



Getting it done

Flexibility and cost-efficiency

Tore Fjukstad, 15. mai 2014



A challenger in the oil & gas industry

Supplier of engineering and fabrication services

- 60 engineers/PM
- 120 operators

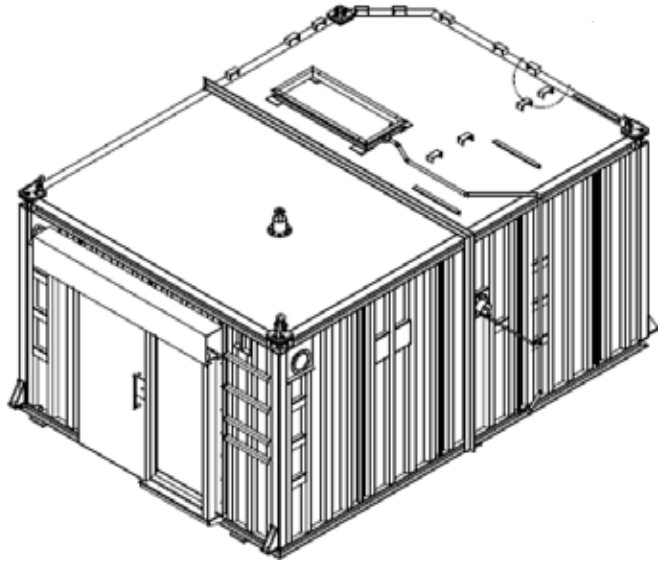


Our primary focus is EPC contracts

Head office in Oslo and fabrication in Østfold and Poland

- Establishment in Finnmark under development

Not exactly a spectacular delivery....



What happened?

- Unclear specifications and documentation requirements
- Lack of decisions
- Contract with frame agreement company
- Inexperienced client project team, mainly consultants
- Many of them

Original budget:

■ Make module	4,0
■ Client handling	<u>0,5</u>
■ TOTAL	<u>4,5</u>



Realized costs:

■ Make module	6,0
■ Client handling	<u>1,5</u>
■ TOTAL	<u>7,5</u>

66 % higher cost than necessary.

EPC contract with operator

- 3 manifolds with valves and equipment – 300 tons
- Ordered July 2012
- Delivered July 2013 at agreed time and cost
- Total redesign during project due to new soil data and interfaces



Success factors

- Contract and communication directly with operator – fast decision making
- Operator team was «on» and solution oriented
- Design and redesign effectuated efficiently
- Flexible fabrication set-up
 - Rough steel construction in Poland
 - Completion, outfitting and testing on own site in Norway

Utilize cost efficiency and flexibility

Client: Demands and project follow-up

Jotne : Project Management

Design
Engineering
Norway

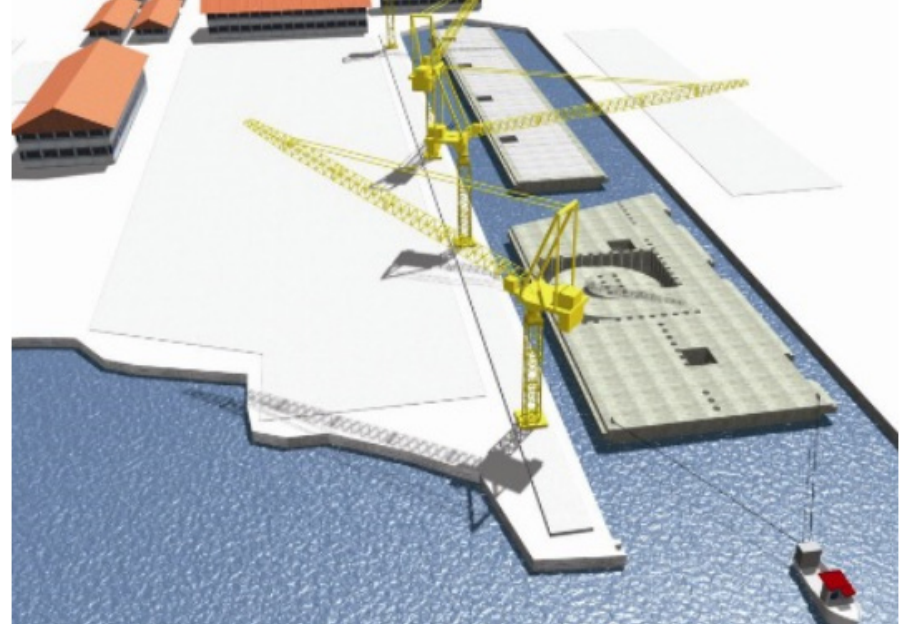
Fabrication of
basic
constructions
Poland

Assembly
Outfitting
Norway

Testing
*Jotne Test
Center
Norway*



Jotne TestCenter



TEST ENGINEERS

- Subsea testing
- Break testing
- Tension testing
- Load testing
- Testframe fabrication
- ..and more

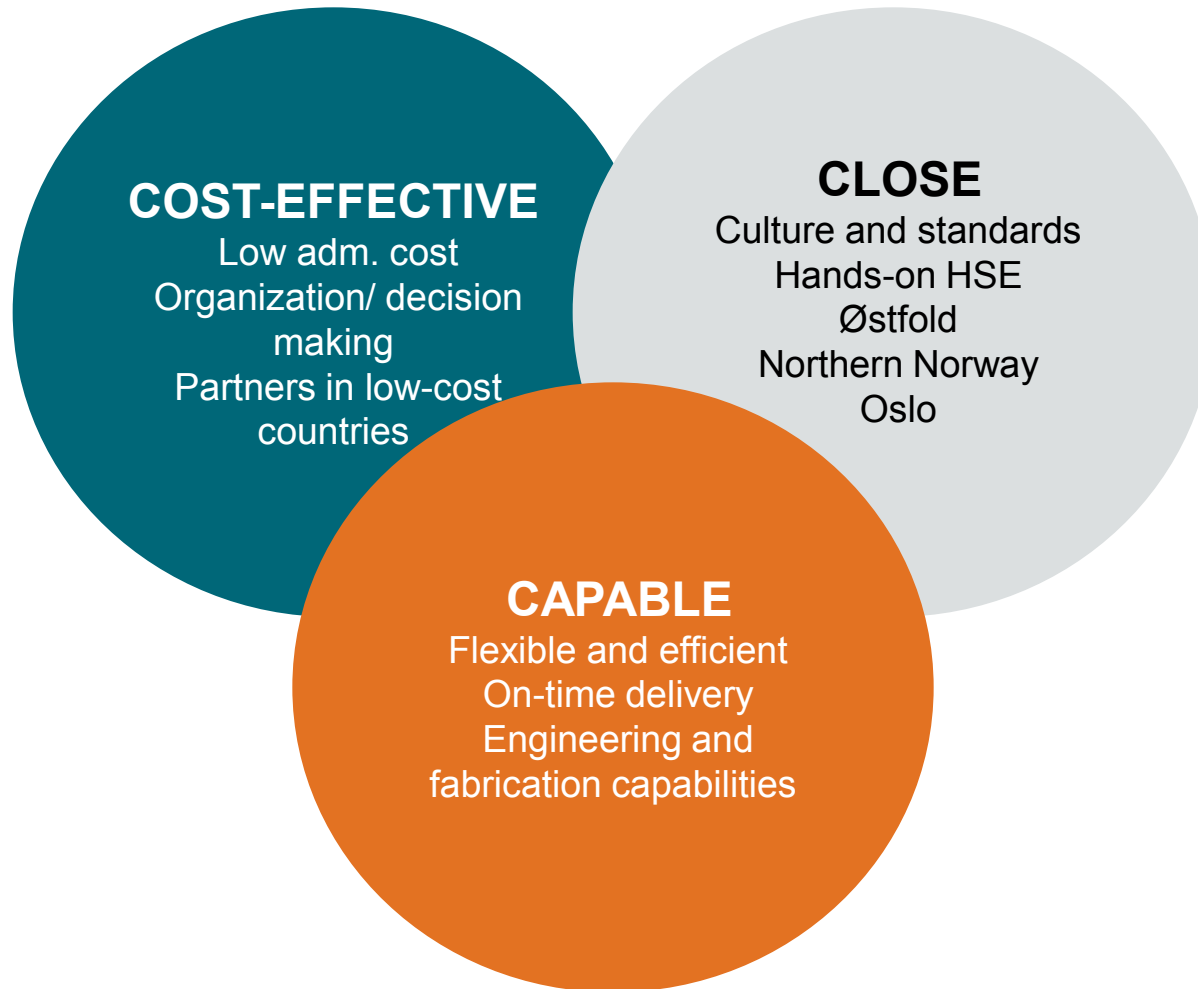
DOCK

- Length 288 m
- Width 40 m
- Depth gate 7 m
- Depth water 9 m
- Dock side cranes 1 x 127 T
- 1 x 50 T

FABRICATION HALL

- Length 160 m
- Width 28 m
- Height 15-18 m
- Certified cranes 2 x 50 t

Path forward



Getting it done

www.jotne.no