A SURF Contractor’s Perspective

Plenary Session: 1 February 2017

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Subsea UK Board Member
Adapting to the New Market...

means making changes together, to build belief in what we do, to bring to life new ways of working
Time for radical change is now

Build our people’s belief in what we do

Leadership

Strengthen open partnerships – change together

Behaviours
Relationships – How we work together

- Working with our clients to define solutions to their problems
- Working with supply chain in different ways
- Contracting models need to reflect the drivers
- Shared risk and mitigation
- Removal of man-marking
- Devolved decision-making
A new sustainable cost base

Combining technologies
De-risked equipment/installation-procedure packages
Shorter and more predictable execution schedules

Better ways of working
Cost reductions closely aligned with operator drivers
An engaged and motivated workforce with positive culture and behaviours

Introducing new technologies
Devolved decision-making
Successful supply chain collaboration

Shared risk and mitigation
Believe in our future

Our job as leaders is to ensure we maintain a shift in mind-set, that strengthens the viability of our industry going forward:

- Continue improving the drive for efficiency; celebrate the benefits
- Focus on openness and honestly in the way we work
- Be open to change and to challenge “the way we always do it”
- To not duplicate effort
- To embrace new technology where it adds value
- To believe in the excellent people we have in this industry and ensure they believe in us