

Case Study: Contracting strategy for 3 billion \$ drilling campaign



Situation

INDECO's client, an operating company of a National Oil Company in the Arabian Gulf, wished to establish a contracting strategy for its 5 year, US\$3billion drilling campaign from a series of newly constructed artificial islands in the Arabian Gulf.

Approach

INDECO deployed a team to the Middle East to assess the scale of the drilling campaign, the logistical support necessary to support the delivery of such a campaign, and to understand capabilities and capacities within the existing supply chain.

INDECO developed a contracting strategy to include opportunities to leverage synergies with other operators, to develop the existing supply chain, to examine the added value opportunities of deploying integrated service contracts and to explore opportunities to open the supply markets to new entrants.

Impact

The proposed contracting strategy was fully accepted by the client organization, and was implemented across all drilling operations.