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# **Offshore Design Engineering**

**30 Years in the Energy Industry**

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- **Tel: 020 8481 1190**

## 1. Introduction to ODE

- Who we are
- History
- What we do
- Where we are located
- Where we are focussed

## 2. Typical Procurement Activities

- Operations
- Projects
- Wind

## 3. Supply Chain Engagement

- Registration
- Engineering & procurement organisation

## 4. Questions & Answers

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# Introduction to ODE



- **ENERGY SECTOR**
  - Upstream Oil & Gas
  - Renewable Energy (wind / marine)
- **MULTI-SKILLED**
  - Onshore & Offshore
  - Greenfield & Brownfield
- **BUSINESS STREAMS**
  - Consulting
  - FEED & Basic Engineering
  - Projects
  - Operations

Howard Doris JV  
↓  
Doris Engineering  
↓  
Doris & Bibby Line  
↓  
Doris & Bouygues Offshore

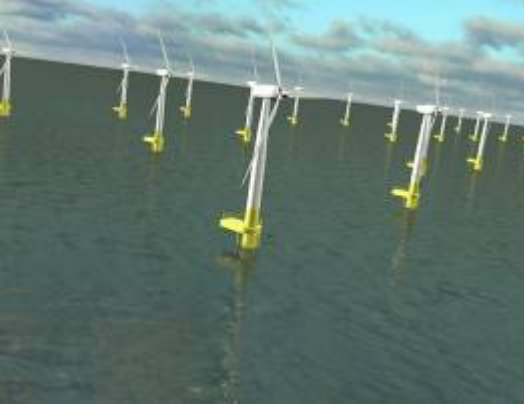
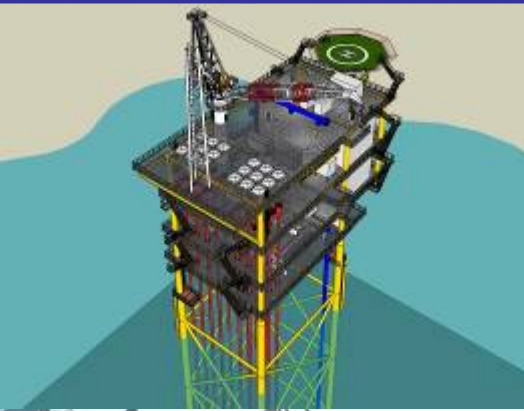


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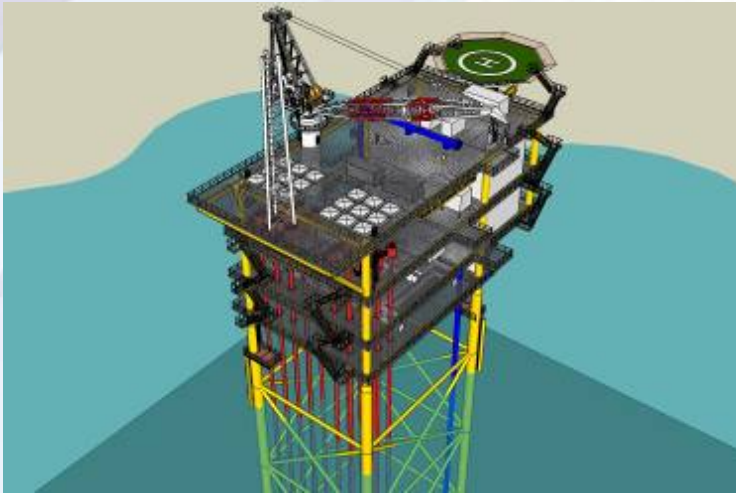


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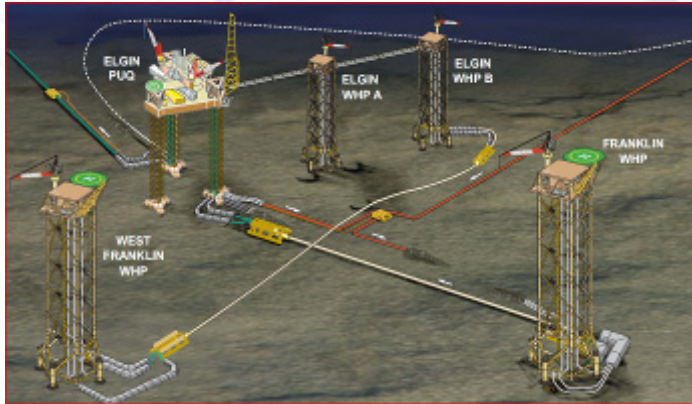
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- **Offshore Oil and Gas Developments**
  - Platforms
  - Subsea systems
  - Floating Production Systems
- **Onshore Gas Field Developments**
- **Offshore & Onshore Modifications**
- **Operations Management**
- **Offshore Wind Farms**



- **Field Development Strategies**
  - Options identification & screening
- **Conceptual Engineering**
  - New field developments
    - Subsea tie-backs
    - Fixed & floating facilities
  - Gas storage
  - Facilities de-bottlenecking & upgrades
- **Field economics**
- **Due diligence**
- **Decommissioning & Abandonment**
- **HSE & Risk Management**
- **Regulatory Consents**
- **Specialist Engineering Services**



- **Offshore New Field Developments**
  - Platforms
  - Subsea tie-backs
  - FPSOs
- **Onshore New Field Developments**
  - O&G Gas Gathering Stations
  - O&G Treatment Plants
- **Offshore & Onshore Brownfield Developments**
  - De-bottlenecking
  - Plant Upgrades
  - Tie-backs





## **GREENFIELD & BROWNFIELD:**

- **EPC Projects**
- **E&C Term Contracts**
- **Project Management Services**
- **Detailed Engineering & Design**
- **Procurement & Materials Management**
- **Construction Management**
- **Commissioning**



- **Production Operations**
- **Spares Management & Warehousing**
- **Maintenance Management**
- **Logistics Management**
- **Emergency Response**





- **Consultancy Services**
  - Project development studies
  - Consents management
  - Specialist engineering studies
- **Development Support**
  - Project management
  - Engineering & design
  - Procurement & contract administration
  - Construction & installation management
- **Operations Support**
  - Site management
  - Site operations and maintenance

# Regional Offices

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Kingston upon Thames



Great Yarmouth, Norfolk



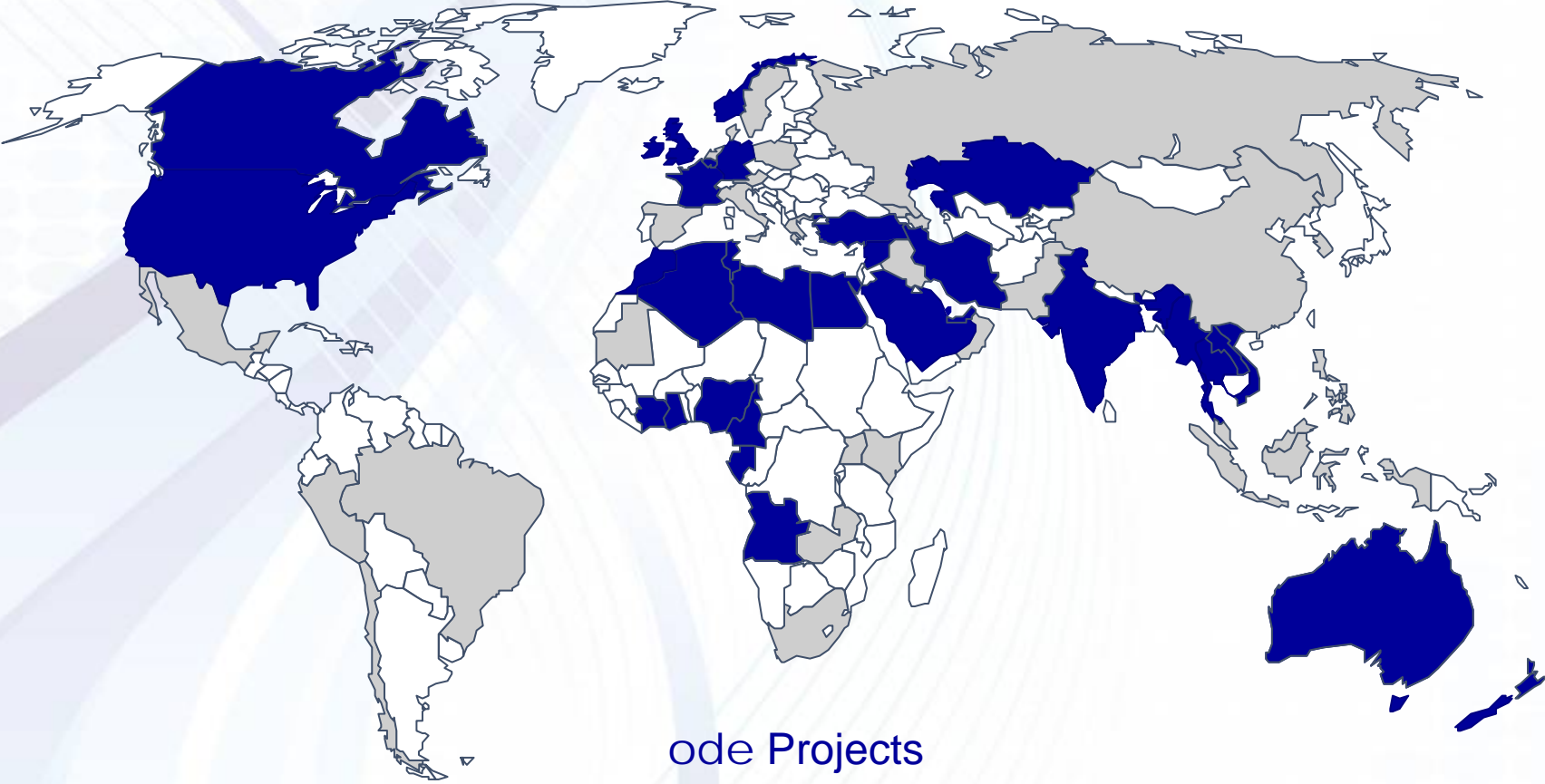
Cairo, Egypt



Aberdeen, UK

# International experience

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ode Projects

ode Personnel Experience

# Typical Procurement Activities

# Procurement Areas

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**Operations**



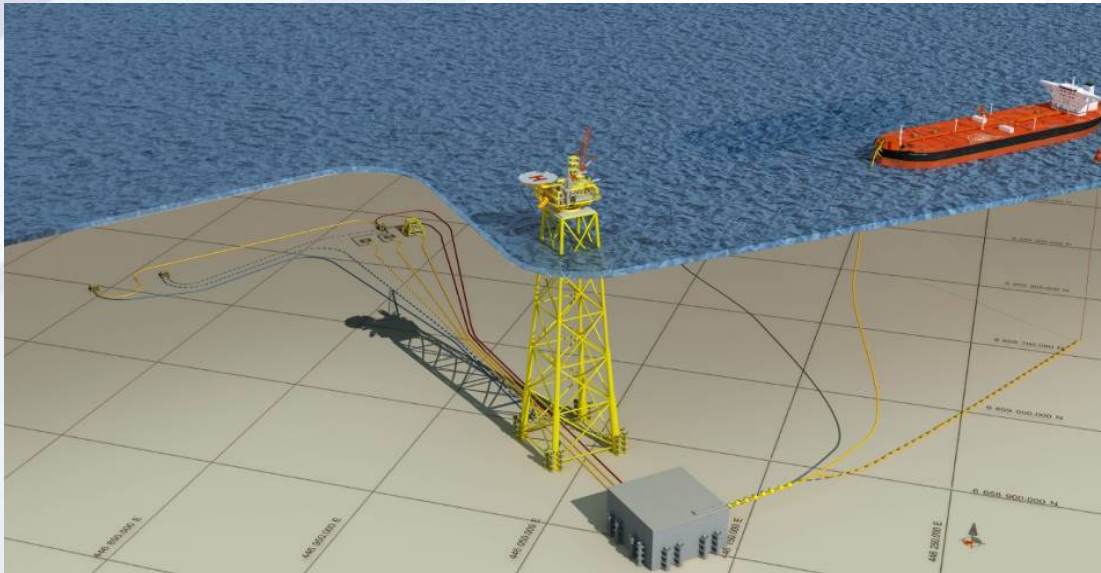
**Projects**



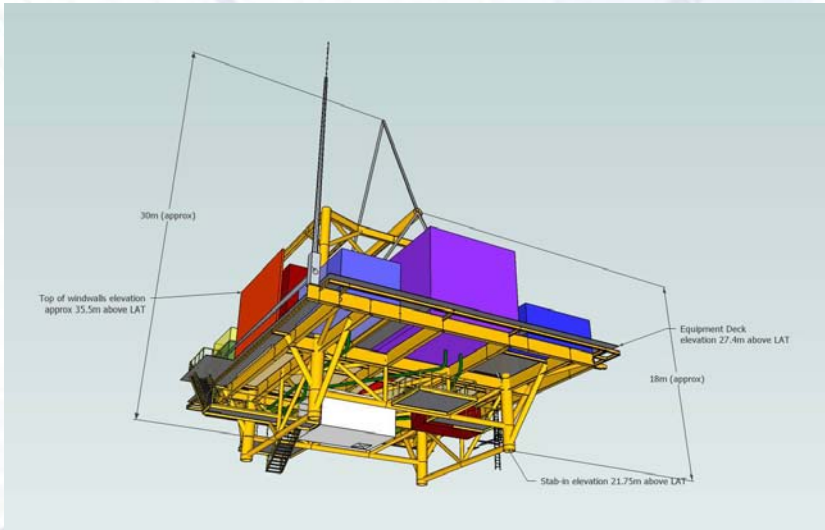
**Wind**



- **Operations**
  - Rope, soap & dope
  - Personnel
- **Maintenance**
  - Spares & consumables
  - Technicians
- **Interventions**
  - Time critical
  - Flexibility & responsiveness
- **Scale of Requirements**
  - £2m-£3m per annum
  - 600 orders per annum



- **Small EPC**
  - Total E&P
  - St. Fergus
  - £5m procurement
- **EPCm**
  - BG Tunisia
  - Gabes LPG
  - £50m
- **Platform EPC**
  - ODE + Bifab
  - For and on behalf of
  - ~£50m



- **Engineering & Design**
  - WTG foundations
  - SSP jackets
  - SSP decks
- **Project Management**
  - Design
  - Construction
  - Installation
  - Commissioning
- **£500m Project Spend**

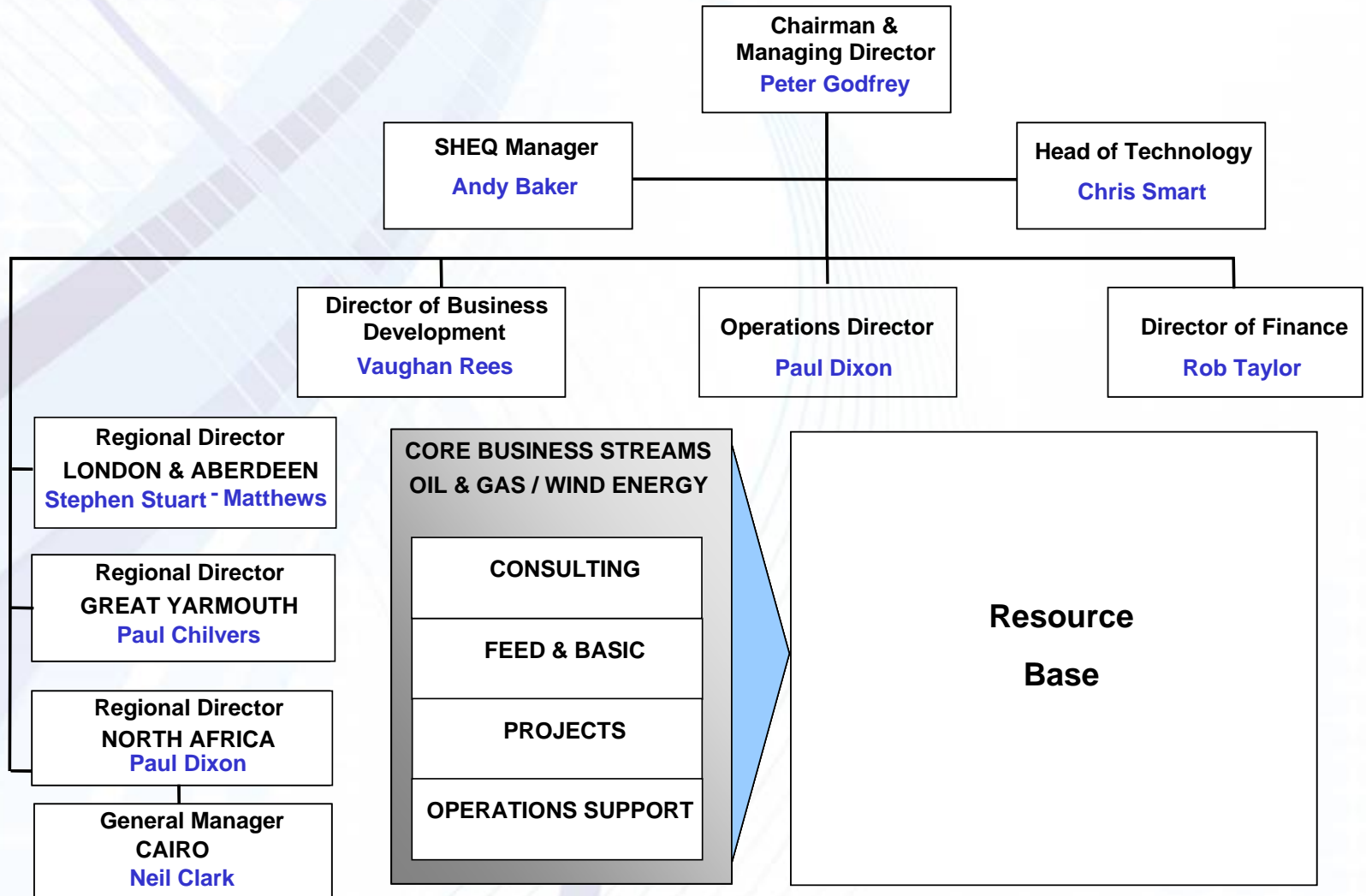
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# Supply Chain Engagement



- **Our suppliers are key to offering best possible service & quality**
- **Lean organisation**
  - **Great Yarmouth established personnel**
  - **Kingston – fluid project situation**
- **2011 upgrade to buyer status in FPAL**
- **Supplier FPAL registration important, but not essential**
- **Suppliers can make contact direct with engineering leads or buyers**



# Kingston Contacts

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- **Regional Director** Stephen Stuart-Matthews
- **Sales Manager** Andrew Gilmore
- **Contracts Manager** David Palmer
- **Procurement Manager** John Robson
- **Procurement Consultant** Tony King (ad hoc)
- **Head of Projects** Mathew Rees
- **Engineering Manager** David Swallow
- **Head of Wind** Stewart French
- **Chief Process** Brian Roberts
- **Lead Mechanical** Andrew Hose
- **Lead Structural** Paul Shilito
- **Lead Electrical** Alan Walton
- **Piping & Layout** Jack Loi
- **Tel: 020 8481 1190**

# Great Yarmouth Contacts

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- **Regional Director** Paul Chilvers
- **Sales Manager** Andrew Gilmore
- **Engineering Manager** Chris Fairhurst
- **Head of Operations** David Batey
- **Engineering Buyer** Chris Soanes
- **Engineering Buyer** Kelvyn Gauge
- **Operations Buyer** Steve Coleman
- **Tel: 01493 845100**

An aerial photograph of a wind farm. The sea is a deep blue, and the sky is filled with white, fluffy clouds. Numerous white wind turbines are scattered across the landscape, some appearing to rise from the clouds. The overall scene is bright and clean, suggesting a focus on renewable energy.

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[www.ode-ltd.co.uk](http://www.ode-ltd.co.uk)