

PerspECCtive

Theme:
Doing More with Less: A Roadmap to Capital Efficiency

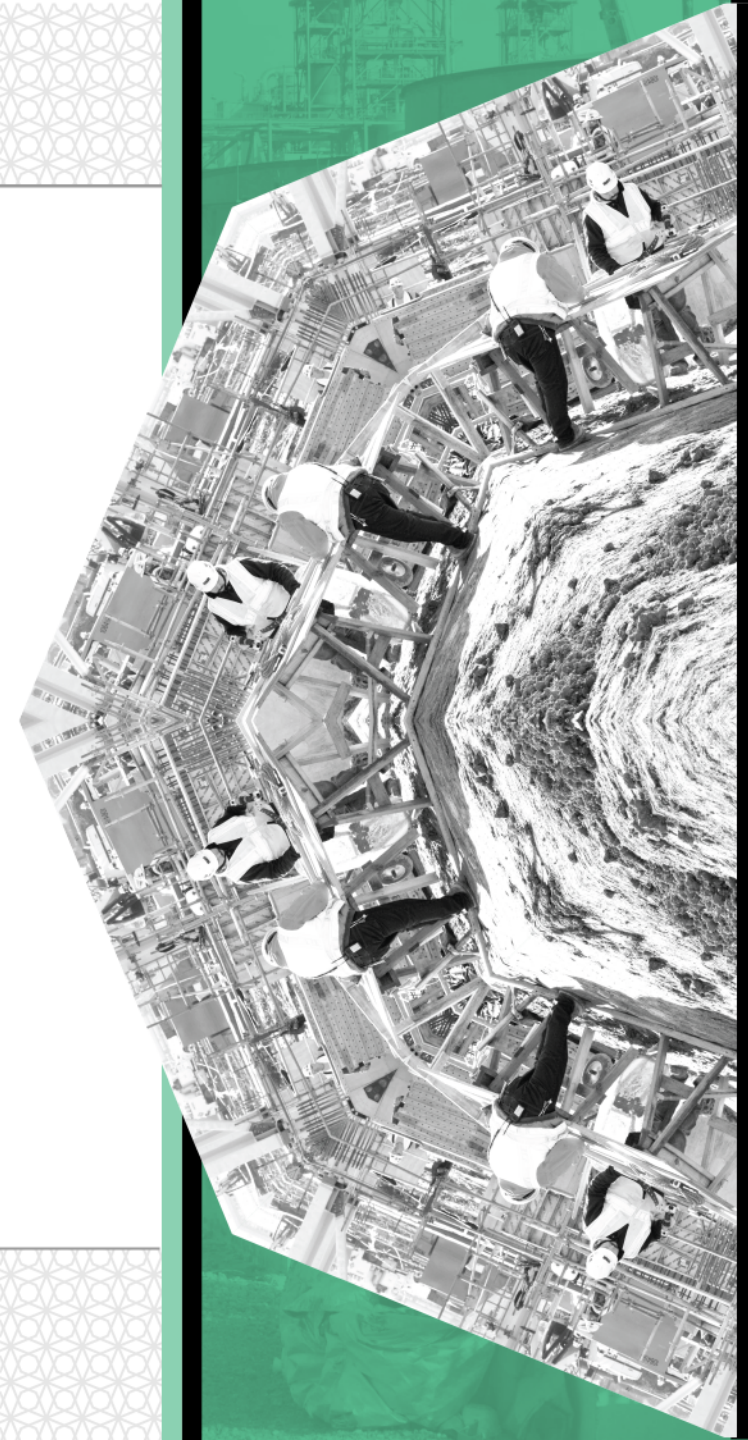
Driving Competitiveness in Small Capital and Portfolio Projects



Year:
2017

Date:
Sept. 6-9

Location:
Boca Raton, FL



Driving Competitiveness in Small Capital and Portfolio Projects

Facilitator



Anthony Caletka

Principal - Capital Projects
and Infrastructure, PWC

Panel Members



Tim Rowe

VP Freeport Technical Site
Support, BASF



Sandy Lee

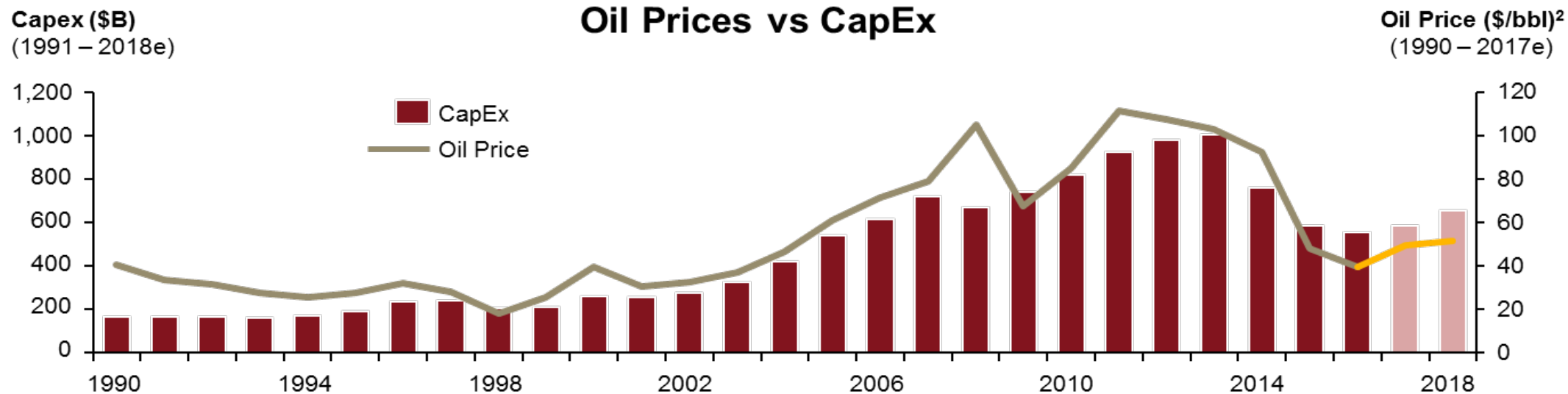
Vice President Project
Services, S & B



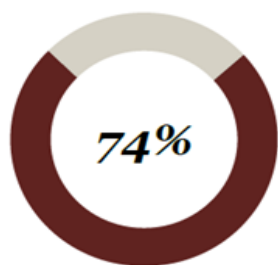
Heath Satterfield

Sr Manager - E&P Project
Management and
Continuous Improvement,
Devon Energy

Grounding: Where the Upstream sector was (2015/2016)

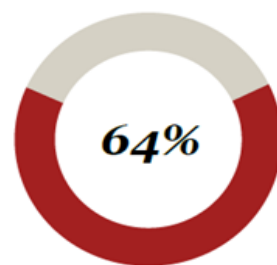


Energy executives see the demand...



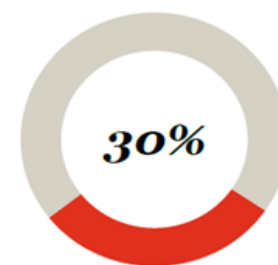
74% of the 600+ energy leaders see **capital efficiency** as a **business imperative** (2015/2016)

...and are driving to meet that demand.



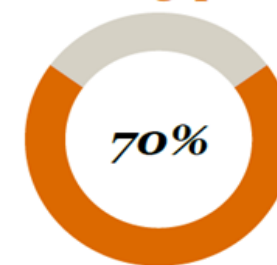
64% have implemented both **cost-reduction** and **capital-allocation** efforts to utilize their capital more effectively

Getting started...



30% attempted stronger capital project controls to drive returns on capital employed (ROCE)

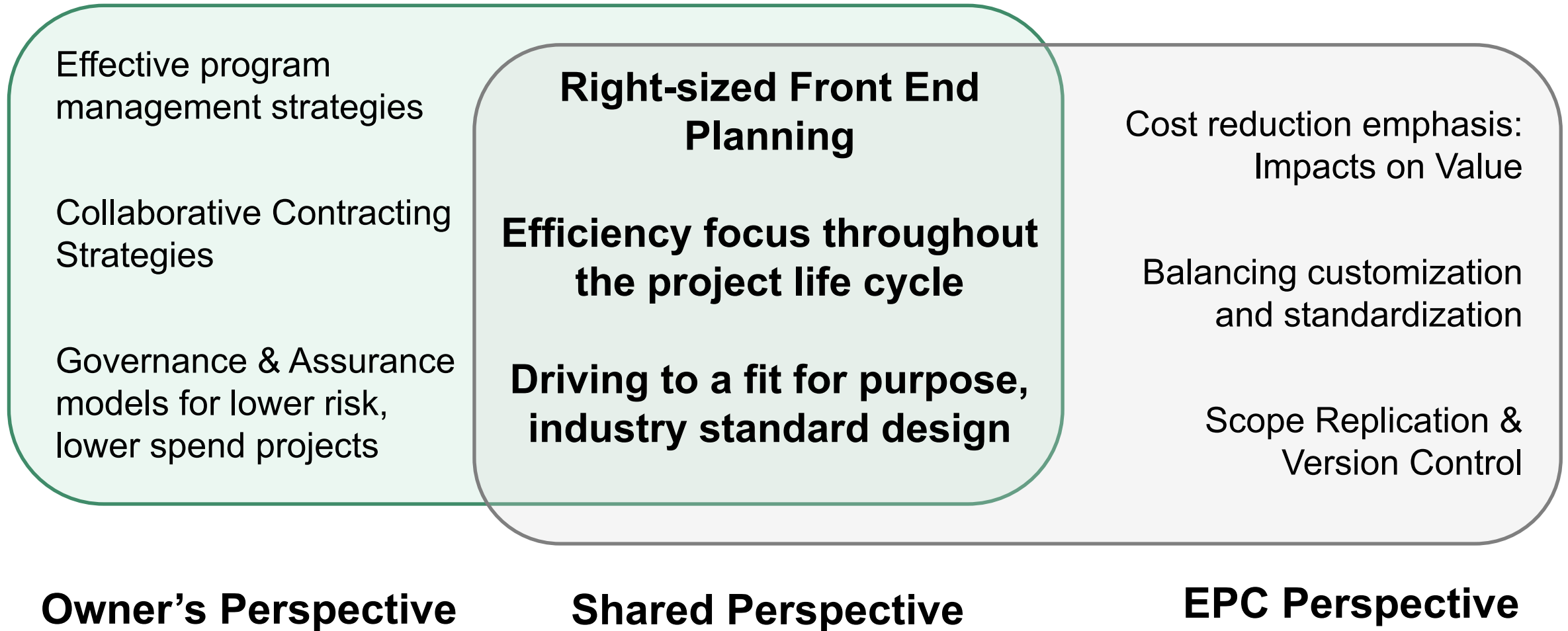
It's time to close the gap.



Over 70% believe their organizations' ability to drive capital efficiency **was not** at a high level of maturity

ECC Future Leaders Pre-Conference Survey:

What is most important in Competitive Small Capital and Portfolio Projects?



Panel Question 1:

How has the lower for longer oil price environment impacted your company and

What does it mean to be competitive in this environment?



Panel Question 2:

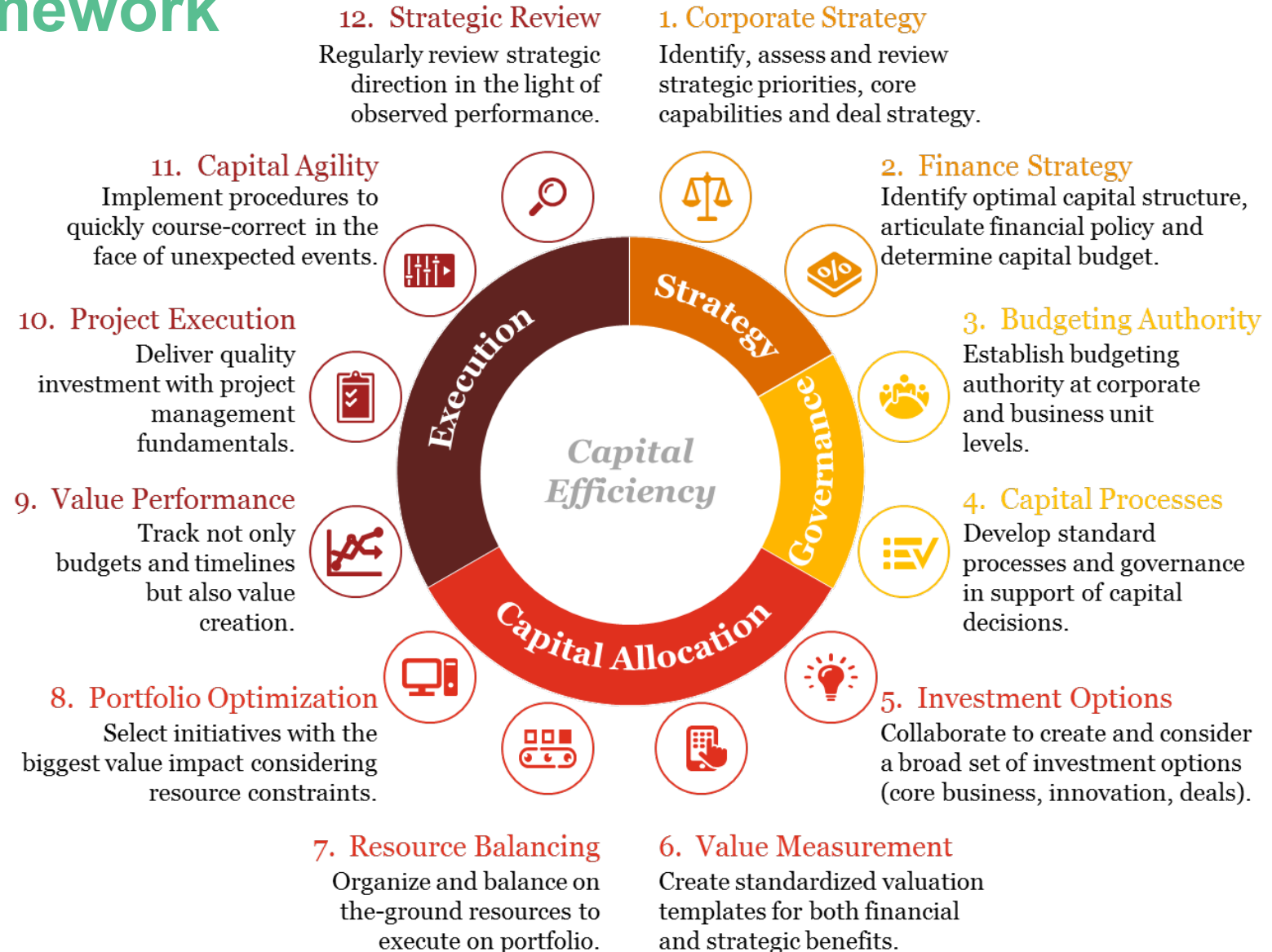
How do you define *capital efficiency*?



Capital Efficiency Framework



Link to Whitepaper:
[Driving capital efficiency to fuel oil and gas projects](#)



Panel Question 3:

What approach do you take regarding tools, processes or other methods that are different, when delivering competitive small projects or portfolios?



Panel Question 4:

How do you recommend balancing resources (demand) and priorities for a portfolio of small projects, with different customers or competing business drivers?



Final Thoughts:

Any last thoughts?



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*Competitiveness and Capital Efficiency are universal, **Strategy** is specific*

Trust based relationship saves owners money by reducing lag - "Speed to market"

*Schedule slip is the enemy of competitiveness – **predictability, less variability***

*Cut and cope mindset – some things need to be forced to **change culture***

*It takes the right person to **succeed in "Small Projects"**
(Mega Projects are different, but the right solution can be scaled up or down)*

*Demand planning is a shared interest item that **drives competitive outcomes***

*Culture is most important, **process definition** is second, **tools and applications** are tethered to success*



Questions from Audience

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