GCE Subsea Innovation Day
Thursday 26th of April

Lessons Learned

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TECHNOLOGY

FROM
HYDRAULIC

TO
ELECTRICAL
TECHNOLOGY

FROM
RISER

TO
RCD RISERLESS
Lessons Learned

- Investment - funding
- Government money
- Wages – employee or consultant
- Patent costs - nationally and internationally
- Travel expenses
- Resistance to change – hydraulic to electrical
- Competitors – destructive technology
- Difficult sales job - operators and drilling companies
- Small company
- Market understanding
- Company shares - investors or acquisitions
ESD BOP System Overview

- ESD BOP
- Radial Annular
- GateRam
- Single and double blocks
- Bonnet & Block
- Fixed Pipe Ram
- Comb pipe & Test Ram
- Variable Pipe Ram
- Blind Shear Ram
- Patent pending
Lessons Learned

- First customer/user – What’s in it for me?
- Establishment abroad - Local requirements
- Original equipment manufacturer - OEM
- Manufacturing partners - Worldwide
- After-sales/service – Worldwide
- Acquisition of the company
BOP stack with LMRP/drilling riser and "all electric" controls.

The hydraulic equipment is stripped away.

MANY THANKS FOR YOUR INTEREST

BURN MONEY