

SEPCo Drilling and Completions Supplier Conference



New Orleans

January 22, 2003

SEPCo D&C Supplier Conference

Conference Agenda

- Registration/Continental Breakfast 8:30 – 9:00
- Opening Remarks – Don Jacobsen 9:00 – 9:15
- HSE –Steve Davis 9:15 – 9:35
- 2003 D&C Business Plans – Don Jacobsen 9:35 – 9:55
- D&C Technology – Paul Goodfellow 9:55 – 10:15
- Break 10:15 – 10:25
- Supplier of the Year Award 10:25 – 10:35
- Performance Improvement – Lizette Coughlin 10:35 – 10:55
- Adding Value with KPIs – Frank Annerino 10:55 – 11:15
- Supplier's Perspective – Noble Drilling 11:15 – 11:30
- Question and Answer Session 11:30 – 12:00

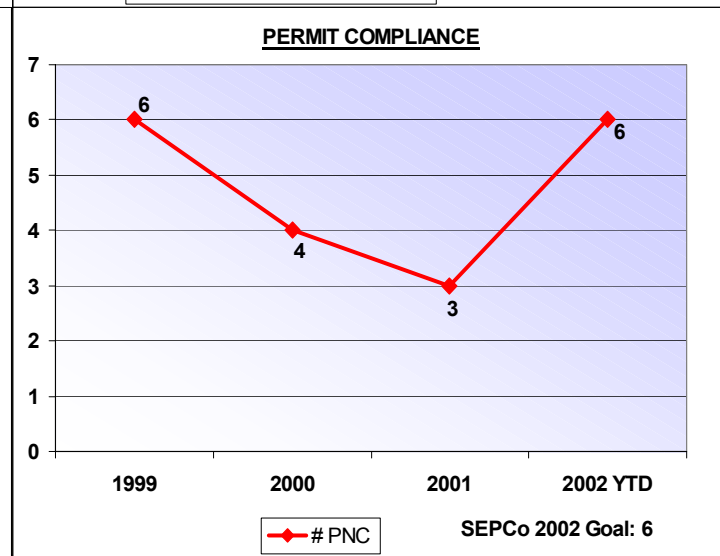
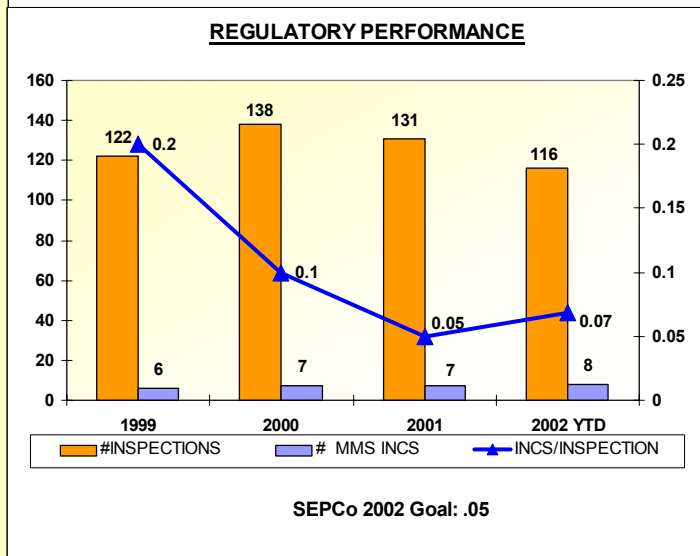
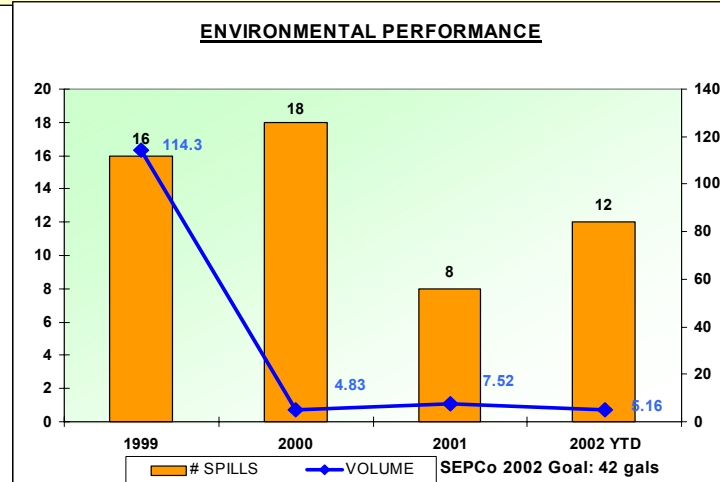
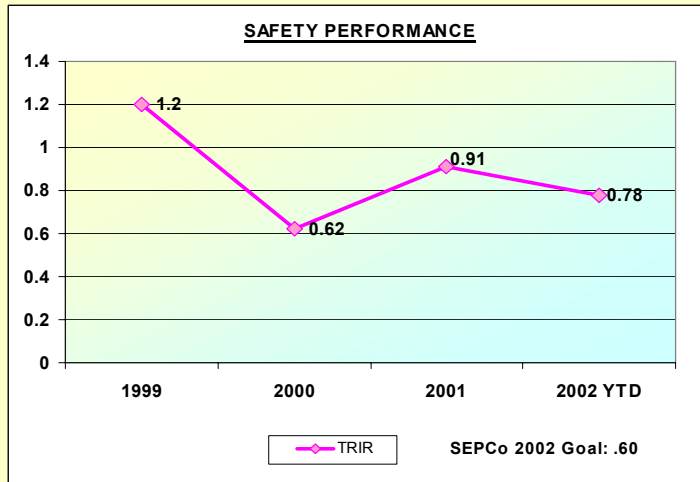
Drilling & Completions
2002 HSE Overview and Path Forward

Steve Davis



2002 HSE Performance

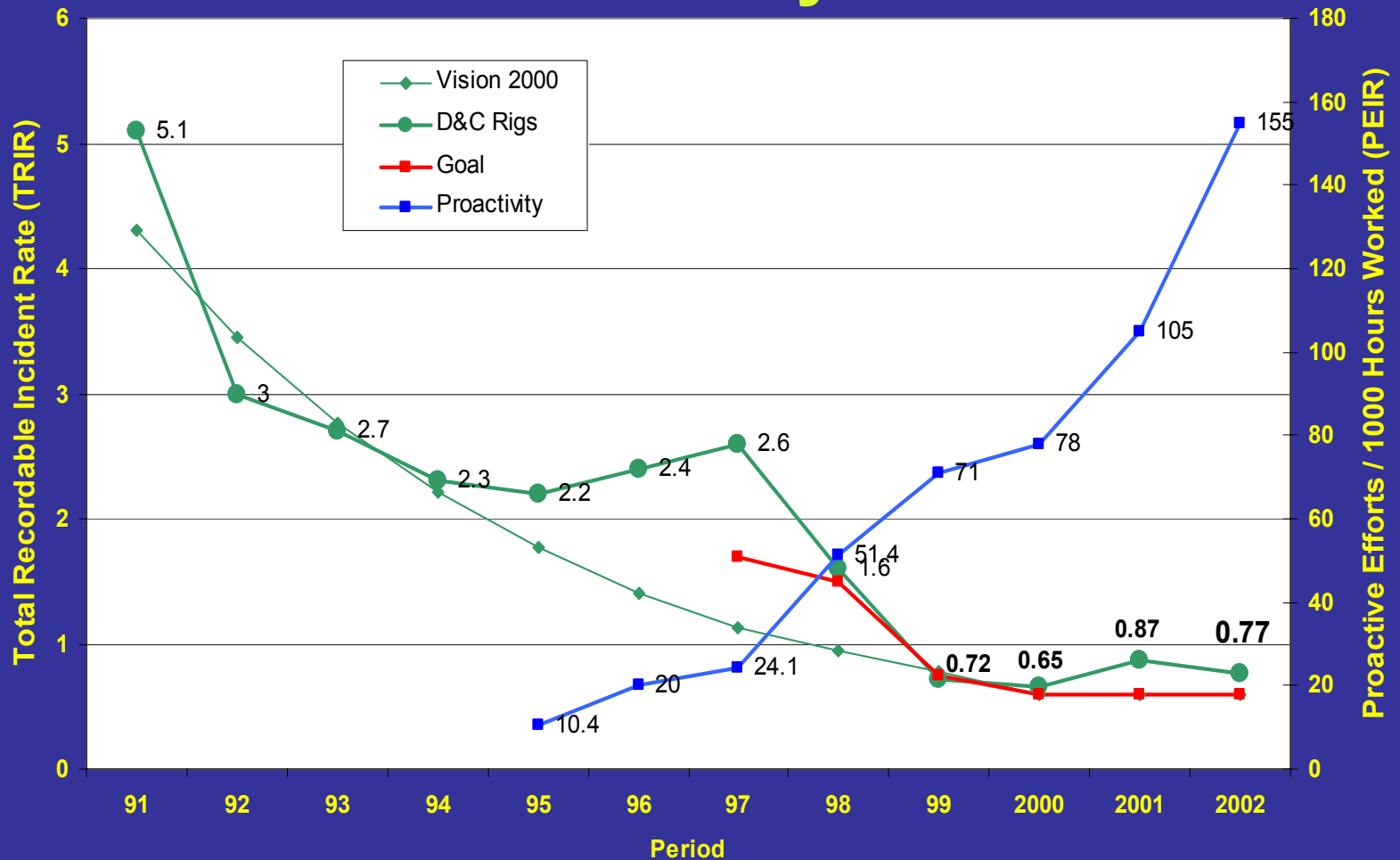
TOTAL D&C OPERATIONS THRU YEAR-END 2002



Safety Performance 2002

- TRIR 50% better than US E&P average
- Top quartile performance relative to other Shell operating companies
- Many projects, rigs, and operating assets incident-free for over a year ~ est. ops.
- Start-up safety challenges in new operating areas ~ Wyoming

Historical D&C Safety Performance



HSE Performance vs '03 Targets

MEASURES	D&C 2002 Target	D&C 2002 Actual Performance	D&C 2003 Target
SAFETY & HEALTH (company + contractor) Total Recordable Incidence Rate	0.60	.78	0.50
ENVIRONMENT Oil spills to land (bbls) Oil spills to water (bbls) SBM spills to water (bbls)	1 1 NA	0.14 0.12 150	1 1 25
REGULATORY COMPLIANCE Permit Exceedences Drilling MMS INCs/Inspection	6 0.06	5 0.09	6 0.06
PROACTIVE EFFORTS Proactive HSE Effort Index	110	160	160

New Rig Start-ups ~ Impact on TRIR

Typical Performance vs Target Examples

Offshore Floating Rig = 625,000 annual exposure hours
~ **One recordable injury/illness = TRIR of .32**

TLP/Lg. Platform Rig = 375,000 annual exposure hours
~ **One recordable injury/illness = TRIR of .53**

Small Platform Rig = 260,000 annual exposure hours
~ **One recordable injury/illness = TRIR of .76**

Land Drilling Rig = 120,000 annual exposure hours
~ **One recordable injury/illness = TRIR of 1.66**

**D&C'S 2003
TRIR Target = .50**

HSE Focus Areas 2003

- *Continue to operationalize the rig HSE Cases and develop Cases for all rigs new to Shell*
- Maintain best-in-class regulatory (INC's and PNC's) and environmental performance (spills) in Gulf of Mexico
- *Improve HSE management and performance of third party contractors*
- *Implement a new behavior-based safety process with links to key risk areas (Accountability & Willingness to Intervene)*
- Enhance health and wellness programs while implementing a new Fitness for Duty Standard
- Reduce number of synthetic oil-based mud spills

Shutdown Expectations ~ Authority vs Obligation



Shell Exploration & Production Company
Health, Safety & Environmental Commitment & Policy

In the management of our activities, SEPCo adopts the Shell Group HSE Commitment and Policy as laid down in the Shell Group Business Principles.

SEPCo is committed to:

- pursue the goal of no harm to people
- protect the environment
- use material and energy efficiently to provide our products and services
- develop energy resources, products and services consistent with these aims
- publicly report on our performance
- play a leading role in promoting best practices in our industries
- manage HSE matters as any other critical business activity
- promote a culture in which all Shell employees share this commitment

SEPCo Health, Safety & Environmental Policy:

As a Shell Company, SEPCo

- has a systematic approach to HSE management designed to ensure compliance with the law and to achieve continuous performance improvement
- sets targets for improvement; measures, appraises and reports performance
- requires its contractors to manage HSE in line with this policy
- requires joint venture partners under its operational control to apply this policy and uses its influence to promote it in other ventures
- ensures that HSE is the responsibility of all managers, teams and individuals
- requires everyone to stop any work, or prevent work starting, where adequate controls of HSE risks are found not to be in place
- includes HSE performance in the appraisal of all staff and rewards them accordingly

"Nothing we do in SEPCo is more important than assuring the safety of our operations. It is my firm expectation that work shall never be allowed to commence, or to continue, until the safety of the operation can be substantially assured. All employees, Shell and contractors, regardless of rank or position must be willing and feel free to stop any job when safety concerns and doubt arise. We as leaders must continually promote and reinforce this culture by setting the example and making our expectations well known."

Raoul Restucci, October 2001

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Per SEPCo Commitment and Policy Statement:

“Nothing we do in SEPCo is more important than assuring the safety of our operations. *It is my firm expectation that work shall never be allowed to commence, or to continue, until the safety of the operation can be substantially assured. All employees, Shell and contractors, regardless of rank or position must be willing and feel free to stop any job when safety concerns or doubt arise.* We as leaders must continually promote and reinforce this culture by setting our example and making our expectations well known.”

Raoul Restucci, October 2001

What does this mean?

Shell provides the **‘authority’** to all Shell and contract employees to shutdown tasks or work when safety doubts or concerns arise... More importantly, Shell and contract employees are expected to shutdown potentially unsafe operations. It is your **‘obligation’** to do so!

David Loughman, November 2002

SEPCo D&C Supplier Conference

CSMP Expectations 2003

KEY DATES:

February 1	TRIR due; Late (2/15/03) = Red
March 15	HSE IP - Red contractors
March 31	Variances approved
April 15	HSE IP - Yellow contractors

CSMP Expectations 2003

Demonstrate:

- Adherence to SEPCo's Short Service Employee (SSE) Policy
- HSE Policy aligned w/SEPCo's and communicated to all employees
- HSE self-audit process developed, documented, and implemented
- Continue to expand on health & environmental processes in HSE IPs
- Utilization of BPR HSE scorecards
- Management of third party/sub-contractors

Resources and Tools:

- www.sepcocontractor.com

Focal Points:

- Jim Shackelford, 504 728-7044 (Offshore Operations)
- Mike McRill, 281 544-2438 (Onshore Operations)

SEPCo Home > CSMP

Site

- ▶ CSMP Home
 - Team Members

Contractor Handbook

- Handbooks

Links

- ▶ Gulf Coast Safety & Training Group
- ▶ IADC Safety Alerts & Links
- ▶ Important Links
 - ✓ Premier Safety

South Texas

- ▶ Orientation

SEPCo Business Units Specific

- ▶ Drilling & Completions
 - Contact Info
 - Contractor Guidelines
 - D&C Best Practices Forum
 - D&C Procurement
 - Wellhead Contractor HSE Forum Meeting
- ▶ SDS

Legal Section

- ▶ Terms & Conditions

SEPCo Contractor HSE Home Page

Welcome

Protection of both the health and well-being of all employees and contractors and protection of the environment are of utmost concern to SEPCo. To effectively manage contractor HSE performance, SEPCo utilizes the Contractor HSE Management Process (CSMP). This process describes the identification, assessment, and control of HSE-related risk incurred by using contractors to provide services. SEPCo includes contractor HSE performance in its reported progress toward targets and expects all SEPCo and contractor employees to participate equally in achieving HSE objectives. In addition, we are committed to following the **SEPCo HSE Commitment and Policy**.

Who we are

**If you have any HSE Questions / Comments / Concerns?
Please Click Here**

This page has been visited **550** times since Feb. 22, 2002.

Content Owner: **Jim Shackelford**
Last updated by Cheryl Ruest on 10/08/2002 10:28:39
If you're not seeing what you think you should be seeing . . . please refresh your screen!

Manuals & Policies

- CSMP Manual
- HSE Self Assessment Tools
- SEPCo Short Service Employee Policy
- SEPCo HSE Policy
- Standards/Procedures/Guidelines

CSMP Related Information

Local intranet

Start | Jake ... | FW: ... | WinZi... | HSE ... | 2002... | SSE ... | SEP... | 10:29 AM

Shell's Expectations of Contractors

- Uphold safety as a core value and *suspend any task/job where safety issues arise*
- Provide trained and competent staff
- Align & fully implement HSE management systems/Cases
- Support and participate in Shell HSE-MS implementation, including HSE cases
- Proactively participate in Incident Management Process (IMP) and share local/global learnings
- Actively manage SSEs and sub-contractors
- Fully participate in Contractor HSE Management Process (CSMP)

SEPCo D&C 2003 Business Plans

Don Jacobsen



HSE Performance vs '03 Targets

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SEPCo 2003 Planned Rig Activity

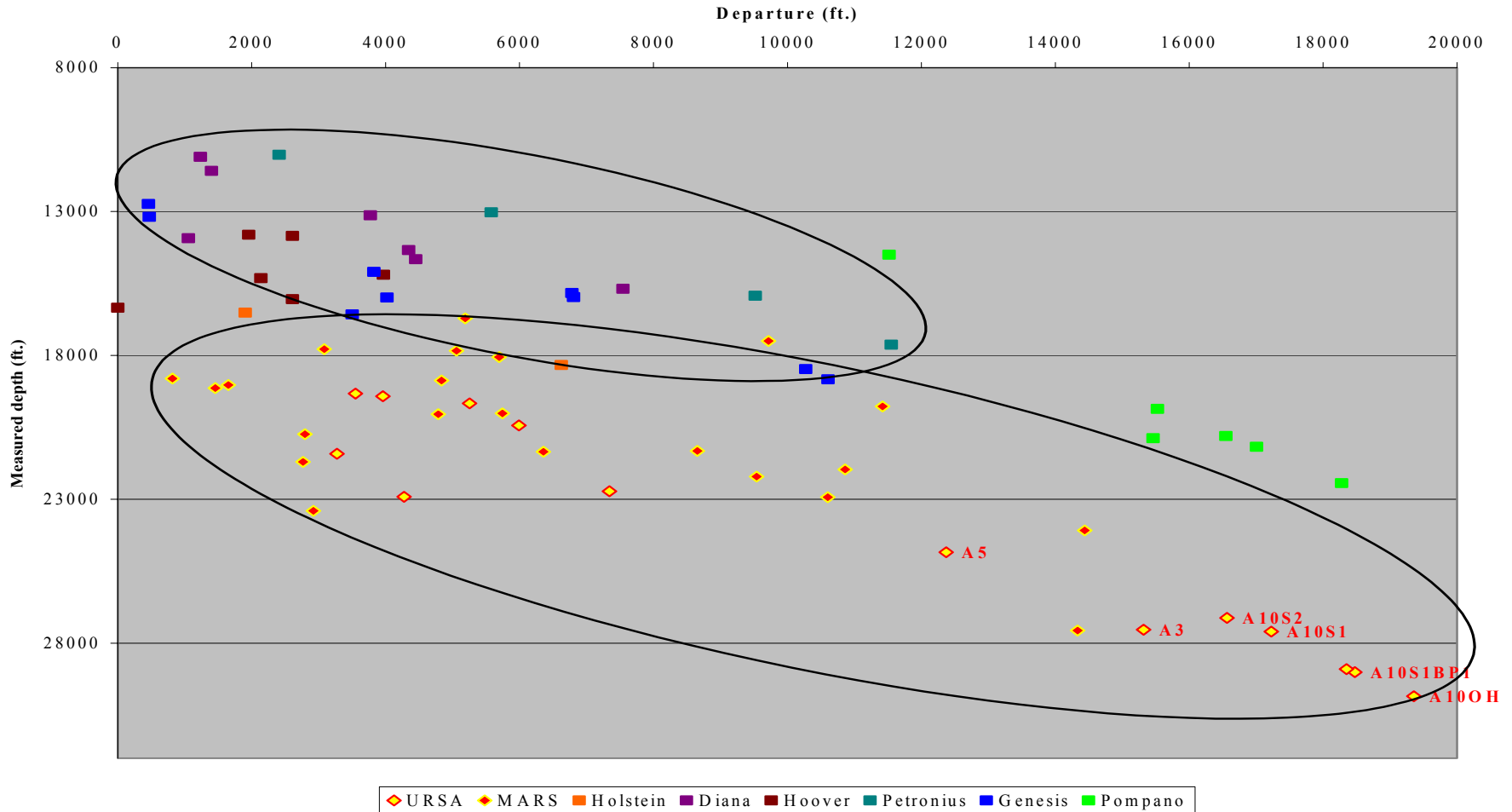
- 4 to 5 deepwater floating rigs
- 4 to 5 TLP platform rigs
- 1 HPHT jack-up rig
- 2 platform workover/sidetrack rigs
- 3-4 drilling and 2 workover rigs in South Texas
- 3-4 drilling rigs in Wyoming plus workover rigs as necessary

Operated Activity

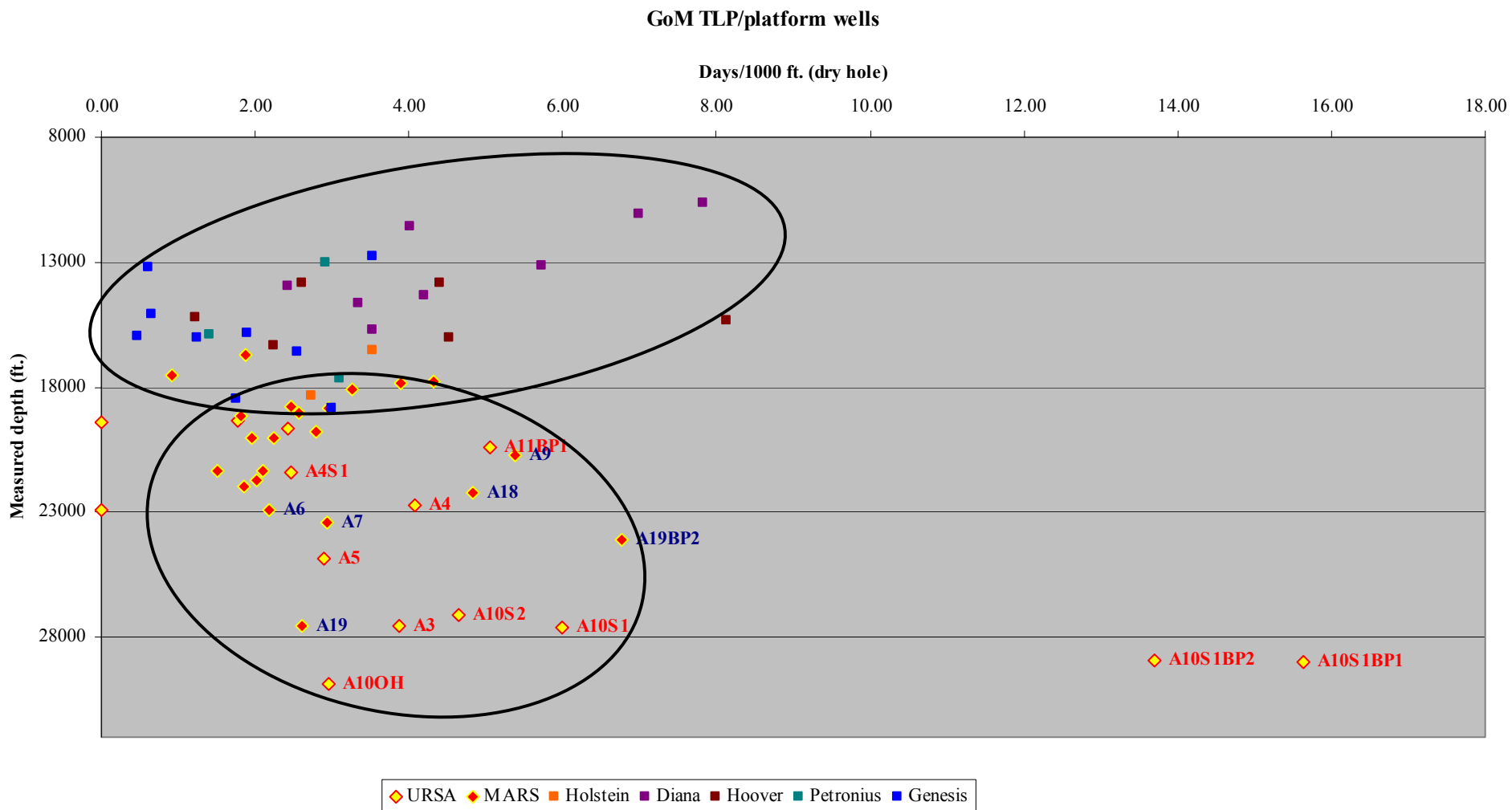
- 2003 Operated Activity Offshore
 - 15 New wells drilled (wildcat & development)
 - 18 New completions (10 subsea)
 - 16 Recompletions / Workovers / Sidetracks
 - 4 P&A
- 2003 Operated Land Activity
 - 25 wells and 100+ frac's in S Texas
 - 25 wells and ca. 500 frac's in Wyoming
 - Construction: well locations, flowlines, etc.
- Total expenditure ca. \$ 1bn

SEPCo GOM Drilling Performance

GoM TLP/platform wells

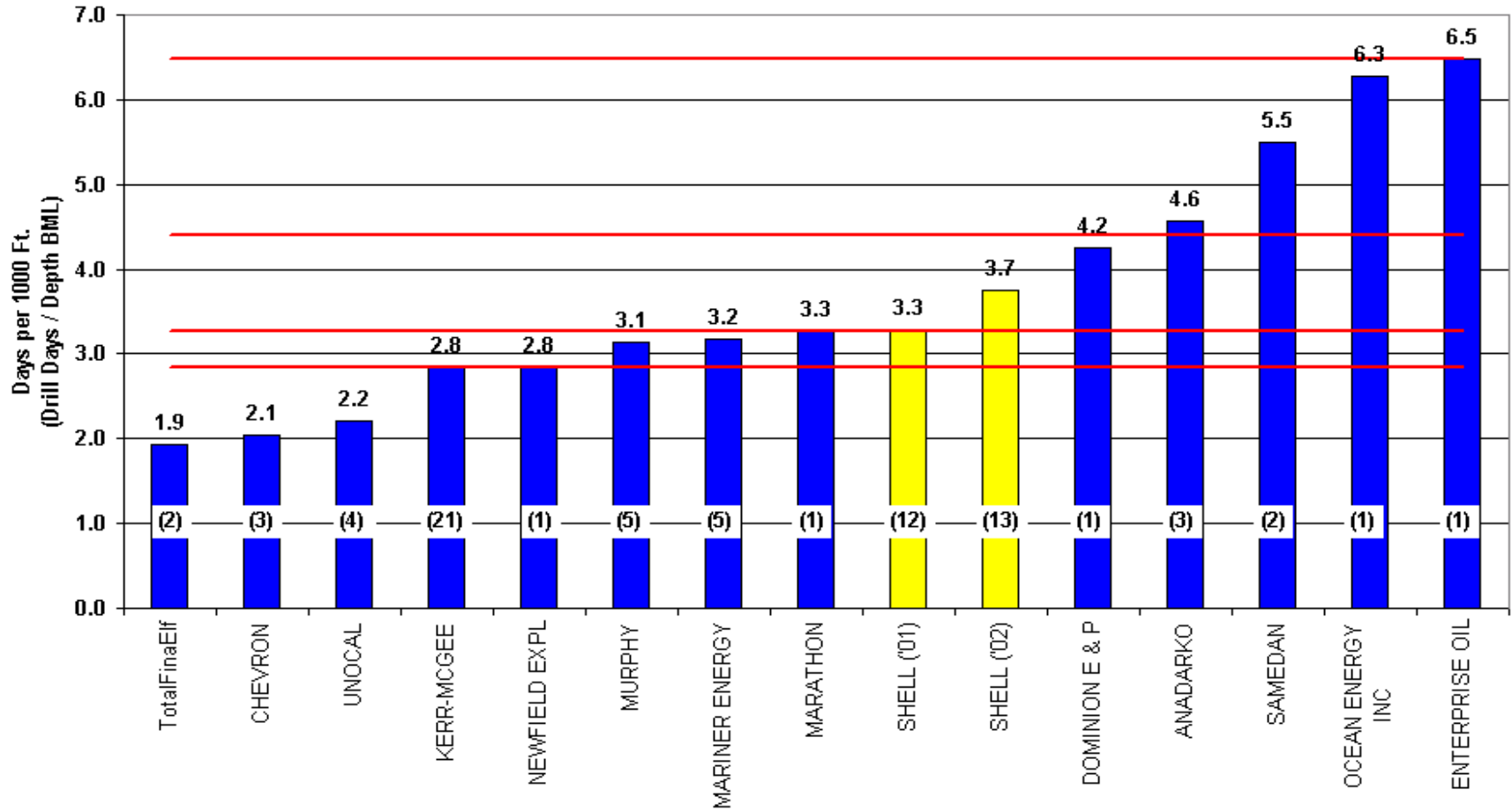


SEPCo GOM Drilling Performance



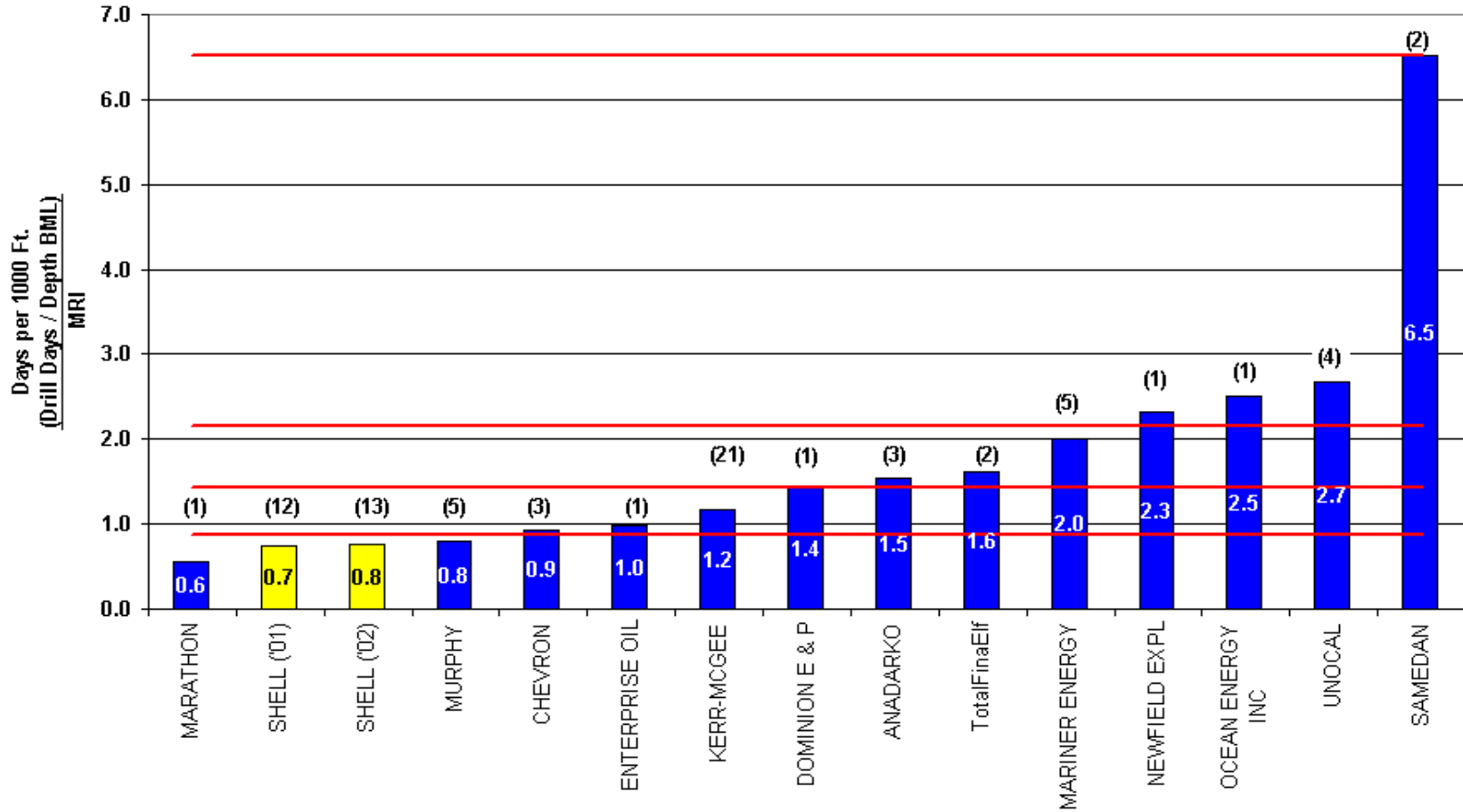
SEPCo GOM Drilling Performance

DAYS / 1000 FT.
Water Depth: 0 - 4,000'



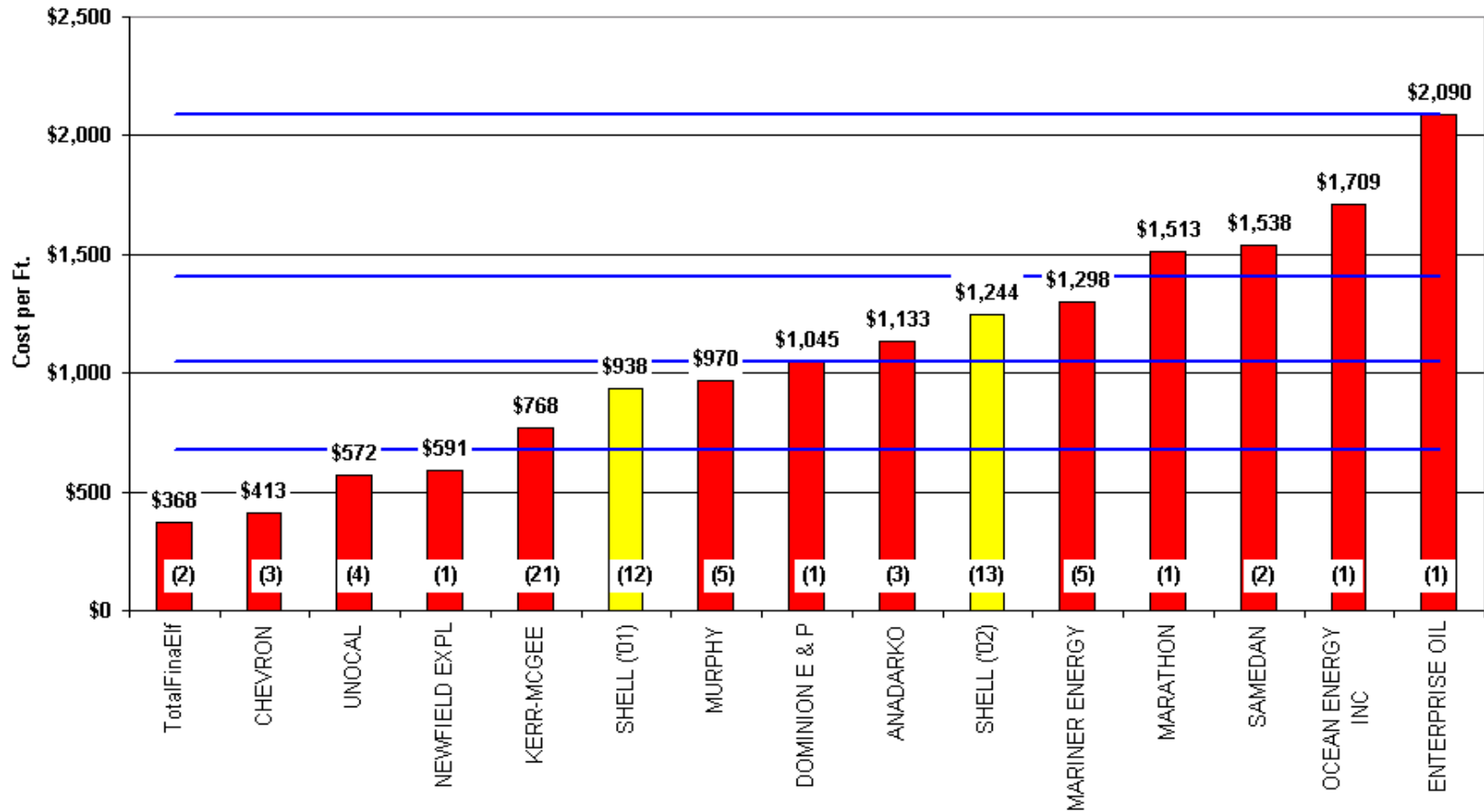
SEPCo GOM Drilling Performance

Days per 1000' / MRI
Water Depth: 0 - 4,000'



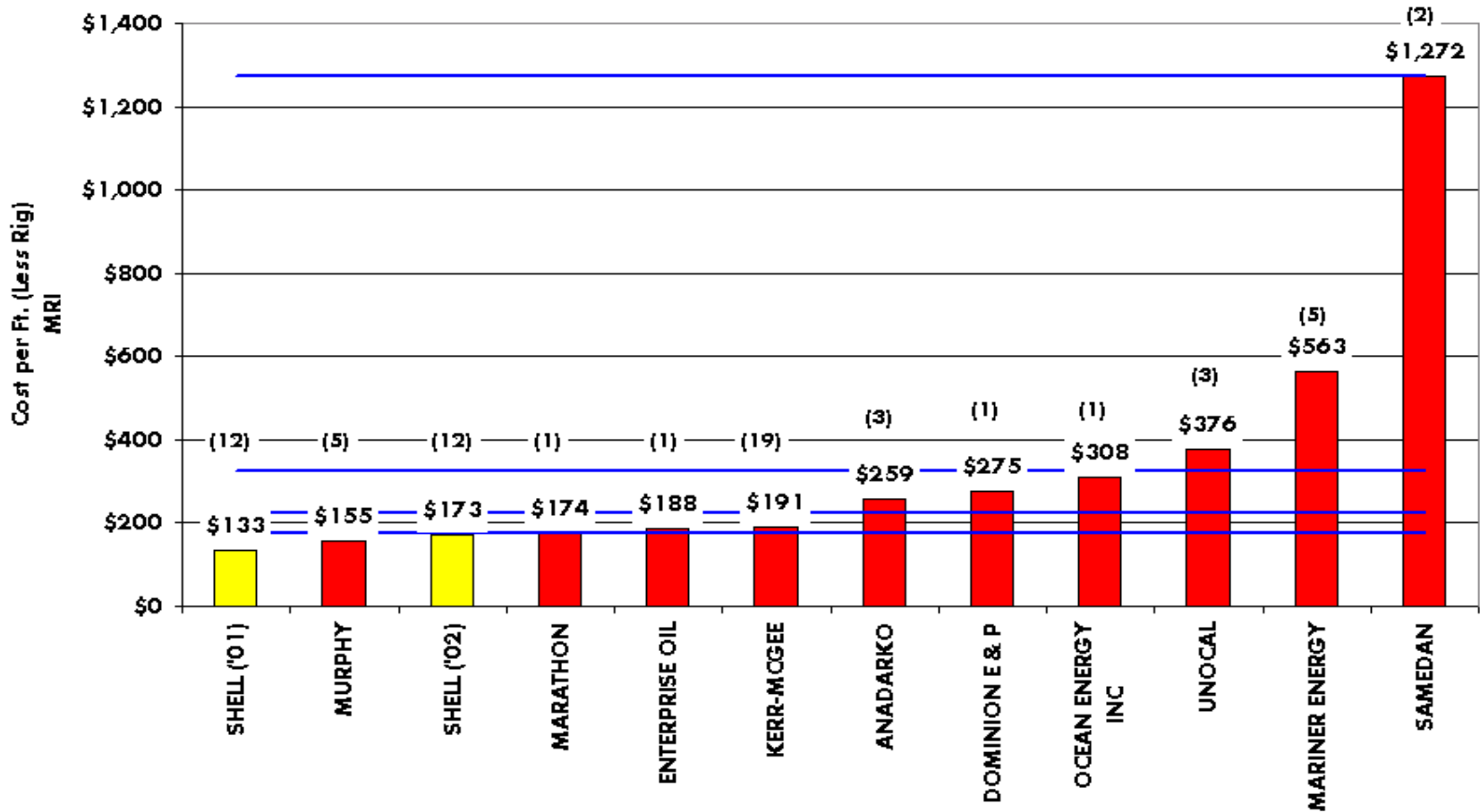
SEPCo GOM Drilling Performance

COST / FT.
Water Depth: 0 - 4,000'



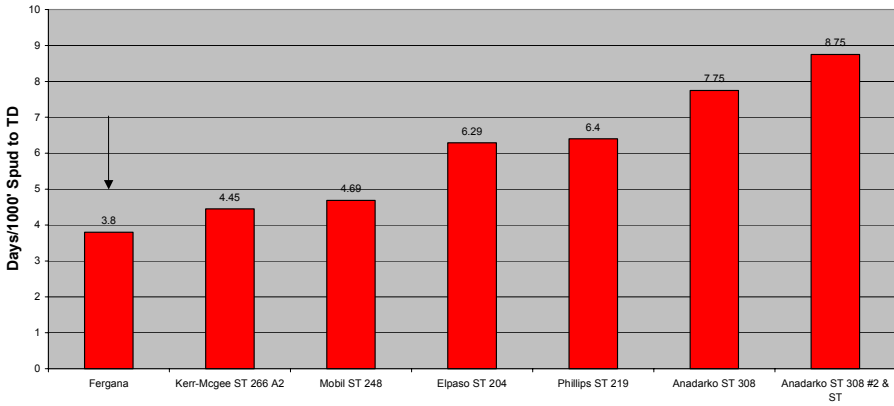
SEPCo GOM Drilling Performance

COST / FT. / MRI (Less Rig)
Water Depth: 0 - 4,000'



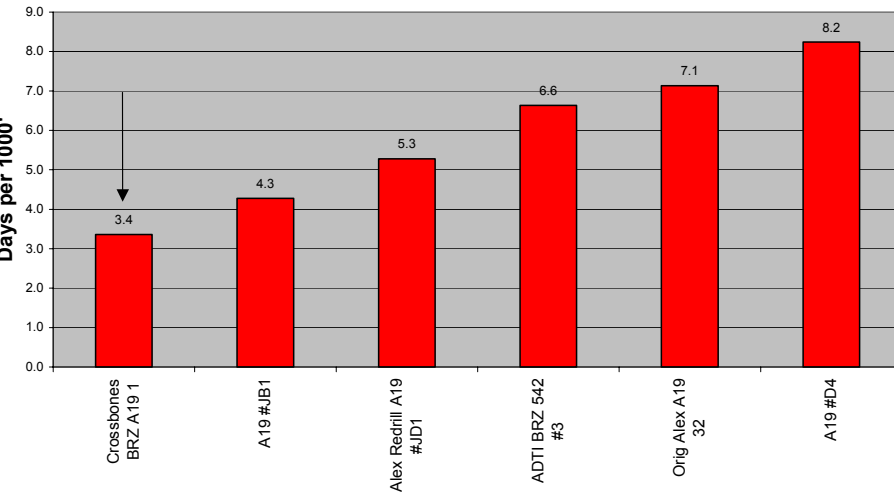
SEPCo GOM Drilling Performance

Fergana Actual vs Competitors

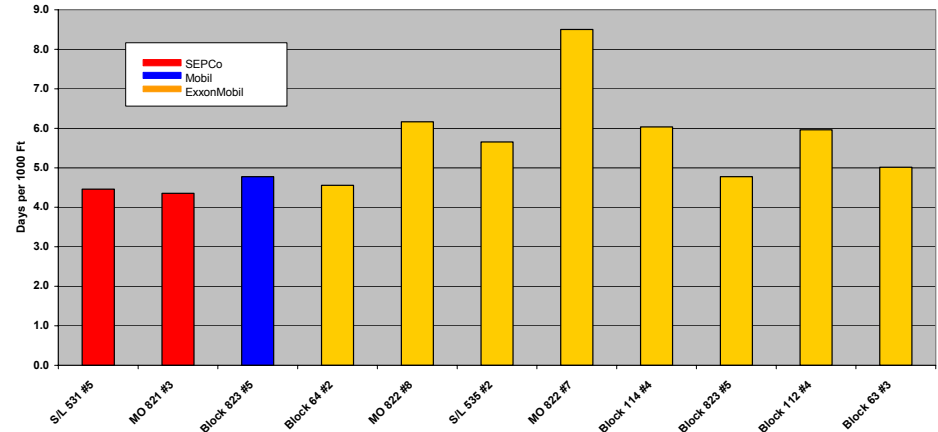


Offset Wells

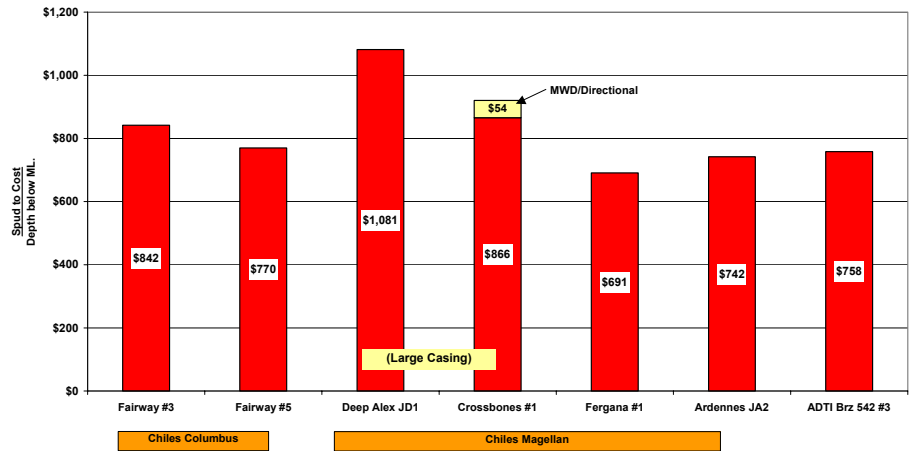
Crossbones vs. Competitors



Mobile Bay vs Competitors

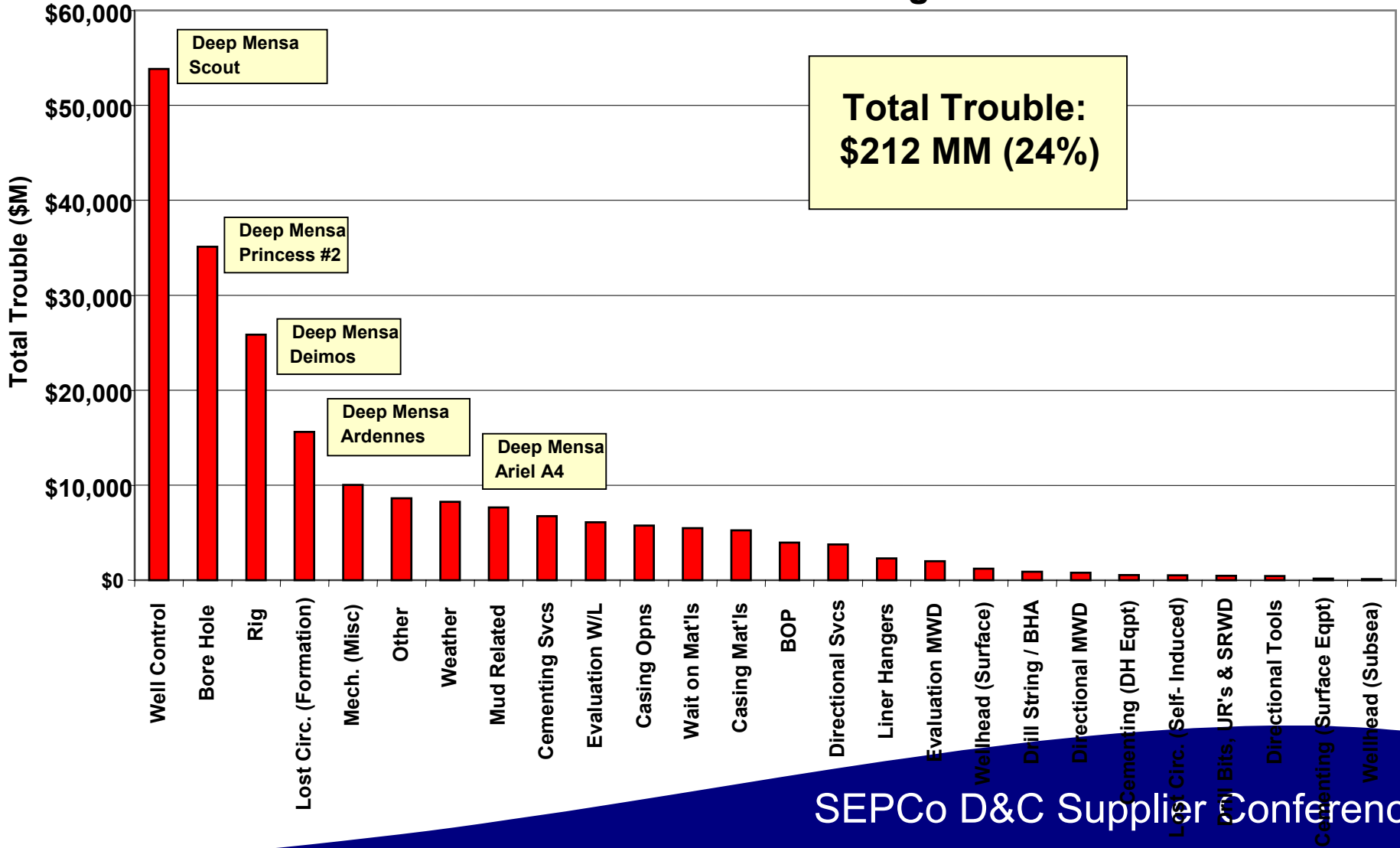


COST / FT. Shell Jackup Rigs



SEPCo GOM Drilling Performance

Total Trouble Cost Ranking



Trouble Events YTD 2003

- Failed casing connection at Ursa due to improper make up. **Result: fishing and sidetrack.**
- Marine wellhead seal assembly failure at Princess. **Result: collapsed casing.**
- Back-off of an internal connection in a downhole motor at Princess. **Result: sidetrack**
- Under-reamer arm failure at Deimos. **Result: sidetrack.**
- String-reamer opened while drilling out a liner top at Auger. **Result: hole in casing and scab liner.**

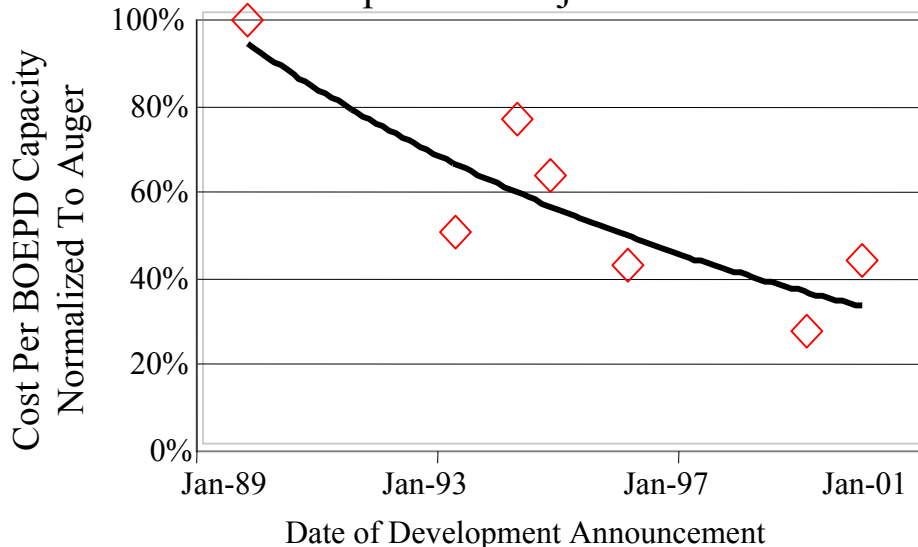
D&C Technology

Paul Goodfellow



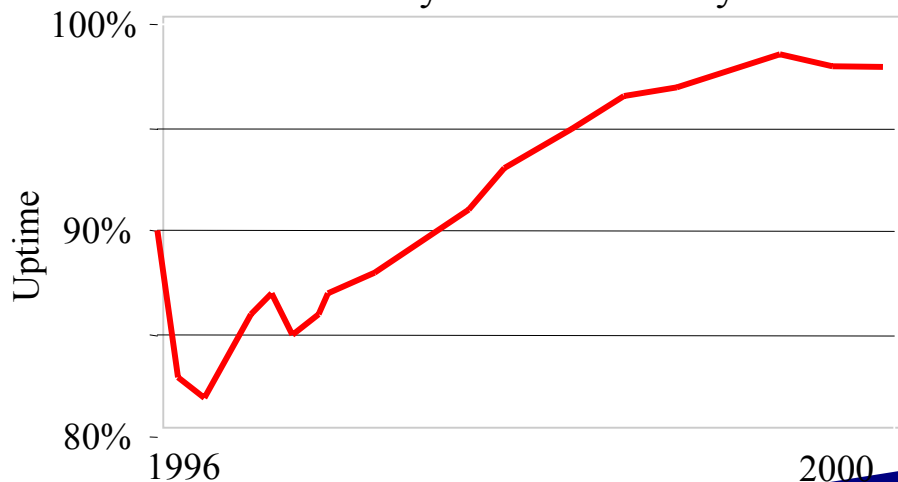
Why Technology?—Deep Water as an Example

Deepwater Project Costs



- Significant Cost improvements in Major Project Development
 - experience, ingenuity, efficiencies & technology

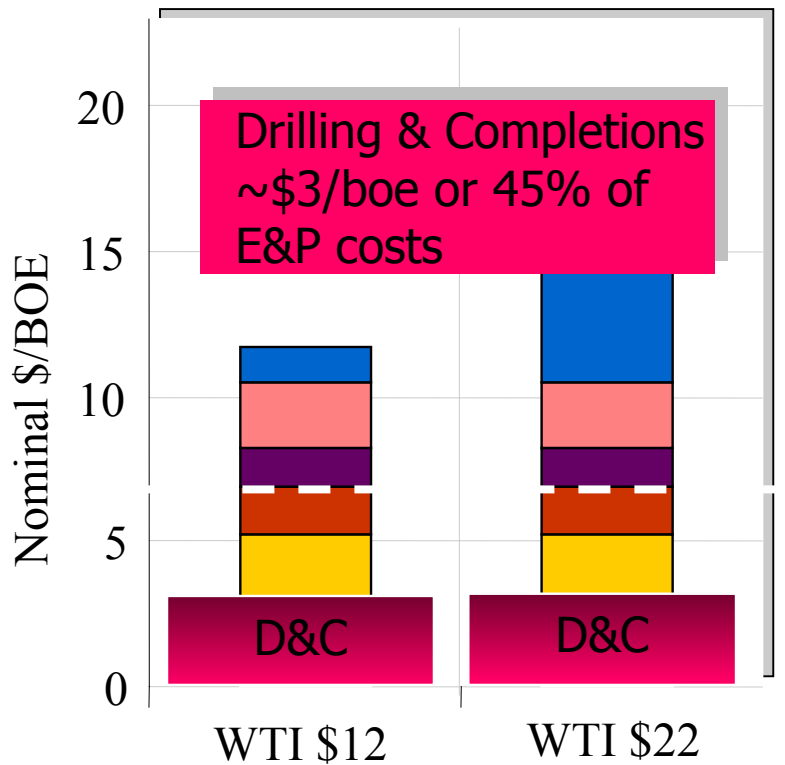
Subsea System Availability



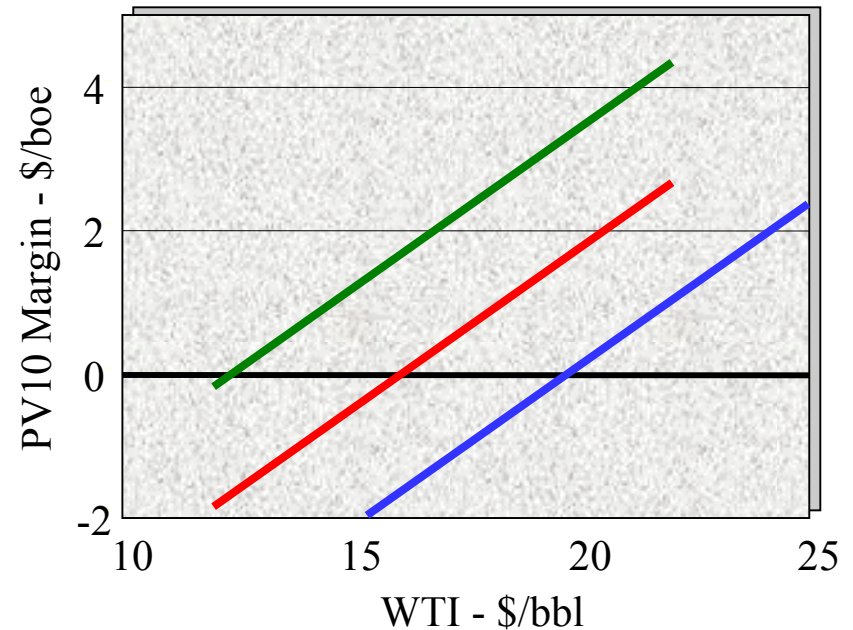
- Significant Subsea systems availability improvements gives improved economics
 - lower unit OPEX
 - lower intervention costs
 - increased recovery

Well Costs Are A Main Contributor To Costs In Deep Water

Cost Breakdown



Margin Sensitivity To Technical Cost



Production OPEX

Development

Exploration

Oil Quality

Tariffs

Government Take

Technical Costs Per Example

Technical Costs 30% Below Example

Technical Costs 30% Above Example

SEPCo Technology Areas

Business

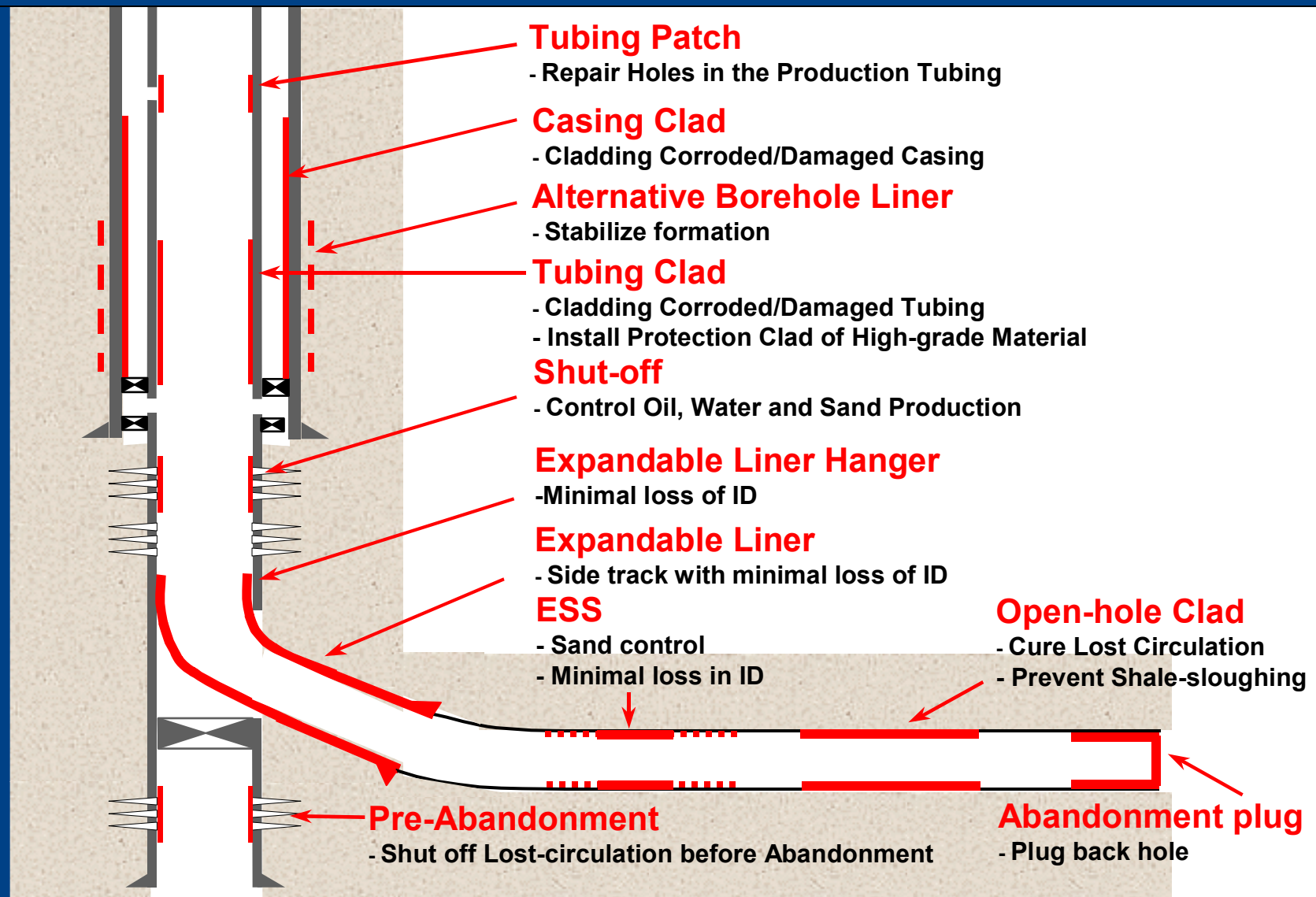
Technology

- **Exploration Success:**
 - Regional Geology
 - Direct Reservoir / Hydrocarbon Indicators
 - PSDM & Subsalt Imaging
 - Data Management
- **Redevelopment DW & DW Development:**
 - 4D w/ integrated reservoir management
 - High resolution seismic
 - SMART & multi-laterals wells
 - PtL, V2V, C2V
 - Subsea FRD/Flow Assurance
- **Reduce Drilling Costs:**
 - DtL & Borehole Stability/Borehole Strengthening
 - Dual Gradient/Dynamic Annular Press
 - Expandables
 - Pore Press/Frac Grad Prediction
 - Compact Rig / SBOP
- **HP/HT Technologies:**
 - Well drilling/completion – Mud/Cmt & Bits
 - Materials
 - Subsea systems / Processing
 - Formation Evaluation
- **North American Land:**
 - Sweetspot detection
 - UBD
 - Completions/Fracing

2002 Drilling Technology Achievements

- Worlds First Monodiameter Trail successful in South Texas
- Rotary Steerable Field Trials and use (22 runs, 69000', 5 failures)
- Bit selection & BHA Tech -Picaroon & Mobile Bay Wells
- Proof of concept of SBOP in Deepwater and implementation plans for 2003
- Princess Drilling Study & Learnings Dissemination for long reach wells
- Formation Press While Drilling Tool Piloted at Mars / Serrano
- Synthetic Mud Cuttings Retention & Monitoring System for EPA compliance
- Real Time Pore Pressure Prediction Tech
- Developed sour, high strength, carbon steel test protocol for HPHT
- Deploying Wellhead Equipment w/ Compensated Buoy Sys
- Deep Mensa Frac Breathing Control Technique

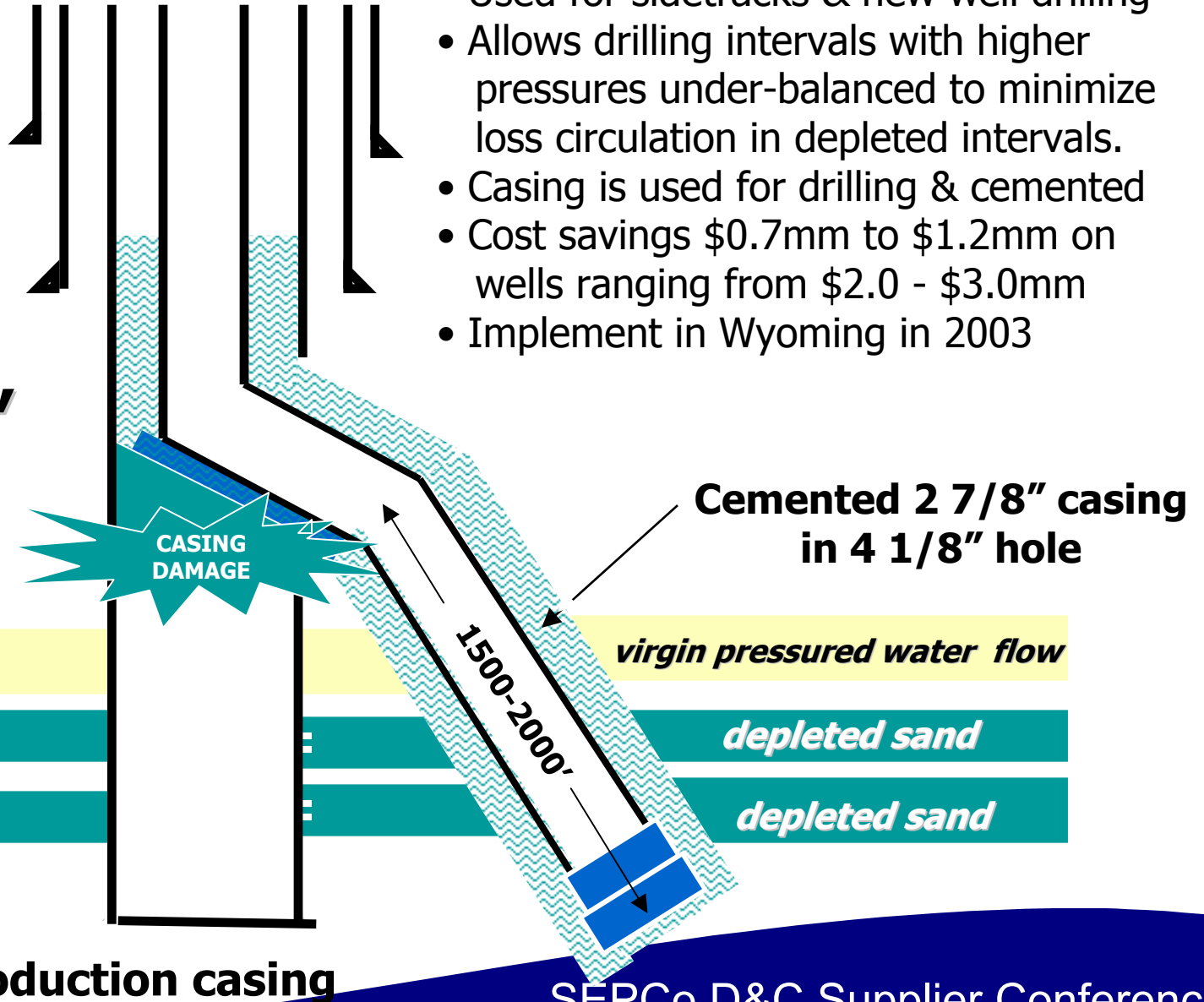
Expandable Tubular Applications



SMART WELL PROJECTS 2002

- Crosby First FBIV for well control barrier
 - Enabler for later Smart Well projects in GoM
- Develop & test TwinFlo AIS for top zone
- Appropriate testing done on SWS for planned completions
- 3 Nakika installations accomplished as planned.
- 2-7/8" ICV developed for Mars – enabling technology
- DTS log run in S. Tx. Precursor to installation offshore.
- Mars ran 3 fiber optic PDPG in 2002. Flawless operation.
- Spider Well concept evaluated and judged uneconomic at present

South Texas Under-balanced Slimhole Sidetracks, Drilled w/ Casing



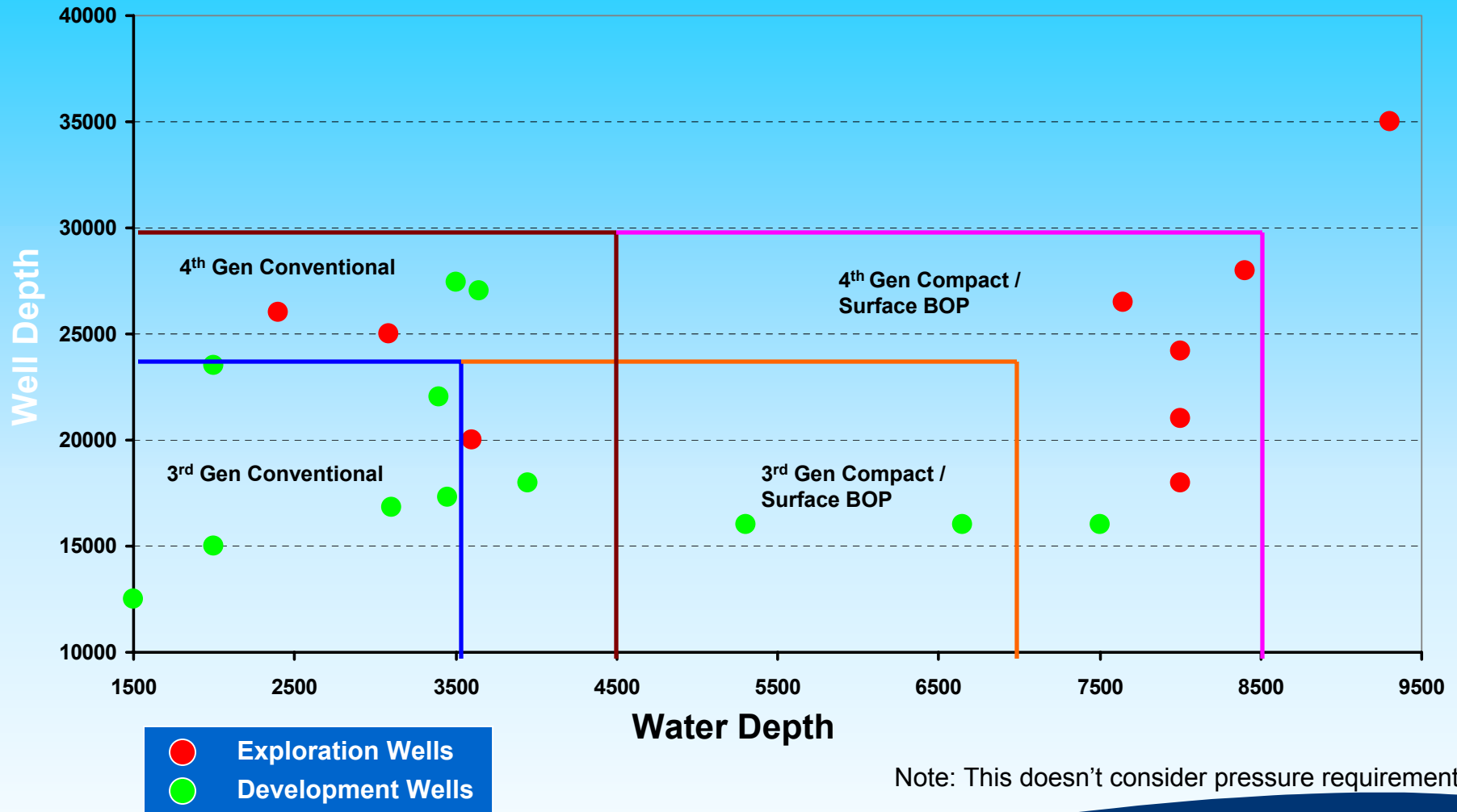
- Used for sidetracks & new well drilling
- Allows drilling intervals with higher pressures under-balanced to minimize loss circulation in depleted intervals.
- Casing is used for drilling & cemented
- Cost savings \$0.7mm to \$1.2mm on wells ranging from \$2.0 - \$3.0mm
- Implement in Wyoming in 2003

5 1/2" production casing

SEPCo D&C Supplier Conference

Extending Rig Capabilities- Impact of Surface BOP's

SEPCo 2003 Rig Fleet Capability Footprint



2003 Drilling Tech. Implementation Plans

- Lower Cost Slim Wells & Sidetracks (from TLPs and Subsea)
- Compact Rig Design (Surface BOPs, etc.)
- Upgrade the RTOC (Integrate 3D Visualization w/ Well Engr Software)
- Reduce borehole trouble in all wells especially deep, high angle, long reach.
- Conduct Dual Gradient Drilling (SSPS2) Feasibility Study
- Expand use of under-balanced drilling
- Slender wells and monodiameter offshore
- Continue qualifying HPHT tubulars

⇒ *Most of these need significant input from YOU !!*

Break



SEPCo D&C Supplier of the Year Award



Performance Review

Lizette Coughlin



Information Management 2003 Focus

- Real Time Data
 - RTOC (full scale) and DIMS RT (pilot)
 - Merging and auto population of DB daily
 - Decisions made daily based on data (must be accurate)
- Extract and disseminate learnings from data
 - May require documented recommendations from suppliers
- Records management and reporting
 - Summary reports should complement RT data not conflict
 - Must provide us with summaries in timely fashion

Business Management

2003 Focus

- Improved cost estimating
 - Improved vendor supplied quotes to engineers (all inclusive)
 - Improved daily estimates by onsite personnel
- Increased cost accountability
 - Track deviations from estimate and reconcile
 - More thorough review of final invoices
- Improved invoice handling/processing
 - Increased communications with supplier account reps
 - Auditing of invoices for completeness and timeliness
 - Streamlining opportunities (eCommerce, imaging, etc)

- CSMP Home
- Team Members
- Contractor Handbook
- Handbooks
- CSMP
- Off Coast Safety & Training Group
- OSHA Safety Alerts & News
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- D&C Best Practices
- Forum
- D&C Procurement
- Wellhead Contractor
- HSE Forum Meeting
- CSMP (Contractor Steering Team-CST)
- Legal Section
- Terms & Conditions

GOM Drilling & Completions Contractor Guidelines

Contractor Guidelines

Contact Jim Shackelford (504) 728-7044

- [Invoicing Guidelines](#) 

- #### Manuals & Policies
- CSMP Manual
 - HSE Self Assessment Tools
 - SEPCo Short Service Employee Policy
 - SEPCo HSE Policy
 - Standards/Procedure /Guidelines

- #### CSMP Related Information
- 2002 Shell Contractor Conference - Houston
 - Rocky Mtn, Contractor Conference 10/9/2002

- #### Important Information
- ✓ [Pressure Testing Incident](#) 

Content Owner: **Jim Shackelford**

Last updated by Cheryl Ruest on 12/02/2002 13:55:42

If you're not seeing what you think you should be seeing . . . please refresh your screen!

Supplier Invoicing Scorecards

Incorrect/Missing Invoice Coding (more than 5 occurrences)						
Vendor	July	August	Sept	October	Nov	Dec
Baker Huges						
Baker Oil Tools						
Core Lab						
C-port Stone						
Diamond Offshore						
Dolphin Compactors						
Electronic Unlimited						
FMC Energy SYS						
Franks Casing Crews						
Grant Prideco						
Hadco						
Halliburton						
International						
Material Consultants						
ProTechnics						
RedMan Pipe						
Schlumberger						
Smith International						
SperrySun						
Variable Bore						
Weatherford						
Wood Group						

Supplier Invoicing Scorecards

Number of Late Invoices (>90 days after project end)								
	May	June	July	August	Sept	October	Nov	Dec
PPI Technology	11	9		9				
Weatherford Completion	6	6		5				
Chickasaw			7				5	6
Schlumberger			8					
FMC Energy Systems				5			12	7
Halliburton				11				7
Material Consulting Inc					7			
Hadco							7	
Trussco								6

**Adding (Measuring) Value with
Key Performance Indicators (KPIs)**

Frank Annerino



Successful Management Hasn't Changed In Over 2000 Years

- **KISS/Focus**
- **Time**
- **Tools**
- **Talent**
- **Recognition**

Focus = Key Performance Indicators

“Without understanding the performance drivers, attempts to Improve performance will be nothing but a guessing game.”

Peter Senge

KPI's – What are they?

- Value Drivers of the Process
- Define Success

KPIs:

- * HS&E
 - * Quality
 - * Delivery
 - * Responsiveness
 - ✓ Value
 - ✓ Technology (Appropriate)
-
- * Have historically been done
 - ✓ Has not historically been done and more difficult

The total cost concept has been a popular topic in business school curricula in the past decade. The total cost concept also is referred to as the total cost of ownership or life cycle costing. Business textbooks from 1928 and perhaps even earlier discuss the importance of considering cost related issues beyond price in choosing a supplier. Yet relatively little progress has been made in integrating the total cost concept into supplier selection and supply base management.

Center For Advanced Purchasing Studies

Stages of Excellence

Characteristics of “World-class” Organizations”:

- Continuously monitored measures, closely tied to compensation
- Challenging the limit
- Total cost performance evaluations
- Managed mutual cost drivers across the supply chain

Benefits of KPIs with Targets

- Provides greater focus around performance and accountability
- Greater awareness of expectations
- Results will clearly define supplier value
- Promotes continuous improvement

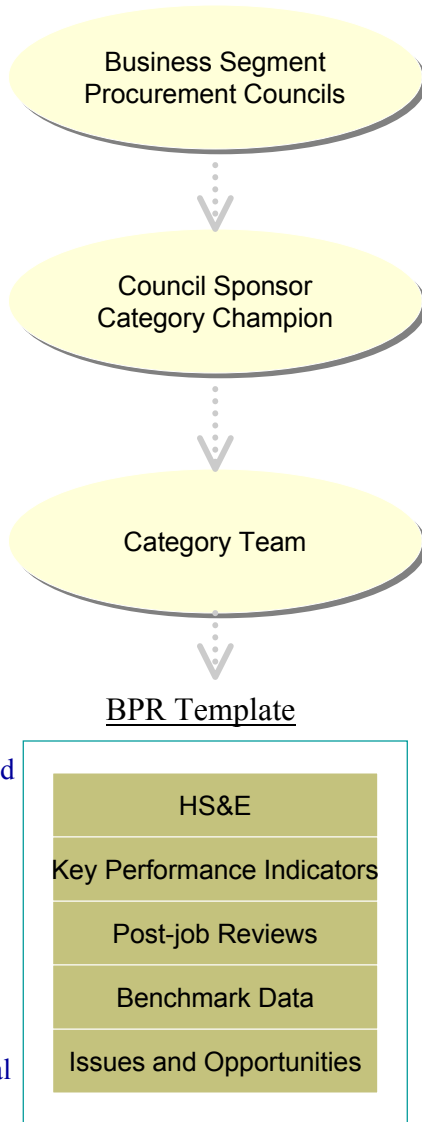
Key Performance Indicators

Excellent measures:

- Are simple, easy to understand and meaningful
- Are clearly defined, verifiable and repeatable
- Are economical to collect and demonstrate a trend
- Send a message consistent with corporate values, goals, and objectives
- Drive right actions, performance without unintended consequences
- Have meaningful and aggressive targets
- Are dynamic and linked to objectives/strategy of the process

SEPCo Business Performance Review Process

- Procurement Council has overview responsibility for all category strategies
- Accountable for procurement system results
- Serve as supplier contact on category technical/operational matters.
- Core Team: Sponsor, Champion, SCM, Engineering and Operations
- Team develops strategy, selects suppliers, and monitors performance
- Conducted with targeted major suppliers
- Standardized meeting elements
- Participants: Category Team, contractors, and other key stakeholders
- Quarterly or semiannual



The BPR Process has been a key element in managing the supply base and delivering cost savings throughout the supply chain.



Expectation

Every Team Have KPIs That:

- Are designed to alter behavior
- Can be compared against industry standards
- Are objective
- Aimed at reaching breakthrough performance

Category Champions (1/1/03)

<u>Mike Humphries</u>	<u>John Cook</u>	<u>David Cole</u>	<u>Mark Franke</u>
DD FE	Drilling Fluids Cementing	Fishing/Milling OCTG	Completion Fluids Intervention Vessels DHPG
<u>Steve Landgrave</u>	<u>Greg Myers</u>	<u>Bill Von Eberstein</u>	<u>Cindy Taff</u>
Float Equipment Casing Crews	C/H Wireline Frac N Pac	Marine Marine Wellhead	Surface Wellhead Fracking – Hi-Pressure Coil Tubing Units
<u>Jim Miller</u>	<u>Rich Billa</u>	<u>Lizette Coughlin</u>	<u>Greg Courtney</u>
Trucking	Liner Hangers	Completion Equipment	ROV's Rentals
	<u>David Bergeron</u>	<u>Martin Baltus</u>	
	Clerks	Inspection Marine Bits	

Role – Represent SEPCo on a day to day basis for this category

Drilling & Completion SCM Organization

<u>Name/Location</u>	<u>Extension</u>	<u>Categories</u>
<u>Craig Bohy (N.O.)</u>	504-728-6283	Cementing Drilling Fluids Completion Fluids Contractor & J.V. audits Michigan Focal-Drilling Global Lead of Cement & Drilling Fluids
<u>Adrian Bregnard (N.O.)</u>	504-728-7298	Directional Drill/MWD/LWD Electric Wireline Logging Real Time Operations Center Mudlogging Survey, Wellbore (Gyroscope) Lab-Petrophysical Global Category Lead-Liner Hangers Web Site and Livelink
<u>Mike Wilson (WCK)</u>	281-544-2081	Bits Casing & Tubing Running Vacuum Trucks Global lead Casing and Tubing Running S. Texas Focal Point
<u>Desiree Collins (N.O.)</u>	504-728-7300	Marine Air Terminal Land Transportation Economic Modeling

<u>Scott Commons (N.O.)</u>	504-728-7859	Inspection (Fishing , Rentals & Misc. Equip) Fishing/Milling Coiled Tubing Units ROV's Intervention Vessels Global lead-Coil Tubing Units H,S & E focal
<u>Pat Goodrum (N.O.)</u>	504-728-7298	OCTG Inspection (OCTG & W/H) Wellhead (Marine) Wellhead (Surface/)
<u>Yesim Jonsson (N.O.)</u>	504-728-7857	Exploration/Seismic VSP Survey, Site Rentals, Drilling & Completions Cutting Box Rentals Tank Cleaning-Boats BPR Scheduling focal
<u>Rob McAlister (N.O.)</u>	504-728-7673	Rigs
<u>Chris Maratea (Den.)</u>	303-305-7575	Hi-Pressure Fraccing Pinedale Anticline Focal
<u>Alan Power (N.O.)</u>	504-728-6135	Completion Equip/Services Frac N Pac DHPG Smart Well Technology Global Lead-DHPG Communications QA/QC Focal
<u>Kelly Glass (N.O.)</u>	504-728-7861	Liner Hangers Mooring Systems Float Equipment Clerks & Consultants OLB Focal Savings report Market Intelligence

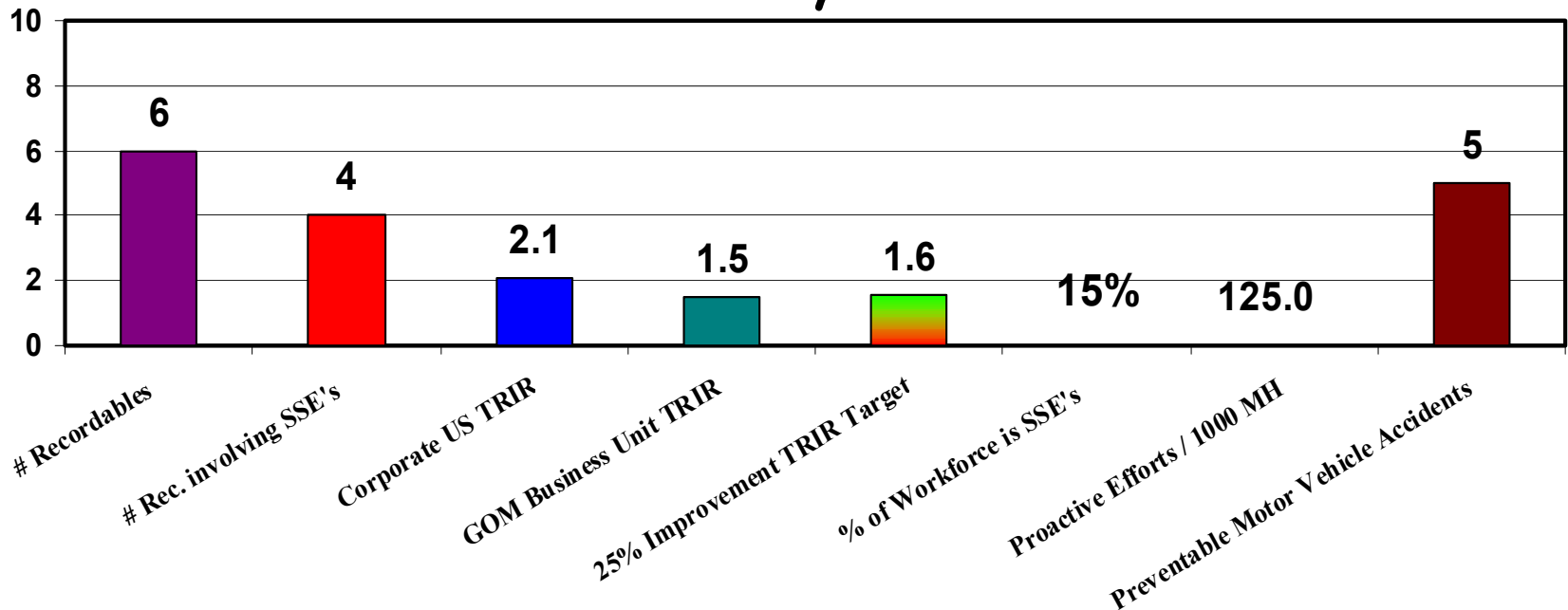
Drilling & Completion SCM Organization

<u>Materials Management</u>		
<u>Butch Bailey (MCT)</u>	504-728-5377	M/M Focal Point Miscellaneous Sales Surface Wellhead
<u>Lloyd Riley (MCT)</u>	504-728-5384	OCTG Accessories Drive Pipe OCTG Completion Equipment Float Equipment
<u>Mary Thibodaux (MCT)</u>	504-728-5378	M&T Drill Bits ROV's Subsea Wellhead Shared Spares

HSE KPI - Example

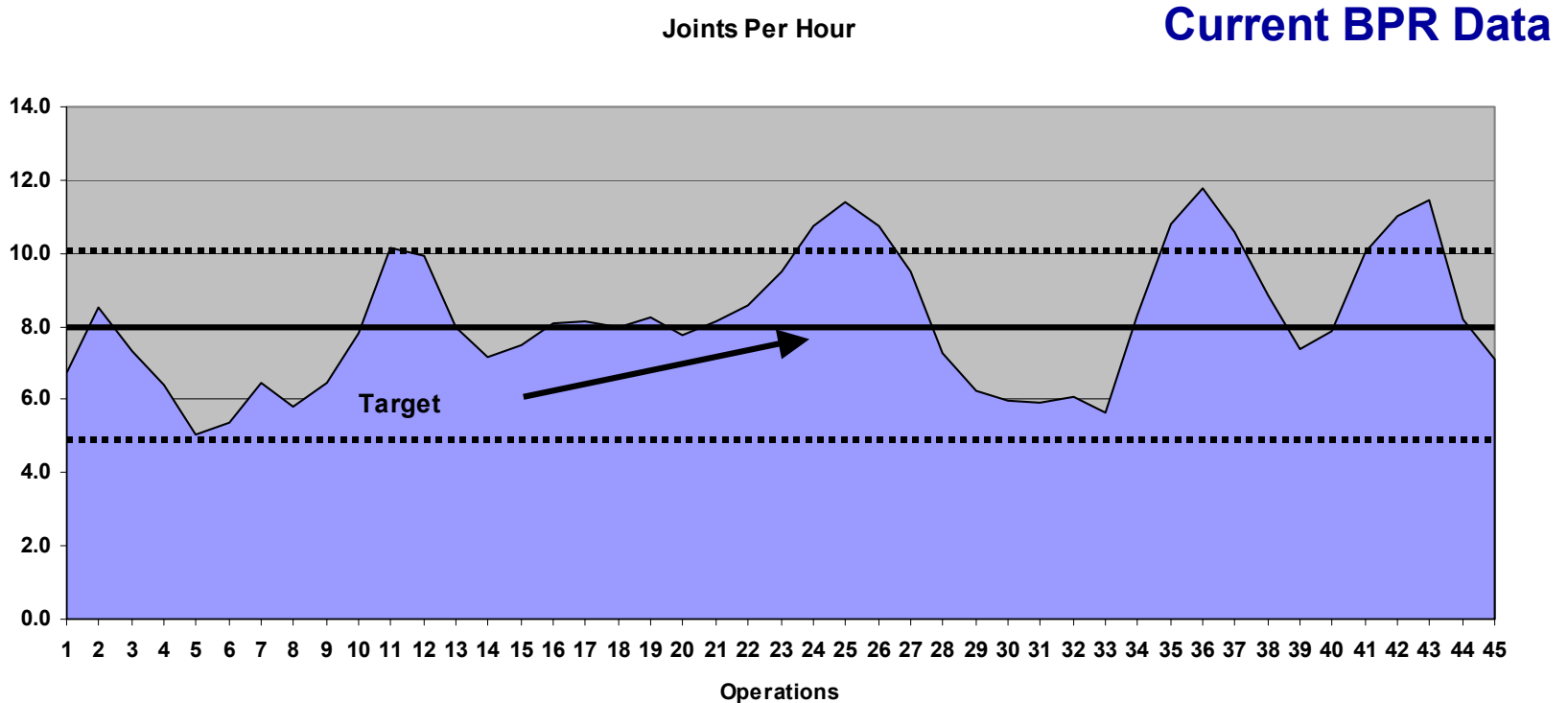
SEPCo BPR

HSE Performance Key Indicators



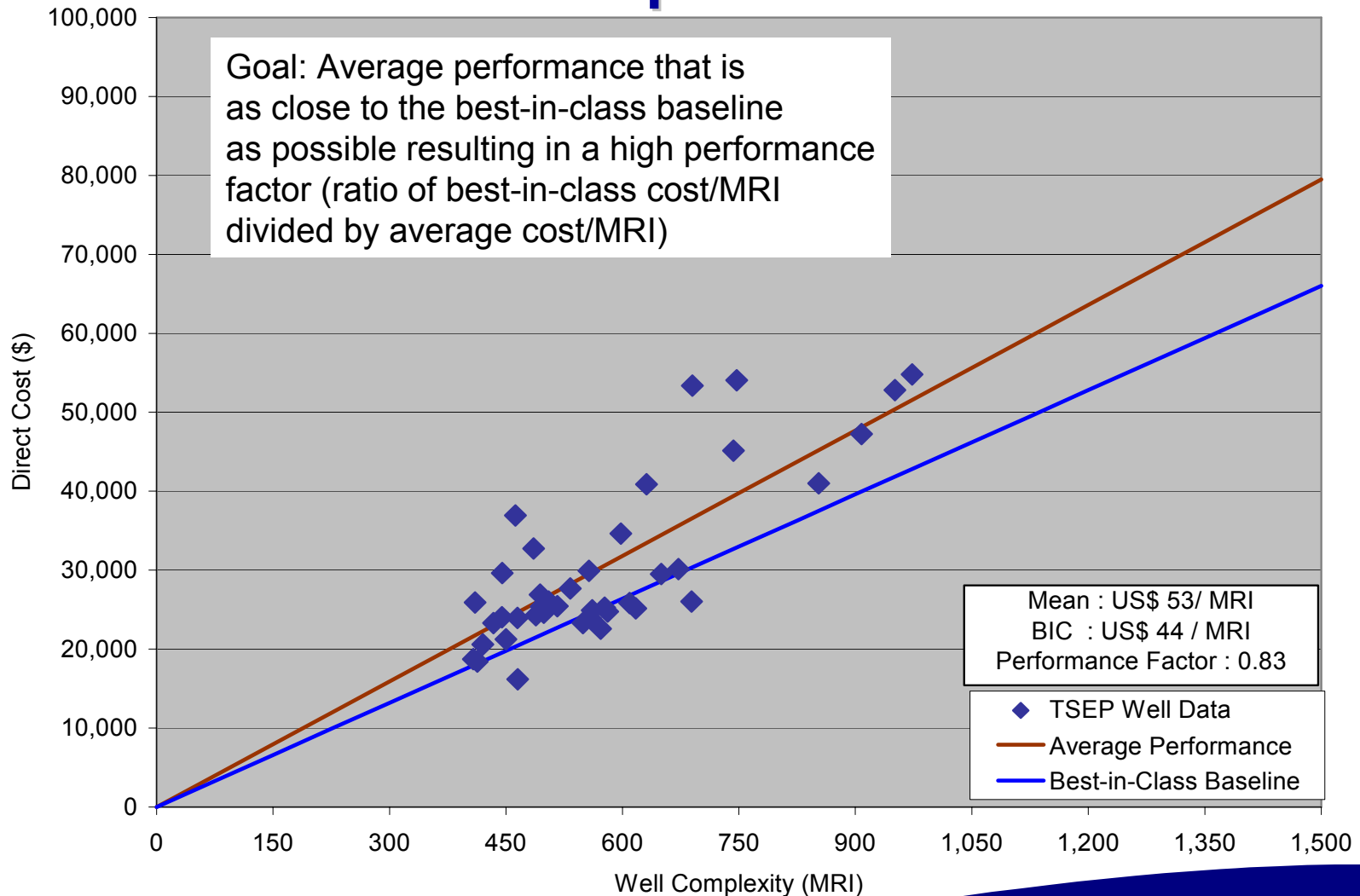
Value KPI- Example

Efficiency – Joints Per Hour

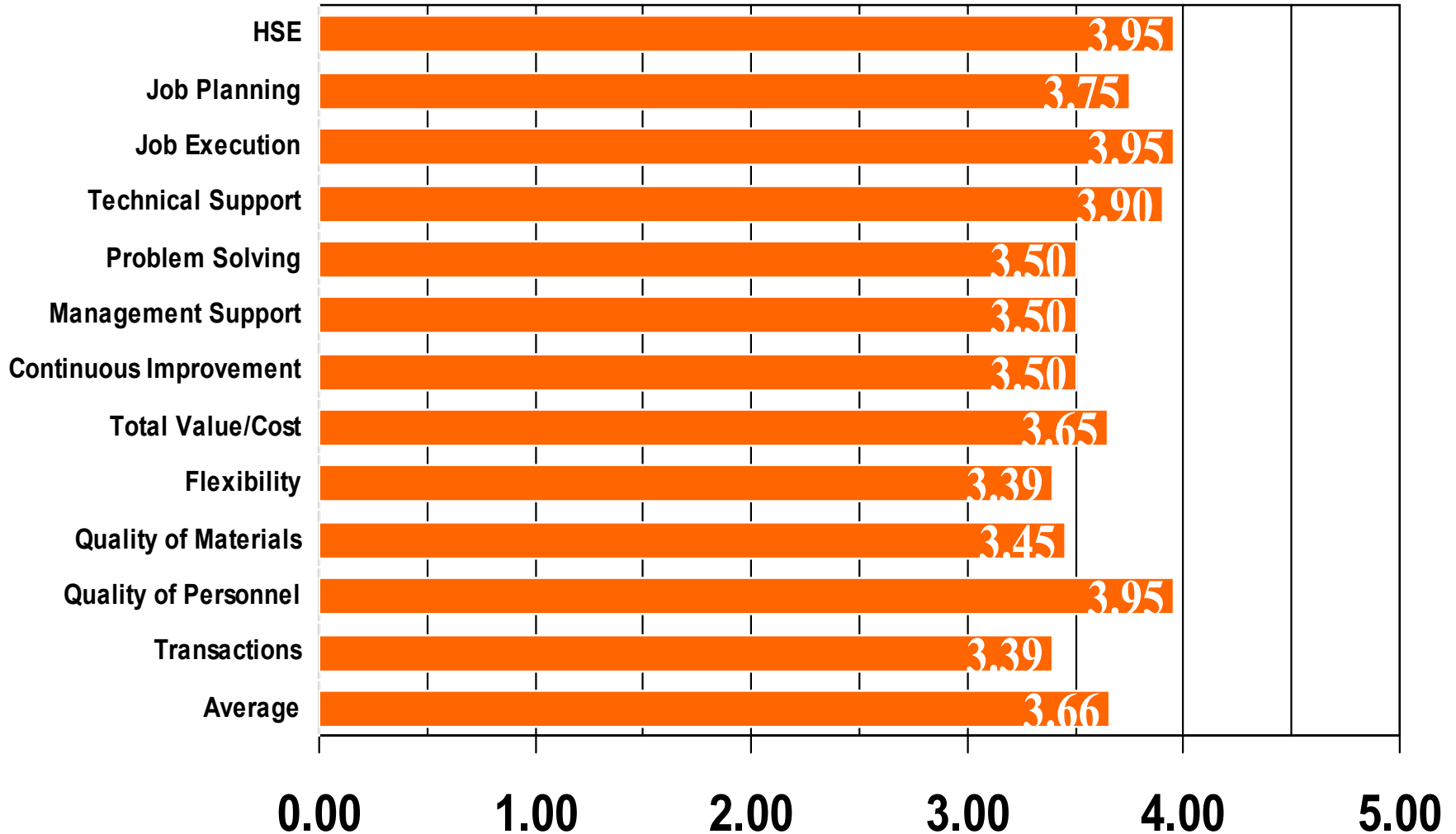


Average 8.18 Target 8.0 (Previous Average 7.78)

Value KPI – Cost/MRI for Fluids and Cement Sample Dataset



Responsiveness KPI- Example

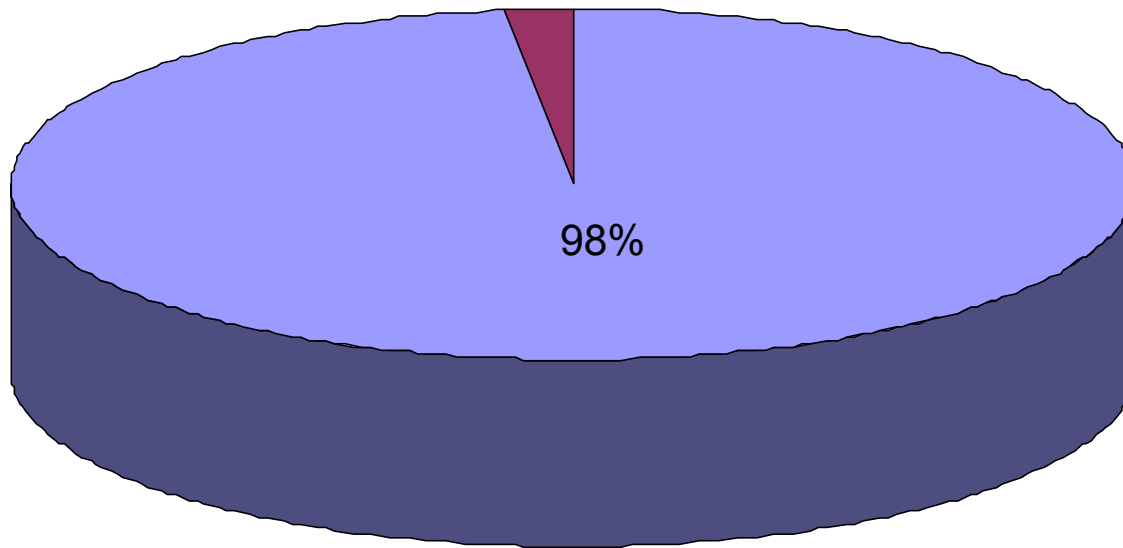


Scoring: 5 – Far Exceeds Expectations; 4 – Exceeds Expectations; 3 – Meets Expectations; 2 – Below Expectations; 1 – Far Below Expectations

DELIVERY KPI - Example

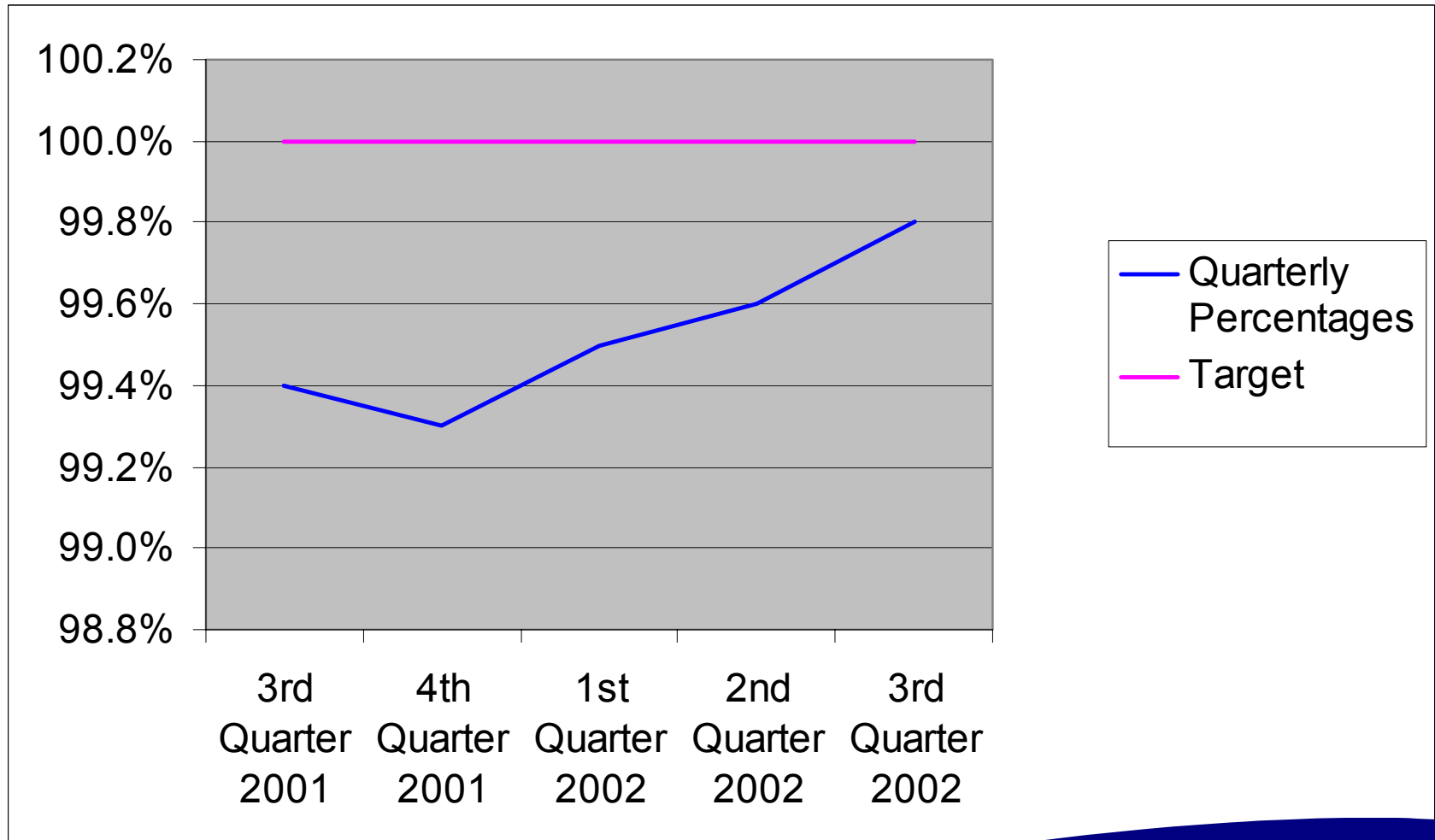
Inventory Availability

(reported quarterly)



Quality KPI – Example

Contract Availability



Technology KPI

Appropriate Use of Technology

- What are you Doing for others that we can learn from?

Driving Performance

We have:

- Time
- Tools
- Talent

We need:

- Increased focus & appropriate recognition

Supplier's Perspective Noble Drilling



Questions and Answers

