

# Collaborative Behaviours Case Study: Maria Project

## Background

Wintershall required a full workover system for the Maria project and approached Expro's subsea team for the solution. The team supplied an Expro Landing String Assembly (ELSA) and associated equipment for seven horizontal Xmas tree runs, seven completion installations, and five wells cleaned/flowed back.

## Critical behaviours (tick all that apply)

Reasonable     Aligned     Strategic     Learning     Change     Respect     Accommodating     Openness

## Description – how were critical behaviours exhibited?

Expro and Wintershall's "one team approach" ensured the highest standards of safety, quality and personalised customer service. Early engagement with Wintershall, and subsequent third parties, resulted in a fully integrated project team with the goal of delivering the project within budget, without compromising safety and performance. Early alignment, a flexible approach and increased levels of communication helped the project team to identify solutions that were cost effective and efficient.

This integrated approach allowed Expro to become the single vendor interface for the Maria project. Thanks to the excellent project management and communications skills displayed, the partnership contributed to the project being delivered 20% under budget.

## Outcomes – impact of collaboration

This project was an excellent example of early engagement and continual customer interface through an open and honest working relationship. Collaboration with a trusted partner allowed for a solutions driven approach, resulting in first oil being delivered one year ahead of schedule.