

Collaborative Behaviours Case Study template: Quad 208 seismic

Background

- Period: Q3 2018
- Headline description: Collaboration between asset owners and contractors to significantly accelerate the acquisition of 3D seismic, adding value to the benefit of all parties, despite the lack of a well established contractual framework
- Companies/Organisations involved: BP, Shell, CGG

Critical behaviours (tick all that apply)

Reasonable Aligned Strategic Learning Change Respect Accommodating Openness

Description – how were critical behaviours exhibited?

- **Aligned:** BP and Shell were successful in the 30th round Quad 208 area
- **Openness:** BP and Shell were open to significantly accelerate seismic acquisition if market dynamics made this attractive. However there was no underpinning commercial framework to facilitate this accelerated activity. Additionally, to commence the seismic acquisition at the end of the contractors committed activity in August 2018, the joint venture had to decide and commit within an extremely short time frame.
- **Reasonable:** BP and Shell owned the opportunity and resolved problems together in a practical, timely manner. Normally it would have taken ~12 months to procure and contract seismic acquisition
- **Accommodating:** The joint venture acted extremely collaboratively, with both partners attending meetings with CGG and all parties working together to resolve issues as they occurred
- **Respect:** CGG listened to the JV issues and responded with innovative solutions and operational flexibility; facilitating the efficient closing of contractual negotiations
- First ever rich azimuth acquisition in North West Europe commenced approximately 7 weeks after discussions were initiated

Outcomes – impact of collaboration

- Seismic interpretation will begin in Q4 2018, 1 year earlier than anticipated.
- Positive relationships were built between all parties and the Joint Venture has a good foundation for the future.
- Demonstrated that ways of working can be changed
- Good economic outcomes for all parties.