Collaborative Partnerships to Deliver Industry Innovation

Emily Collis – Well Intervention Manager
The role of the Service Company

Provide services to well owners to *improve & optimise* an asset in a competitive market place

Do service contracts models drive innovation & incentivise value creation for the industry?

Becoming more efficient drives a service company to be its own competitor and self cannibalise…

Solar $$ \downarrow \text{factor of 5}
\text{Wind $$ \downarrow \text{factor of 2}}

“*If the rate of change on the outside exceeds the rate of change on the inside, the end is near*”

Jack Welch, GE.
How does Western challenge the industry standard?

- **Engineering solutions**
  - Informed decision making with transparent information sharing
  - Wholesale market

- **Partnership approach - sharing risk**
  - Including the Death of a Geothermal Asset – Fixed Price Fixed Scope
  - Scheduling Flexibility with limited resources - Turnkey

- **Scale Removal**
  - Live well clean outs between breakfast and dinner – R&D Risk Reward

- **Gone Fishing**
  - Specialised fishing operations – Integrated Planning

- **Fresh approaches to Low Emissions Well Testing**
  - Adding value
Death of a Geothermal Asset

- Faster
- Cheaper
- Adaptable
Turnkey Project Management

- Transparent
- Stress Free
- Proficient
Live Well Clean Outs

- Well Integrity
- Faster
- Effective
- More Productive
Gone Fishing

- Planning
- Planning
- Planning
- And more planning
Production Well Testing

- Cleaner
- Better
- Faster
- Cheaper
Online data via Outpost website
Remotely monitor, download & analyse trends
Capability to set alarms, and send alert via txt message
• Innovation
• Partnerships
• Enduring Impacts
• Solution Focused