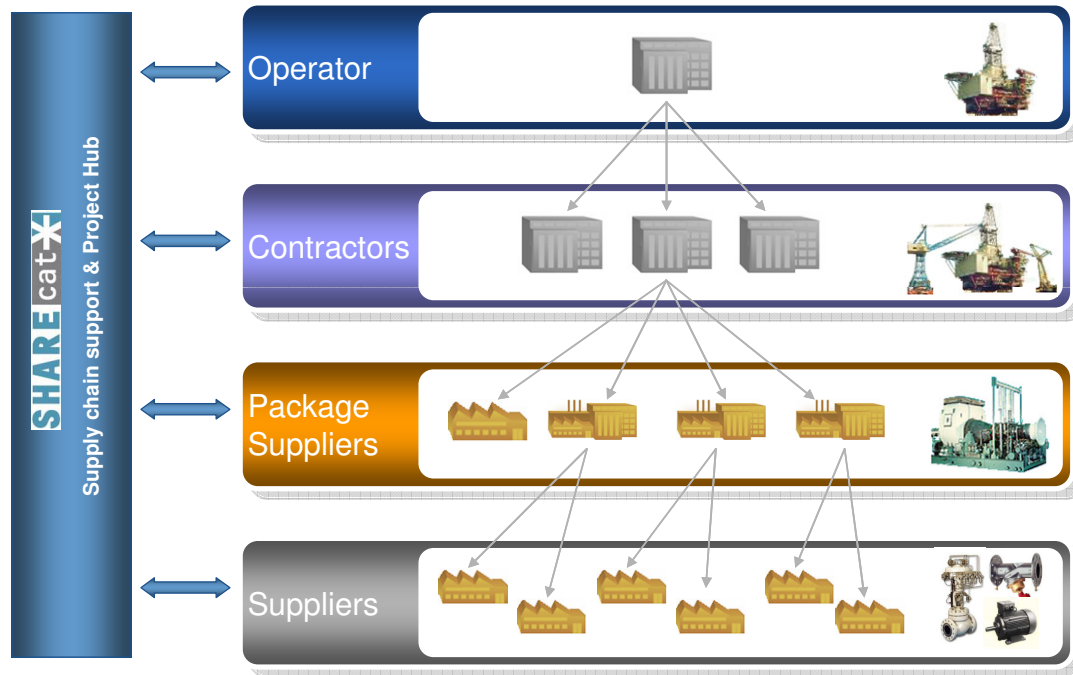
Sharecat Solutions

-North Sea based company



- * Content Management - solutions and services provider
- * Established in 1993 with 120 employees
- * based in Bergen, London, Aberdeen and *Perth*
- * Global alliance with WorleyParsons
- * International alliance with EPIM (owner of EqHub)

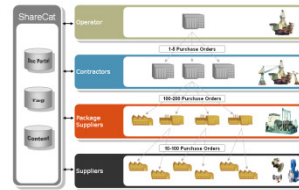
SHAREcat – a proven technology



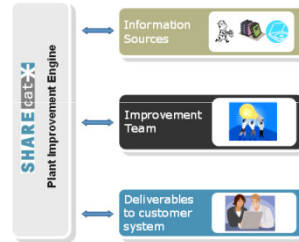
- * Used by more 30 major oil & gas operators
- * Applied in 30+ major capital offshore oil & gas projects
- * Plant information improvement programmes executed for more than 100 assets
- * Used by more than 500 different EPCs and package suppliers worldwide
- * Contains technical information from 2000+ equipment manufacturers
- * SaaS for reliable fast and secure operation

Sharecat Program Overview

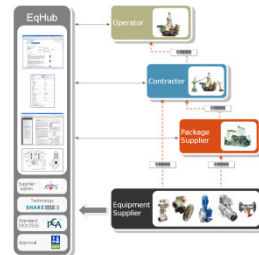
Asset Information Capture and Collaboration



Asset Information Improvement



Supplier Content Management

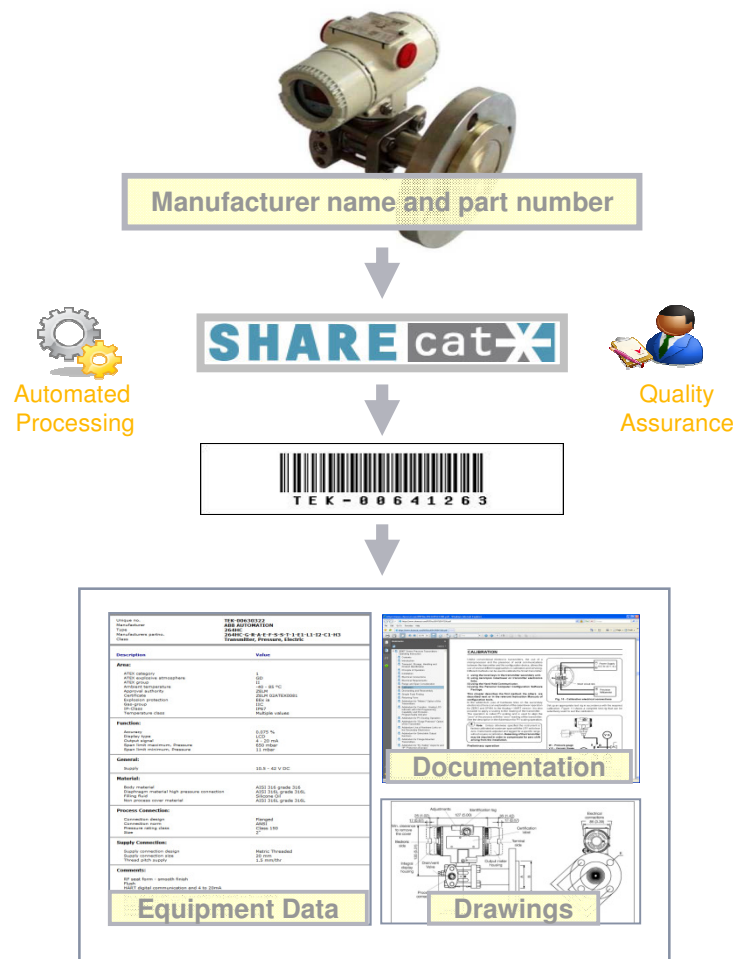


Maintenance & ERP System Implementations



Supplier Content management

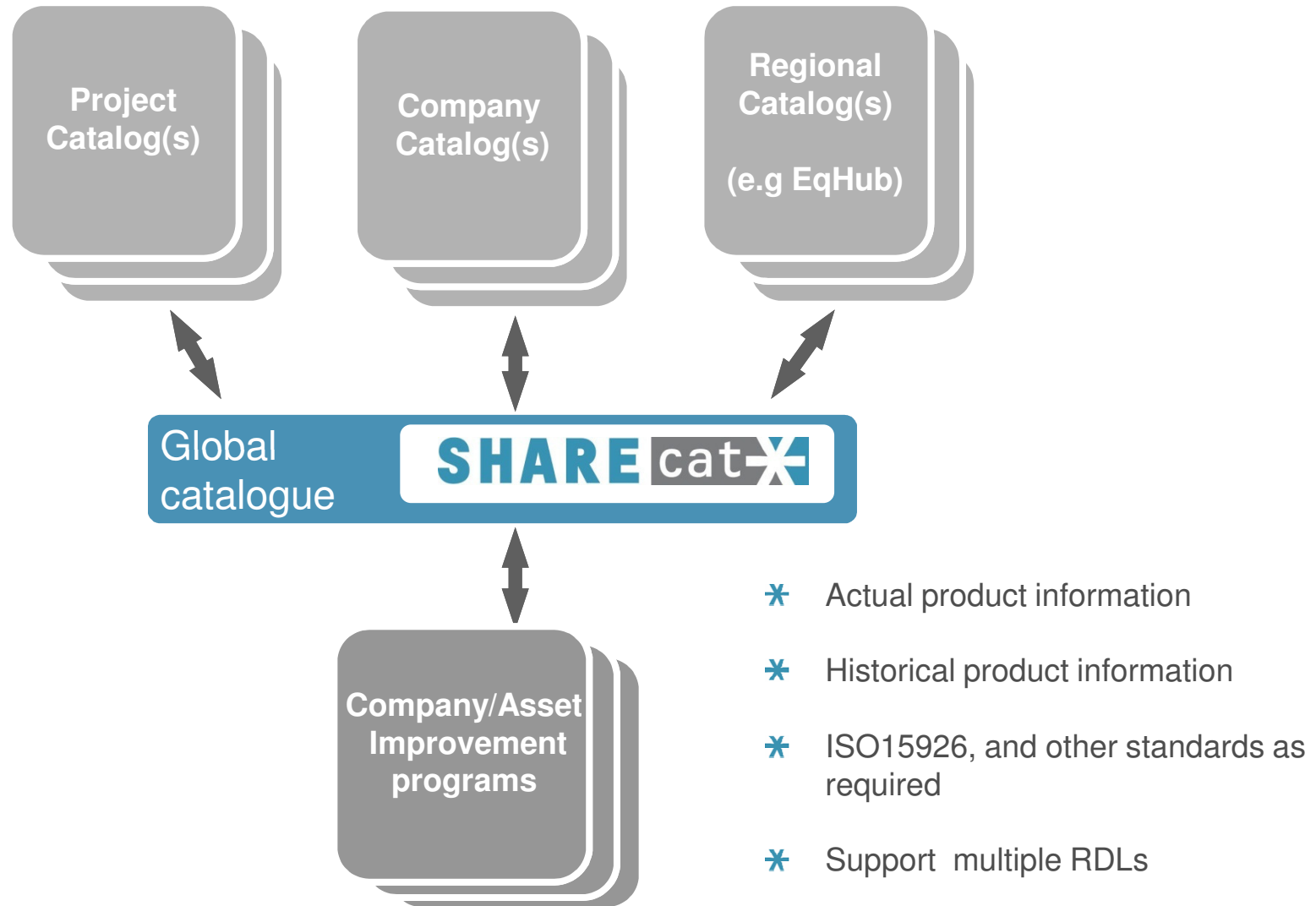
The Global catalogue that makes it work



- * Quality assured and standardised equipment information from more than global 2000 manufacturers
- * Supplier interface to add/maintain equipment information
- * Preferred supplier filtering (local content/suppliers)
- * International standards, ISO15926
- * Powerful search engine across all equipment/manufacturers
- * Applicable for 80% of all maintainable tags on an asset
- * Unique product configuration technology

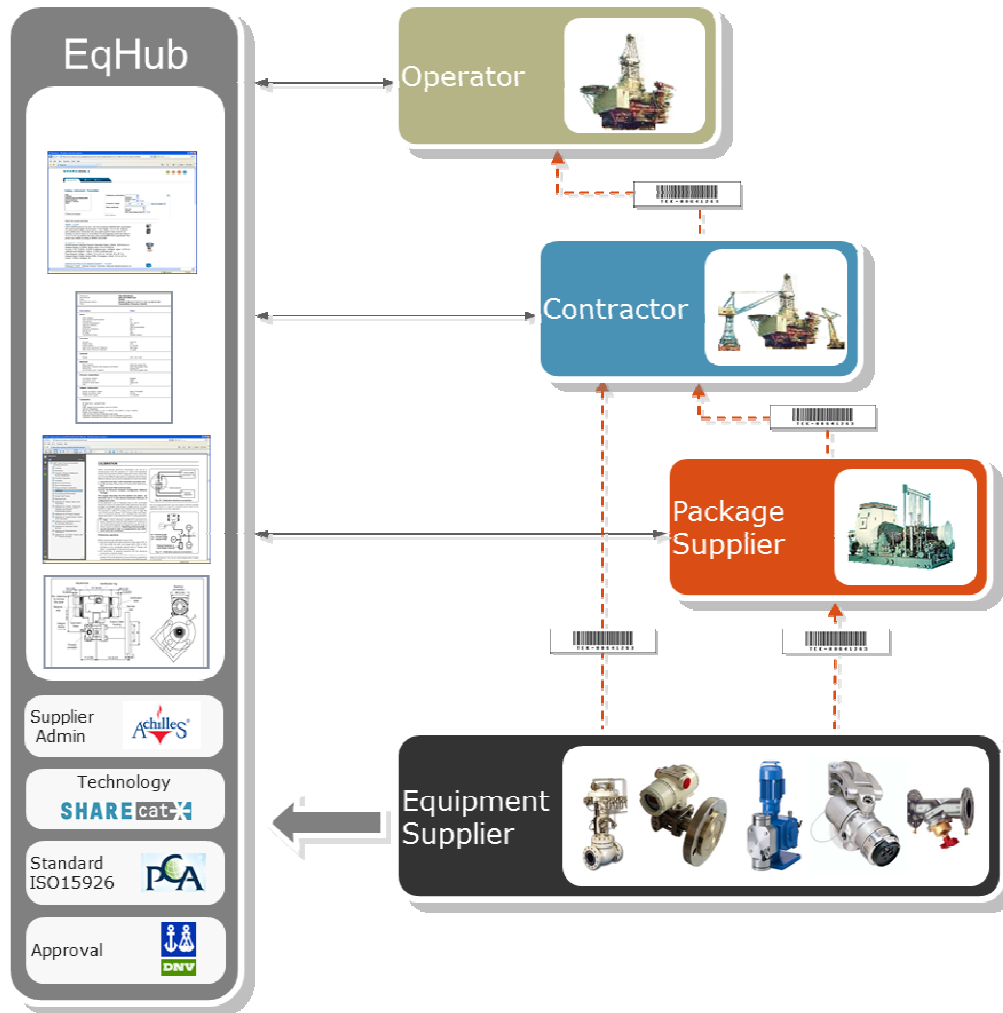
Supplier Content Management

-SHAREcat global catalogue deployment



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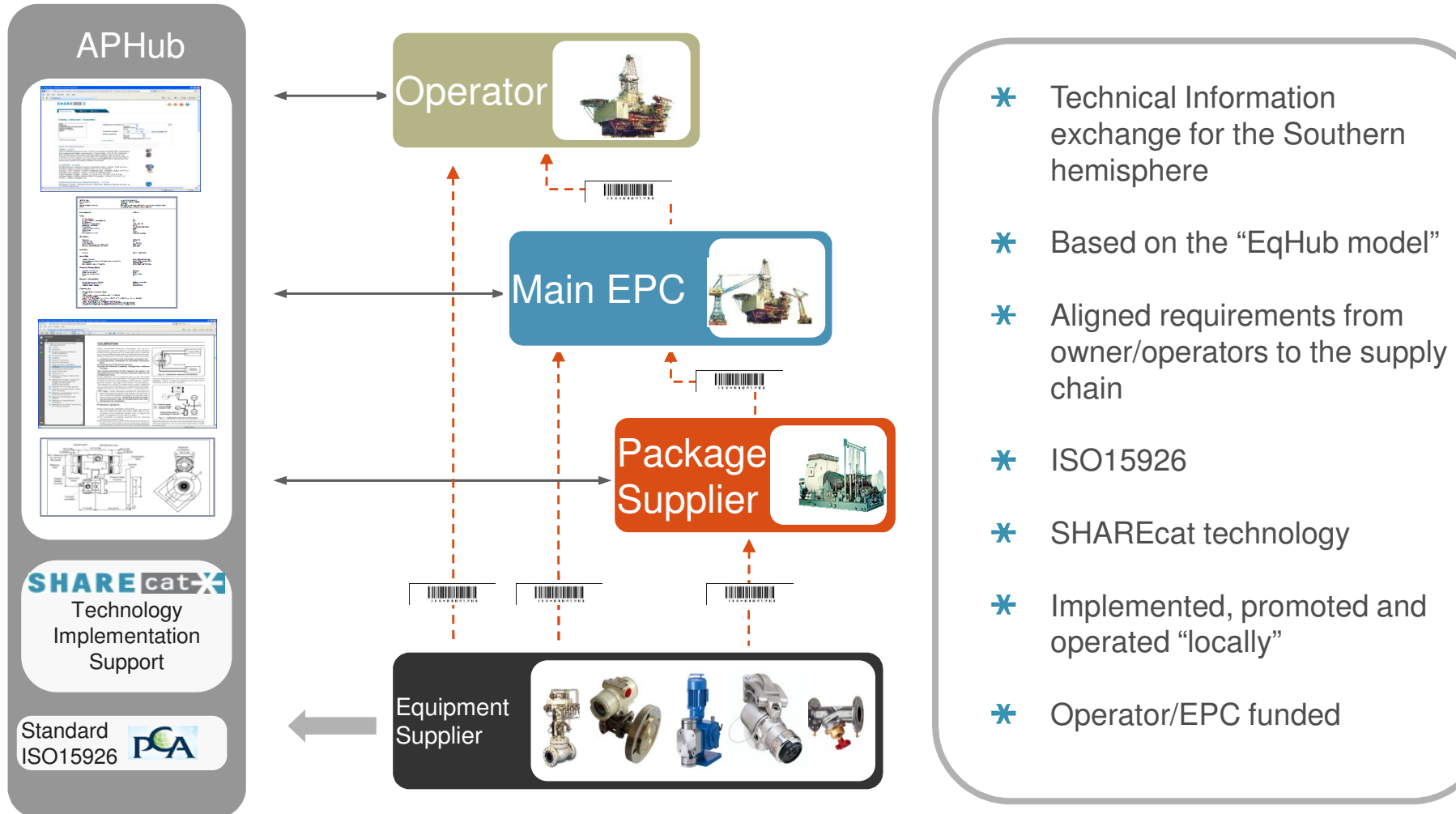
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Demonstration of EqHub

www.eqhub.no

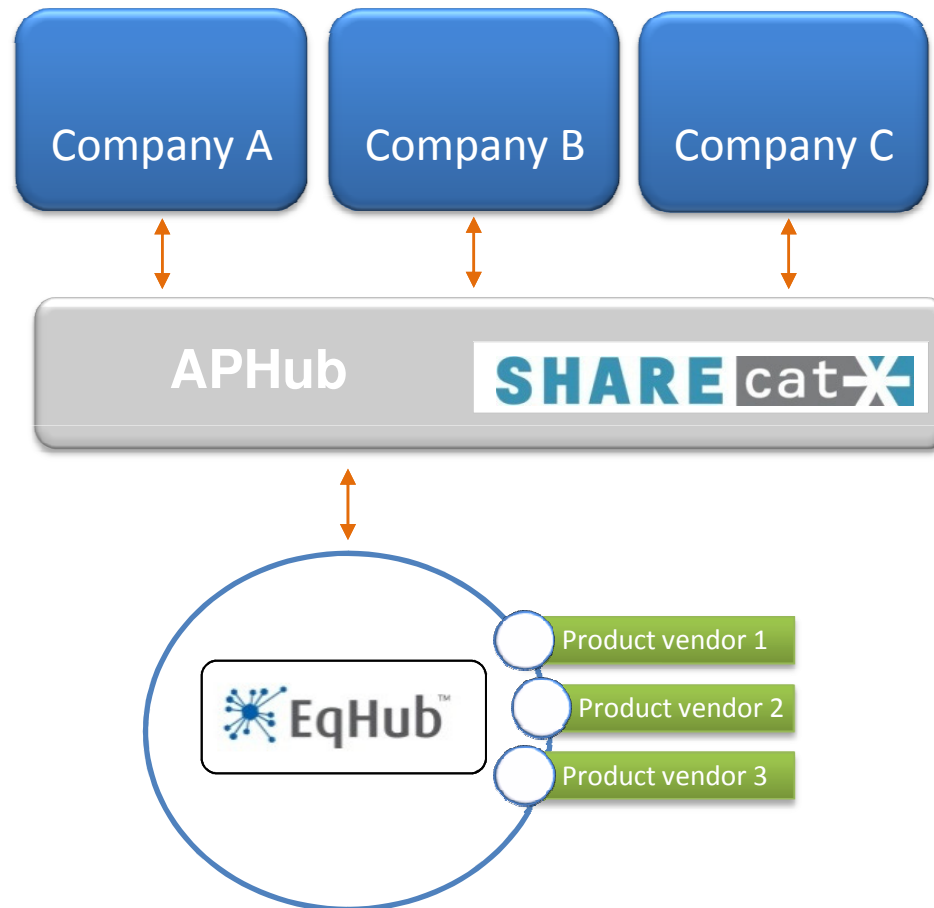
Proposing APHub

An “Equipment Hub” for the Australian/Pacific industry



- * Technical Information exchange for the Southern hemisphere
- * Based on the “EqHub model”
- * Aligned requirements from owner/operators to the supply chain
- * ISO15926
- * SHAREcat technology
- * Implemented, promoted and operated “locally”
- * Operator/EPC funded

Combined with the NCS EqHub ?



APHub business model

- * **Right to use Sharecat technology and content**

- * Access to and use of information
- * Load data/documents into own systems
- * Share data/documents
- * SaaS business model with SLA

- * **Services**

- * Implementation
- * Requirement and RDL management
- * Product Verification services
- * Support & service desk

- * **EqHub Option**

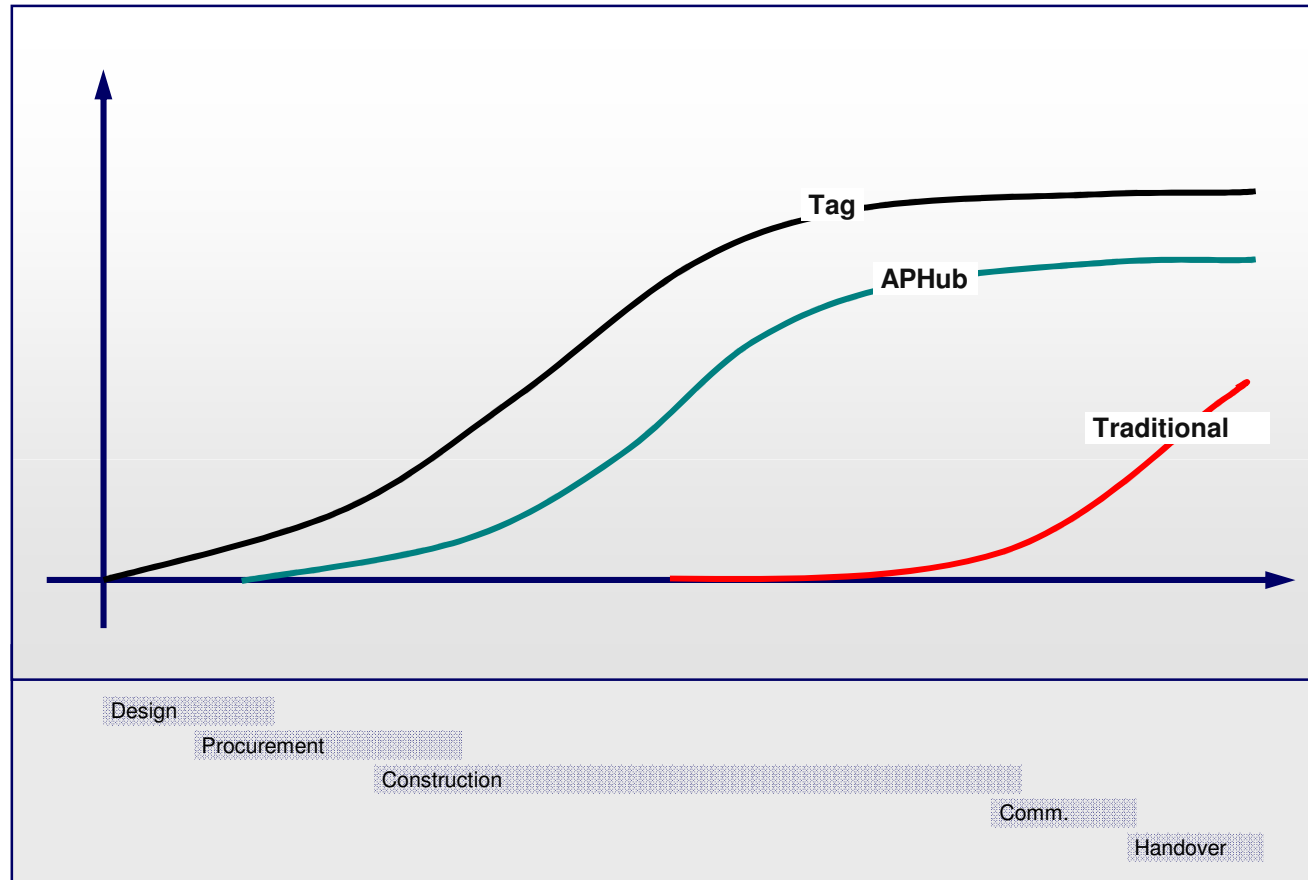
- * Quality Verification Process
- * Standardisation
- * EqHub membership for NO based operators

The value proposition



- * AUD\$ 10-15 mill per offshore greenfield project from work efficiencies
- * AUD\$ 2-2,5 mill annually per offshore asset in operation from work efficiencies
- * 10-15% reduction of spare part cost
- * 15-20% inventory reductions
- * Reduced prices.....
- * Schedule improvements

Schedule and availability Improvement



Summary



- * ***The Hub approach is in operation ready to be used***
- * Key success factors
 - * O/O Requirements
 - * Clear communication and consistent actions
 - * Implementation strategy
 - * Integral part of project and operations work processes
- * Evolution not revolution

Thank you for your attention

Questions?