

# An «EqHub» in the Southern Hemisphere

Brisbane October 2012



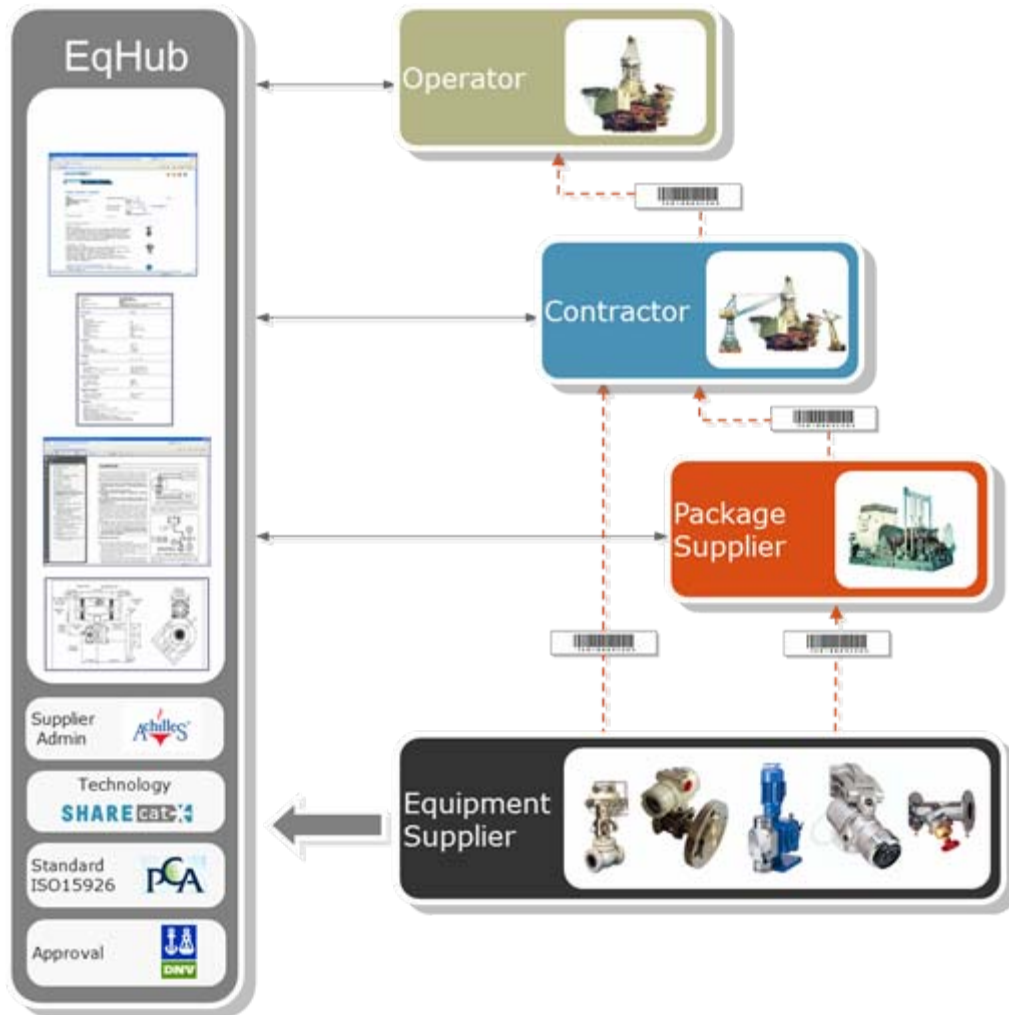
**Dag Pettersen**

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



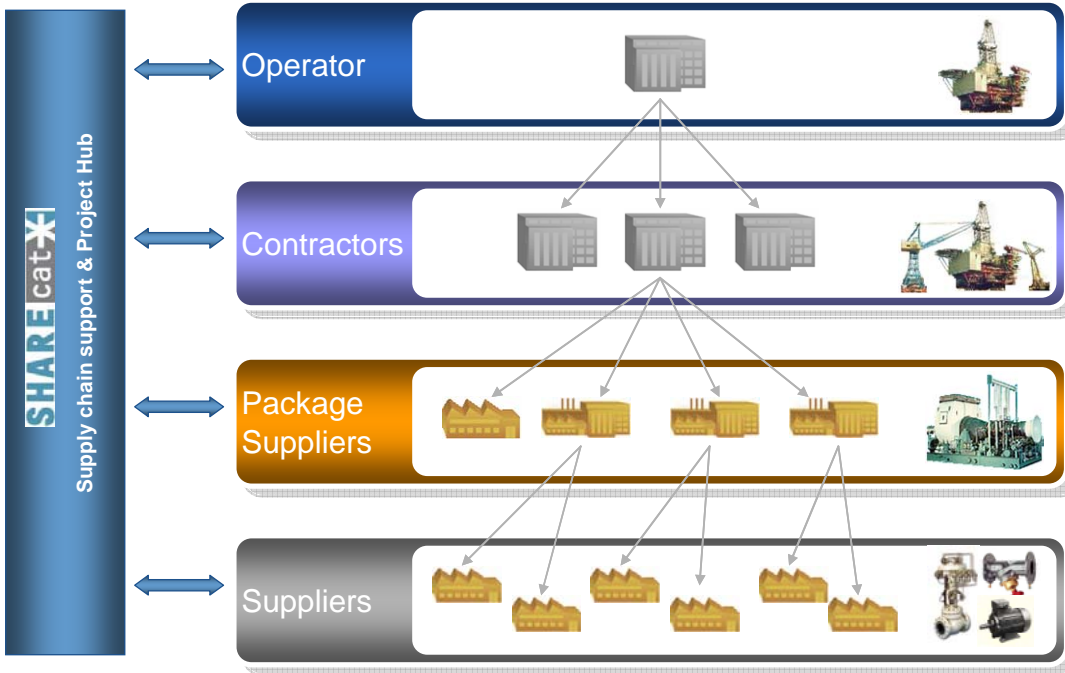
# Sharecat Solutions

-North Sea based company



- \* Content Management solutions and services provider
- \* Established in 1993 with 120 employees based in Bergen, London and Aberdeen
- \* Global alliance with WorleyParsons
- \* International alliance with EPIM
- \* Sharecat Australia under establishment

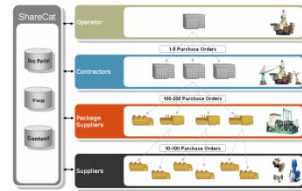
# SHAREcat – a proven technology



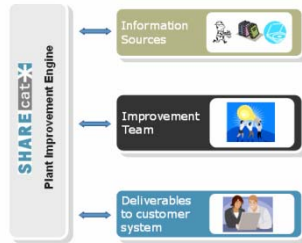
- \* Used by more 30 major oil & gas operators
- \* Applied in 30+ major capital offshore oil & gas projects
- \* Plant information improvement programmes executed for more than 100 assets
- \* Used by more than 500 different EPCs and package suppliers worldwide
- \* Contains technical information from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

# Sharecat Program Overview

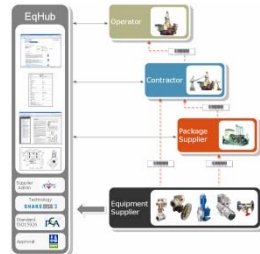
## Asset Information Capture and Collaboration



## Asset Information Improvement



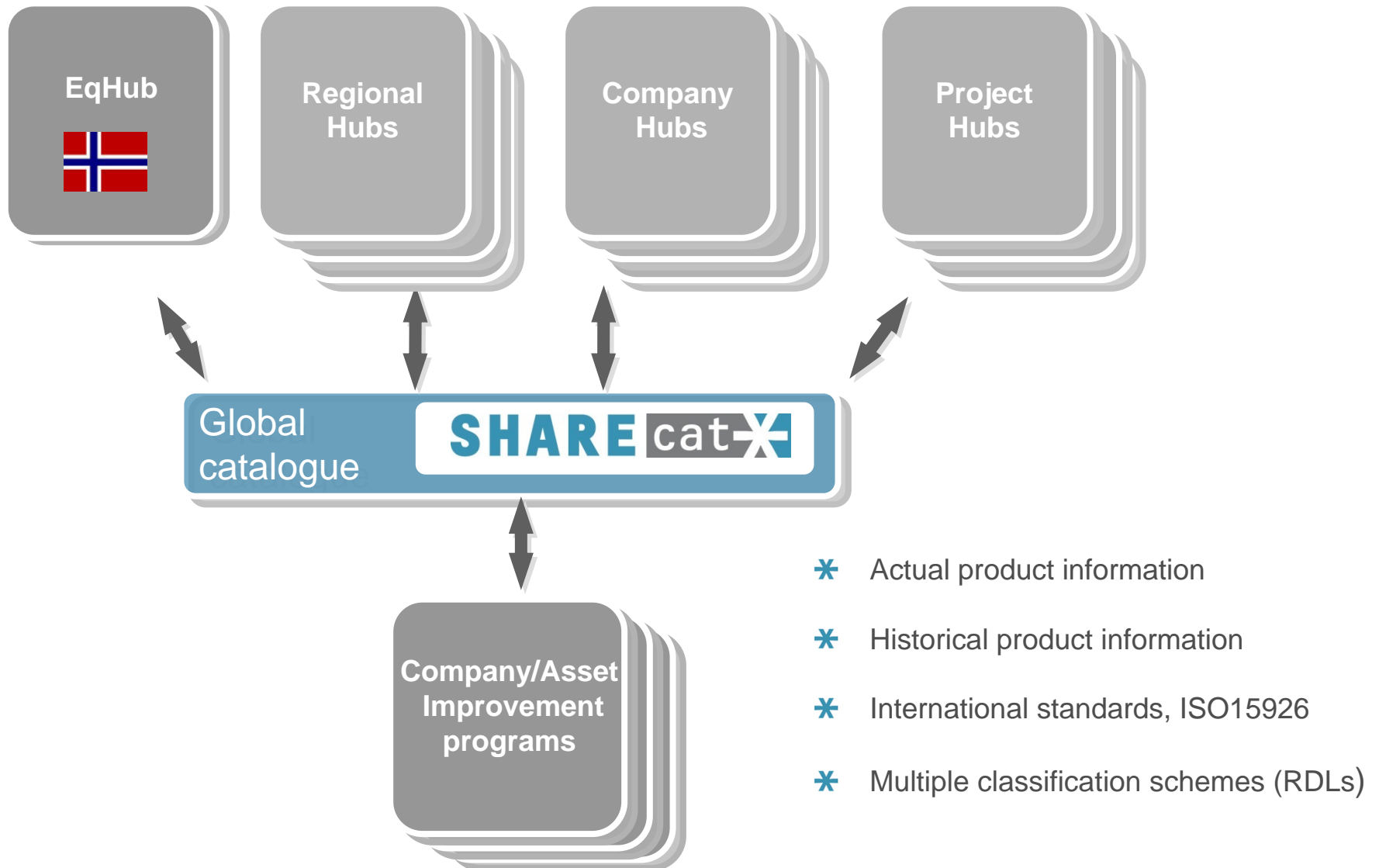
## Supplier Content Management



## Maintenance & ERP System Implementations

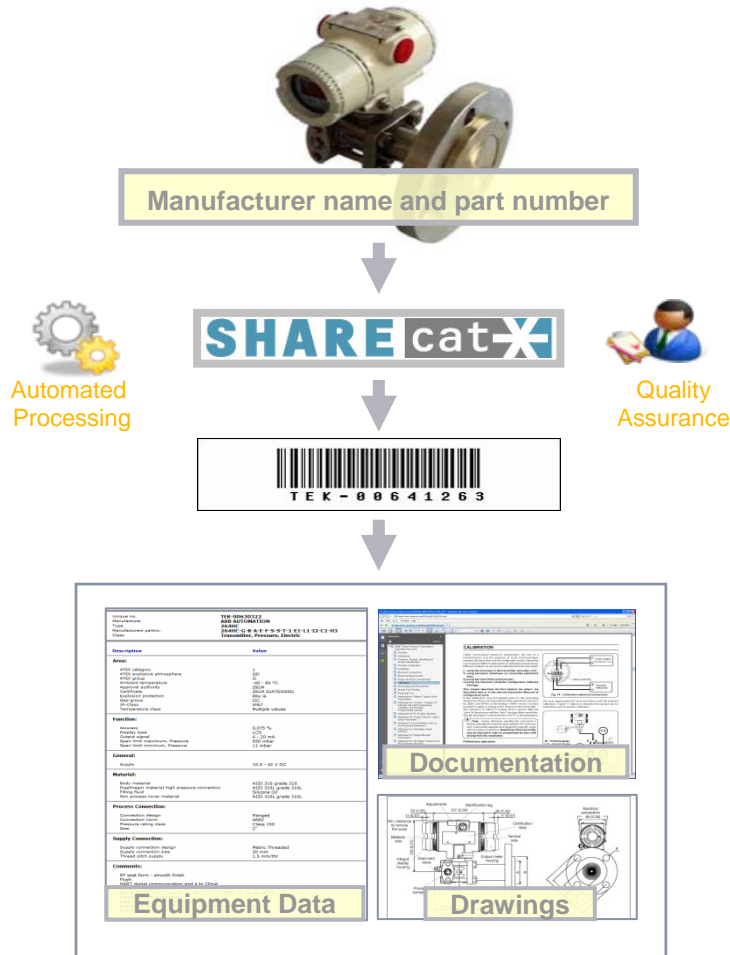


# The SHAREcat model



# SHAREcat Catalogue

-the engine that makes it work



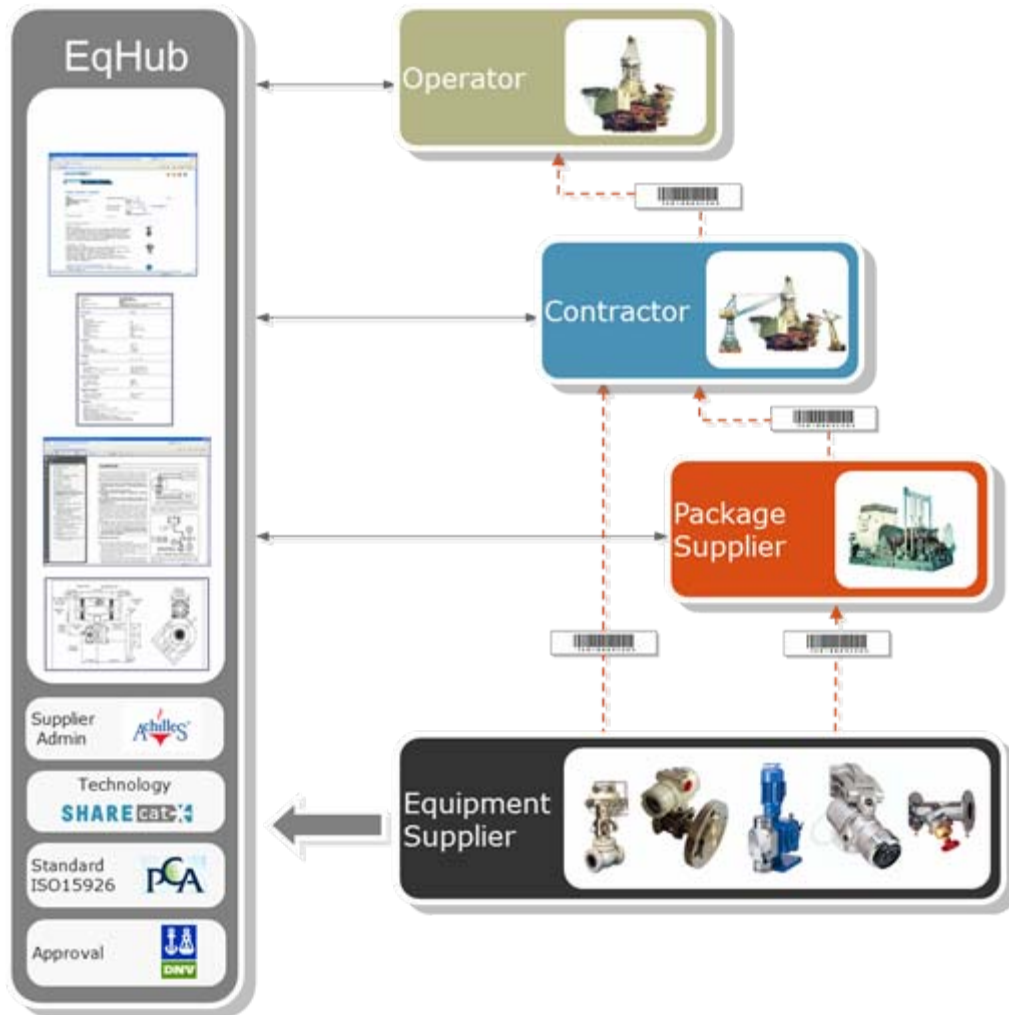
- \* Quality assured and standardised equipment information from more than global 2000 manufacturers
- \* Supplier interface to add/maintain equipment information
- \* Preferred supplier filtering (local content/suppliers)
- \* International standards, ISO15926
- \* Powerful search engine across all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



# 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

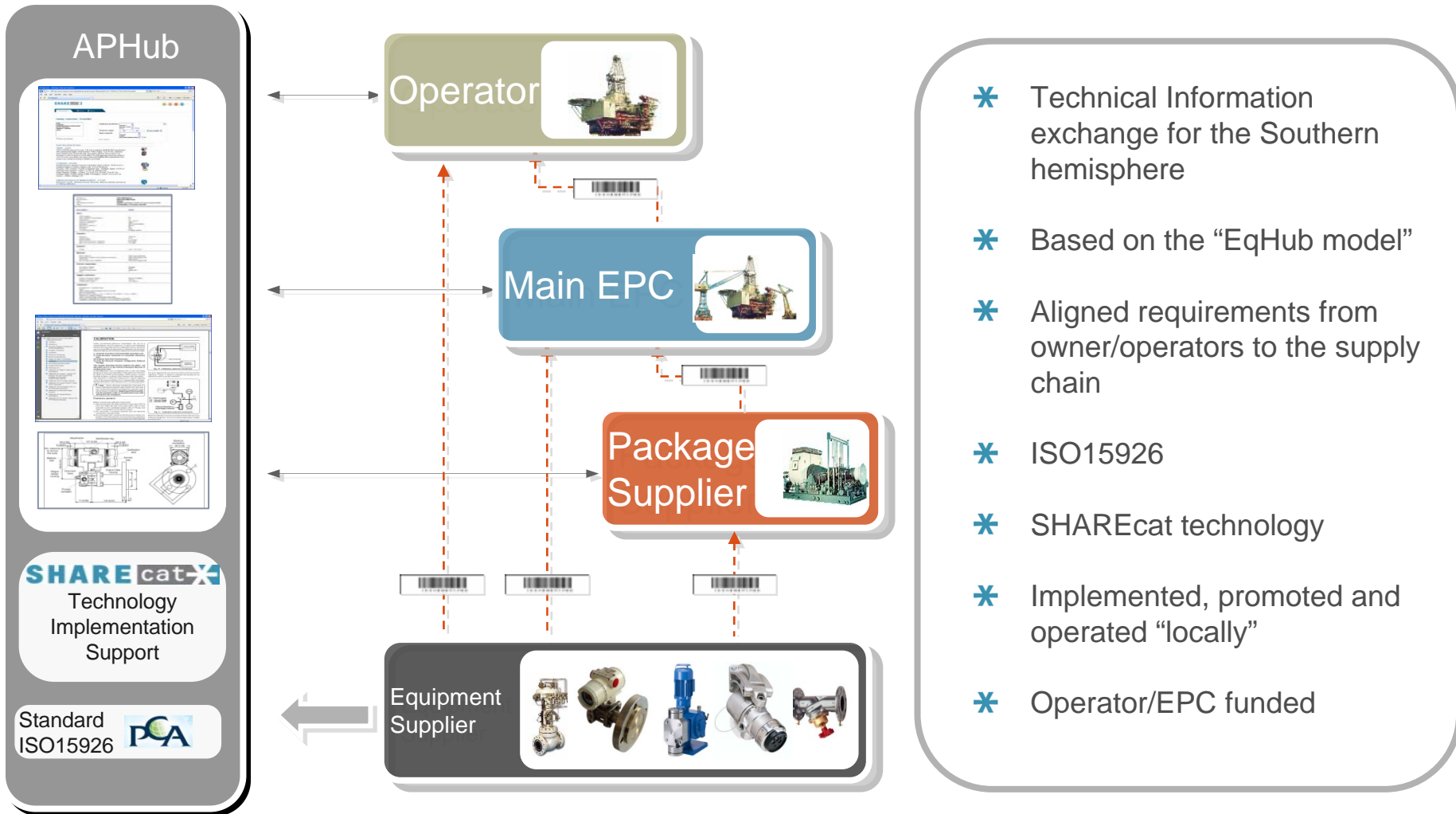




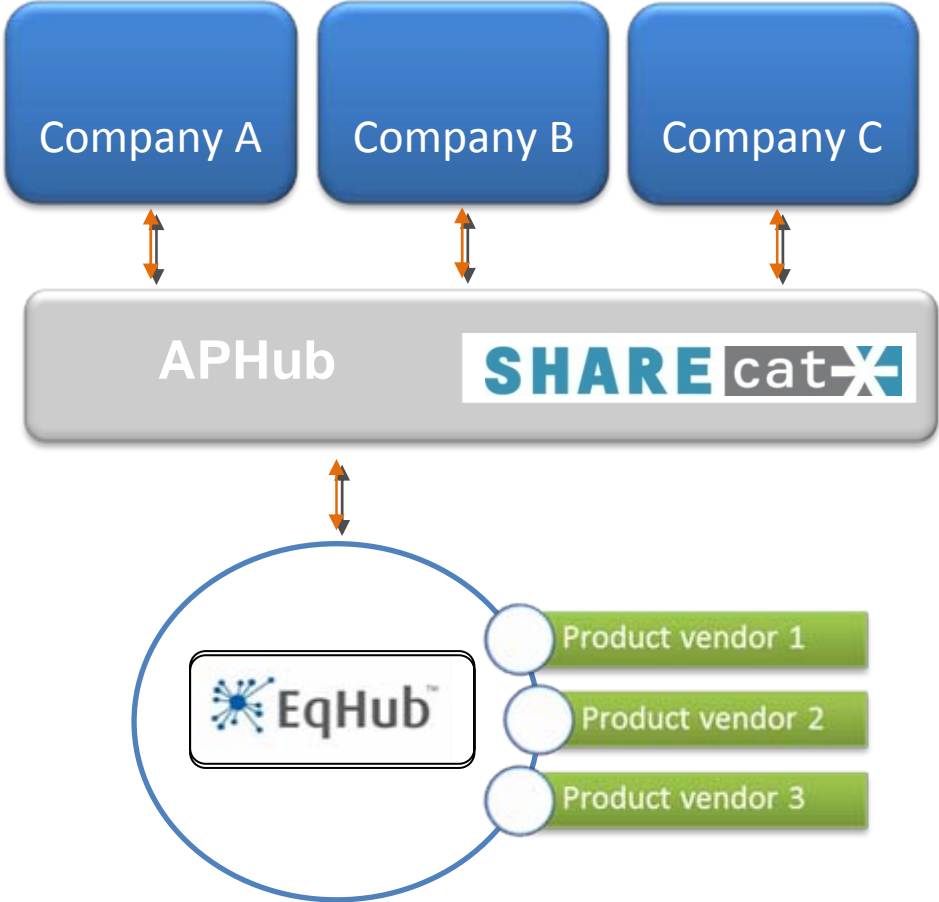
# Demonstration of EqHub

[www.eqhub.no](http://www.eqhub.no)

# Proposing an “EqHub” for the Australian/Pacific industry



Can be combined with the NCS EqHub



# 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**

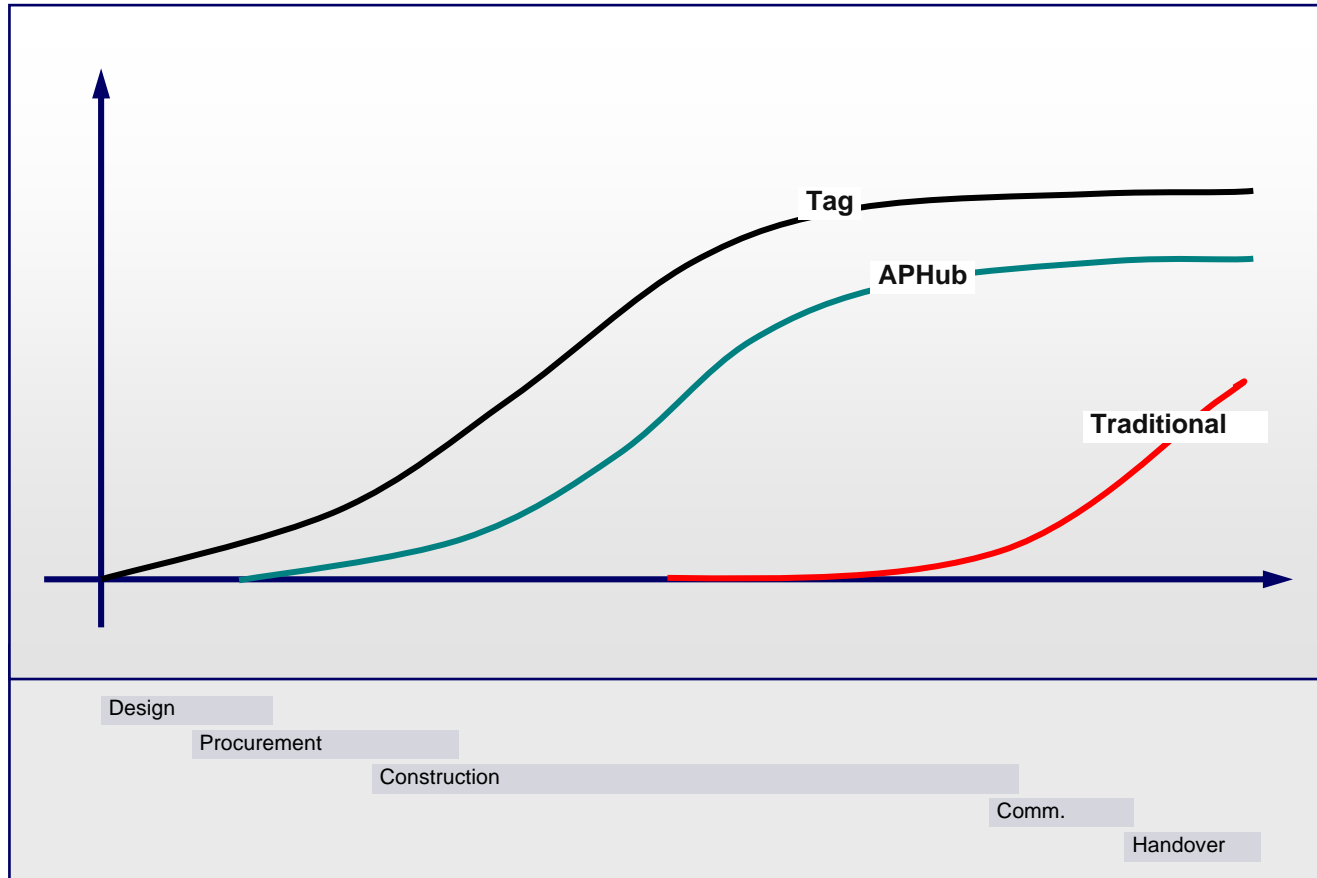
- \* Quality Verification Process
- \* Standardisation
- \* EqHub membership for NO based operators

# 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?***