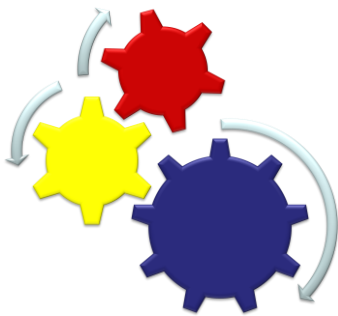


### Strategy consulting

Crondall Energy is a business which specialises in floating production and subsea engineering and consultancy. Clients are accessing a dedicated team whose entire focus is on these technologies. Whilst other consultancies offer a “we can do anything in oil and gas” service, Crondall Energy focus on the technology areas where we believe our high level of expertise can make a real difference to your project.



Whether you are planning a new project with an FPSO, investigating entry into the floater and subsea market as an investor, re-negotiating an existing FPSO/FSO contract, or simply wish to better understand the supply chain, Crondall Energy’s consultants have a wealth of consulting experience to support your plans. Crondall Energy’s senior strategy consultants are experts in the field and have been variously involved in:

- Setting up FPSO contractor organisations;
- Commercial management of FPSO and FSO contractors;
- Management and delivery of complex FPSO projects;
- Leading engineering projects;

- Advising banks on investments in the sector;
- Advising contractors on market entry and product development strategies.

They have the expertise to make a real difference to your project.

### Case Study: FPSO procurement strategy development

From Crondall Energy’s consulting work, we see four elements as key for a successful FPSO procurement strategy:

1. A clear strategy and scope definition for the execution of project and for the procurement of the FPSO;
2. A clear understanding of the compliance requirements of the bodies that have jurisdiction over the development – and ensure that these requirements are fully integrated into the definition of the FPSO facility;
3. Clear, detailed and unambiguous technical definition of the configuration of the FPSO facility during the definition phase – and use of this detail as the basis for the contracts in the execution phase.
4. A procurement process that allows and encourages competition from the supply chain.

This philosophy is used as the starting point for all the FPSO projects where Crondall Energy supports the development of the project execution strategy.