SUCCESSFUL DIGITAL TRANSFORMATION DELIVERS UP TO 200% PRODUCTIVITY INCREASE

STEVE JOHNSON, PETROFAC

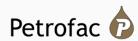


# Agenda



- Introduction to Petrofac
- Why digital?
- Digital as an enabler
- 4 Digitalising work execution
- 5 Ingredients for success

### **Introduction to Petrofac**



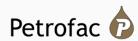
- We are a leading service provider to the international energy industry.
- Our life of field services run from concept to EPC, through to operations and maintenance and decommissioning, all underpinned by our substantial training capability.
- We've got decades of experience. But we're also looking to the future. By connecting our know-how with digital technologies, our delivery is always assured, and we aim to drive ultra-efficient results.
- Our flexible execution and commercial models can be shaped to align with your delivery strategy; whether your projects focus on upstream, downstream or renewable and alternatives.

We've delivered contracts and projects in some of world's toughest terrains

and always bring the right energy to drive superior performance.

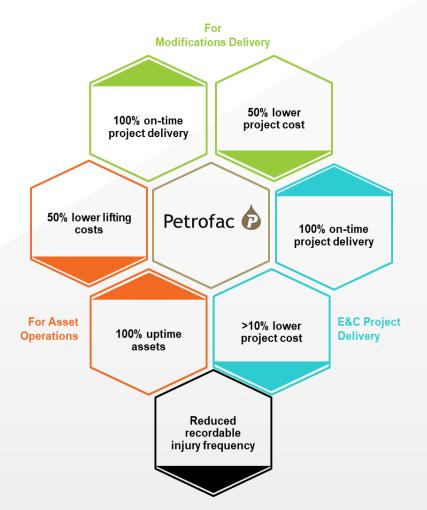


# Why digital?



#### Generate value for:

- Clients
- Stakeholders
- Ourselves
- Employees



## Digital as an enabler



- Not technology for technologies sake
- Practical industry experience identifying challenges and opportunities
- > Applying technology to enable new ways of working
- Wrapping transformed processes and services around the right enabling solutions to deliver enhanced outcomes









# Digitalising work execution (1)

# First steps



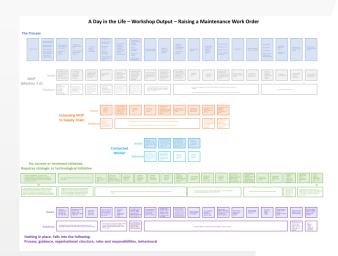
#### Started with a question:

'Could we transform maintenance and inspection work execution through the adoption of digital delivering higher levels of productivity'

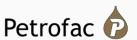
Before considering the technology engaged with teams through 'day in the life' sessions to understand:

- > Current process
- Where productivity is lost
- Identify opportunities to drive efficiency

ONLY then did we try to match the right digital enablers to the challenges and opportunities.



# Digitalising work execution (2) – End to end process



#### **PLAN**



#### **EXECUTE**



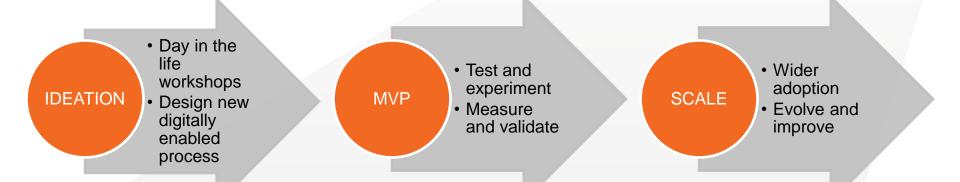
#### **REPORT & ANALYSE**



# Digitalising work execution (3)

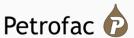
Petrofac **P** 

Transformational journey



# Digitalising work execution (4)

Unlocking value







#### **CONVERSION OF CORE CREW MAINTENANCE AND ENHANCEMENT OF**

**PROCESS** 

**CONVERSION OF ALL** 

productivity gains

for all campaigns

consistently achieved

**CAMPAIGNS TO** 

> 100% to 200%

DIGITAL

- > Seeing continued productivity gains in campaign activities with productivity well in excess of 200% now being achieved in some campaigns
- delivering between 30% to 200% up to 50% cost reductions

#### **INSIGHTS AND ANALYTICS**

> Richness and consistent quality of data allowing value from greater insights, ability to optimise and move towards more sophisticated predictive approach





#### PRE DIGITAL APPROACH

- > Ex average 5 inspections per day
- > Spring hangers 3 to 4 inspections per day
- > Fire extinguisher inspections 15min per extinguisher

#### PILOT OF DIGITAL **O&M EXECUTION**

- > Ex campaigns up to 200% productivity gain
- > Spring hanger campaigns up to 100% productivity gain
- > Core crew fire extinguisher inspection up to 200% productivity gain

> Wider adoption productivity gains and

# Ingredients for success





FOCUS ON THE PRIZE FIRST NOT THE TECHNOLOGY



PLACE THE USER AT THE HEART OF THE SOLUTION



WRAP PROCESS AROUND THE TECHNOLOGY



**COLLABORATION** 



LEARN AND EVOLVE

# Thank you for listening. Any questions?

