



Workshare in Aker Solutions – The journey

Bergen, March 2018

Ulf Abrahamsen, Workshare Brownfield
Aker Solutions

Where We Are



India

Main Offerings

- Engineering, project management and procurement services (upstream and downstream)
- Supply chain and project services
- Lifecycle services

Key Deliveries

- Integrated execution of global projects like Johan Sverdrup, Eldfisk, Edvard Grieg, Kaombo and Moho
- Brownfield engineering on NCS projects
- Wellheads and modifications for ONGC
- Liquefied Natural Gas (LNG) projects in North America
- Petrochemical and refinery projects for Indian and overseas clients



Did You Know?



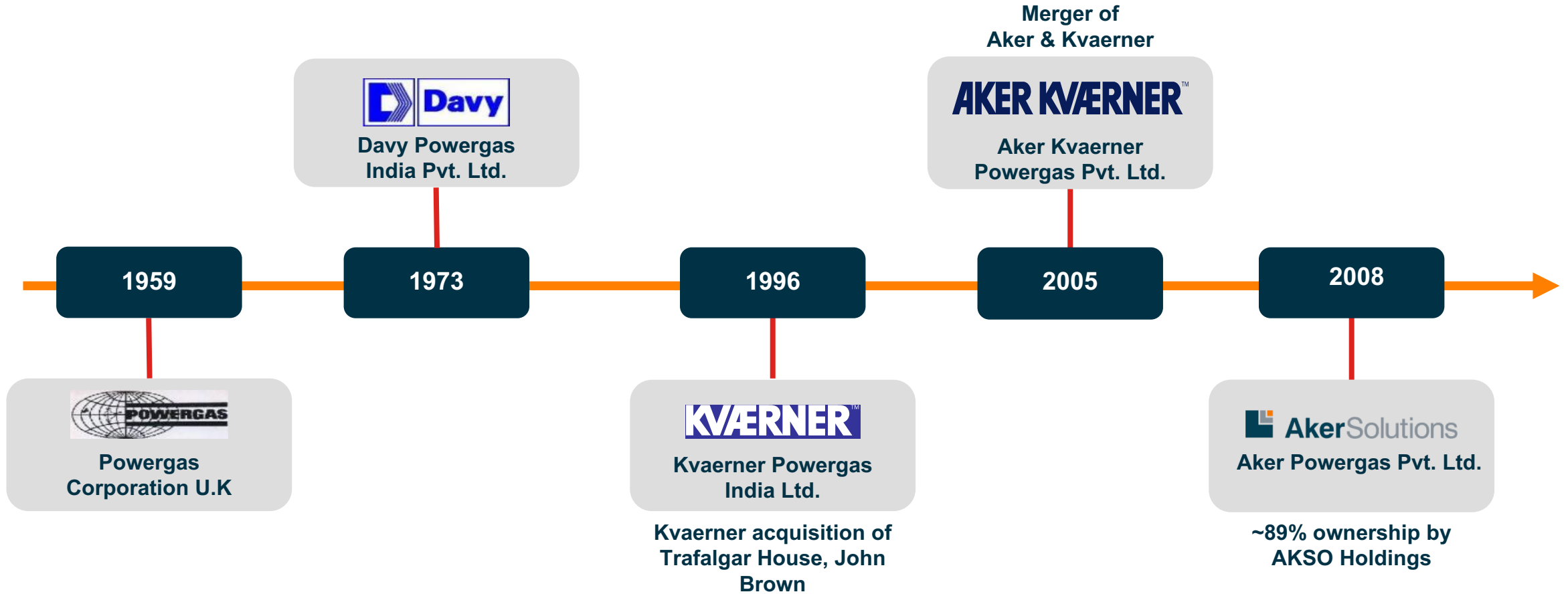
Aker Solutions has been delivering engineering services in India for over 50 years

Key Customers



Reliance, ONGC, IHI E&C, IndianOil, Statoil, Total, Lundin, ConocoPhillips

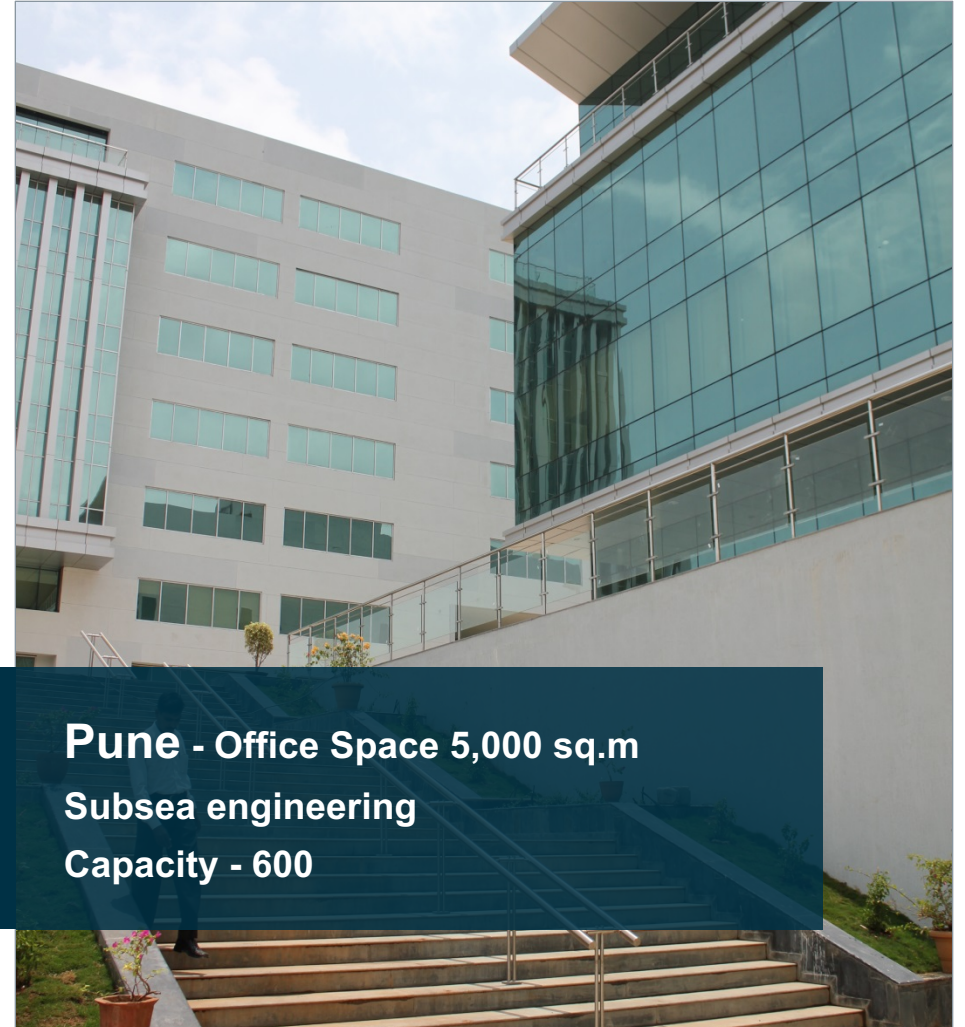
India - The Aker Powergas journey



Aker Powergas offices



Mumbai - Office Space 22,000 sq.m
Greenfield and Brownfield engineering
Capacity - 700



Pune - Office Space 5,000 sq.m
Subsea engineering
Capacity - 600

Expertise

From subsea to surface and concept to decommissioning, our technical expertise and strong partnerships provide energy companies what they need to succeed

Field Planning, Feasibility and Concept Studies

Fixed and Floating Production Systems

Hook-Up and Completion

Maintenance, Modifications and Operations

Carbon Capture, Utilization and Storage

Asset Integrity Management

Subsea Pumps, Compression and Processing

Subsea Production Systems

Lifecycle Services

Decommissioning

Global Workshare

What is workshare?

Workshare is how Aker Solutions share work internationally within the company



Why use workshare?

- Original driver: Low cost
- Now: Capacity and competency



Customer value proposition

- **Reduced cost**
- **Consistent quality**
- **Reliable** delivery
- **Global access** to competence
- **Flexible resource** pool



Workshare challenges

- Include Workshare in the complete **value chain**

Positioning phase

Tender phase

FEED phase

Execution phase

- Prepare smart **scope split**

- Involve Contract Office and Workshare Entity in scope split
- Include IT system set-up in scope split

- Create **trust**:

- Client
- Tender and Project management
- Discipline Lead and Group Lead

- **Cultural awareness**:

- Languages
- People and culture
- Time zones

- Workshare requires **familiarisation** activities

- Requires video equipment and proficiency



Meeting the challenges - Collaboration

Communication tools

Peer to Peer
Skype

Video Conference
Skype, Cisco/Tandberg

Project Familiarisation
Meet, Train, Share point sites

Project Academy
On-boarding
Building virtual teams
Cultural intelligence
Tools training

Collaboration



Workshare support

Global Mandate

Brownfield

Ulf Abrahamsen



Greenfield

Tor Olav Olsen



Local Brownfield coordinators

Mumbai

Lily Mendes



Stavanger

Synnøve Aadnesen



Bergen

Trine Lepsøe



Trondheim

Stefania Gemignani

Workshare in Aker Solutions - Conclusions

- Long term strategy
- Cross-culture work
- Patience and endurance
- Challenging - and rewarding!





Copyright and Disclaimer

Copyright

Copyright of all published material including photographs, drawings and images in this document remains vested in Aker Solutions and third party contributors as appropriate. Accordingly, neither the whole nor any part of this document shall be reproduced in any form nor used in any manner without express prior permission and applicable acknowledgements. No trademark, copyright or other notice shall be altered or removed from any reproduction.

Disclaimer

This Presentation includes and is based, inter alia, on forward-looking information and statements that are subject to risks and uncertainties that could cause actual results to differ. These statements and this Presentation are based on current expectations, estimates and projections about global economic conditions, the economic conditions of the regions and industries that are major markets for Aker Solutions ASA and Aker Solutions ASA's (including subsidiaries and affiliates) lines of business. These expectations, estimates and projections are generally identifiable by statements containing words such as "expects", "believes", "estimates" or similar expressions. Important factors that could cause actual results to differ materially from those expectations include, among others, economic and market conditions in the geographic areas and industries that are or will be major markets for Aker Solutions' businesses, oil prices, market acceptance of new products and services, changes in governmental regulations, interest rates, fluctuations in currency exchange rates and such other factors as may be discussed from time to time in the Presentation. Although Aker Solutions ASA believes that its expectations and the Presentation are based upon reasonable assumptions, it can give no assurance that those expectations will be achieved or that the actual results will be as set out in the Presentation. Aker Solutions ASA is making no representation or warranty, expressed or implied, as to the accuracy, reliability or completeness of the Presentation, and neither Aker Solutions ASA nor any of its directors, officers or employees will have any liability to you or any other persons resulting from your use.

Aker Solutions consists of many legally independent entities, constituting their own separate identities. Aker Solutions is used as the common brand or trade mark for most of these entities. In this presentation we may sometimes use "Aker Solutions", "we" or "us" when we refer to Aker Solutions companies in general or where no useful purpose is served by identifying any particular Aker Solutions company.