

Exploration

Appraise

Develop

Produce

Abandon

middle ordovician kpi logical model data governance digital oilfield data ownership witsml data quality management asset data smartfield ontology data owner findability data custodian

enhanced oil recovery expert system decision support system brown field olap co2 sequestration business case approved data rotary steerable

late cretaceous ppdm stakeholder data exchange xml taxonomy knowledge management linux data security extended reach six sigma information security

middle devonian policy data quality artificial intelligence infrastructure visual basic master data data management information management database neural html web page physical security

late cambrian data security information management database neural html web page physical security

middle jurassic data security information management database neural html web page physical security

miocene kid forttran decision tree spreadsheet project manager internet email

rule based system project data ukooa internet email

oligocene petrophysicist corporate data relational database object oriented unix man-machine interface epicentre

gopher lisp

# E&P Data Management Workshop

Getting Value from Oil Industry Technical Data

2DAY WORKSHOP (10TH – 11TH MAY 2016)

TEHRAN-IRAN

هتل بزرگ تهران-۲۱ و ۲۲ اردیبهشت ۱۳۹۵



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### CBC Past and Future Events:



### Iran Offshore Projects Outlook :

On October 27<sup>th</sup> and 28<sup>th</sup> an unprecedented gathering of Iranian government and business delegates and European professionals representing top level expertise of the Oil & Gas industry took place in Castle de Wittenburg, Wassenaar, The Netherlands.

The Iran Offshore Projects Outlook 2015 hosted by the Embassy of the I.R. of Iran in The Netherlands, organised by CBC Oil & gas and BusiNow and sponsored by Bank Mellat, set the ground for a new platform, a common ground for parties interested in Oil & Gas related projects in post-sanctions Iran to exchange information, identify and seize business opportunities and expand common horizons.



**IRAN  
OFFSHORE  
PROJECTS  
OUTLOOK '15**  
THE NETHERLANDS



### Quotes from attendees:

*I would like to thank you very much for very well organizing the offshore outlook seminar, the event was very useful at the current situation for Iranian oil and service companies as well as foreign companies. I hope all participants could find the best partner for Iranian oil and gas projects and the event gives them better understanding and opportunities to be involved in our great country Iran.*

S. Mahmoud Mohaddes  
Managing Director Iranian Oil Co. (UK) Ltd

*It was truly a pleasure to have been part of the happening. It was very well organized. My compliments!*

Gert Demmink, Philip Sidney

*Thanks for the well-organized event; this was done very professionally by yourself. In my opinion you were the key to success, very well introduced speeches and speakers, excellent time management and good quality overall.*

John Boogaardt  
Schlumberger

*It was a pleasant seminar and effective for future collaboration.*

Mr. Bahaari IOEC MD Deputy-Offshore



## Joint Operating Agreement Workshop:

On 28<sup>th</sup> Feb-1<sup>st</sup> March 2016, the Joint Operating Agreements (JOA) workshop was held by CBC Oil and Gas with the support of APEC (Association of Petroleum Industry Engineering and Construction Companies) in Tehran Grand Hotel, Tehran, Iran, to introduce the oil and gas industry's joint agreements to the related companies by Dr. Eduardo G. Pereira who has received his post doctorate degree in joint agreements from Oxford university and has both the academic and the practical experience in this field.

This workshop was held to present the new form of contracts which was brought into consideration by IPC (Iran Petroleum Contract), a new pattern of Iran oil and gas industry contract introduced by Iran Oil Ministry in the post nuclear sanction era (2015).



## The main purpose of this workshop was:

- Introducing the Joint Operating Agreements.
- Bringing the international real cases into consideration.
- Reviewing the success and failure factors for JOA.
- Practicing the academic and professional experiences.
- Providing the collaboration atmosphere for the both national and international companies to share their knowledge.

## Participants:

- |   |                         |                                   |
|---|-------------------------|-----------------------------------|
| • KEPCO                                 | • OICO                  | • Arash Sazeh                     |
| • Dana Energy                           | • Parsian Bank          | • NIOC                            |
| • Tabdil Energy Paya                    | • ODCC                  | • Tehran Energy Consultants       |
| • Sazeh consultant                      | • IOEC                  | • ICOFC                           |
| • Petro Gohar Farasahel Kish            | • Global Petrotech Kish | • Shahid Beheshti University      |
| • Pasargad Energy                       | • PAM                   | • Arsa                            |
| • PEDEX                                 | • APEC                  | • IMC Limited                     |
| • Water Source General Trading L.L.C    | • Pishro Haffar Energy  | • Tadbir Energy Development Group |
| • Persia Oil & Gas Industry Development | • Mapna                 | • National Iranian South Oil      |
|   | • OIEC                  |                                   |

## Evaluation:

According to the workshop evaluation, 85% of the participants evaluated the JOA workshop, practical, efficient and useful. They were interested in the subject and they are following us with our educational programs.

## E&P Data Management Workshop Introduction:

The success of any oil company depends on having the right people, the right tools, doing the right activities and holding the right technical data. Experienced personnel will all be aware of the significant business impact that inadequate technical data has had in the past.

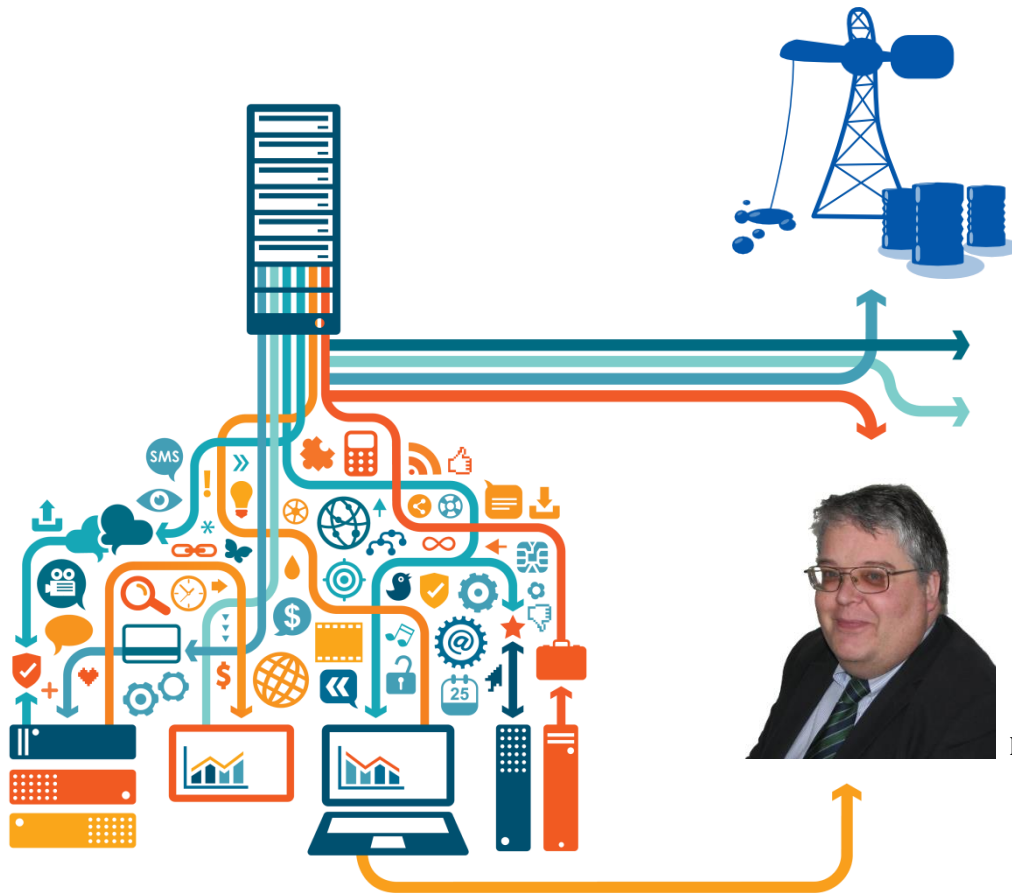
The management of subsurface technical data is an important element in running any oil company, and there is a shortage of individuals that have both experience and the insight to optimize it.

### This course:

- Introduces the principles of Information Management applied to Oil Industry technical data.
- Uses lectures and practical activities to demonstrate the business value of data management and the impact it has throughout the Oilfield lifecycle.
- Covers foundation concepts such as the standard groups of technical data, the ideal data lifecycle, improving and tracking data quality and security.
- Provides an understanding of information management in different contexts such as the operational, project and corporate systems, how these can be organized and the activities that should be conducted.
- Explores the best practices and practical implementation of effective data governance.



## Instructor:



**Mr. Steven Hawtin**  
E&P Information Architect  
Director – White Turret Ltd

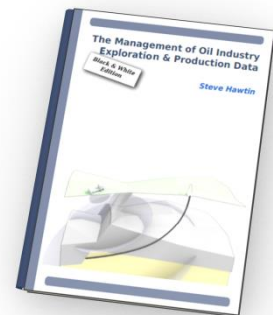
**Mr. Hawtin** has been a leading expert in the handling of oil industry technical data for more than 25 years. He devised the methodology and tools employed by Schlumberger to describe client's information landscapes and have employed those tools to assess, recommend and improve technical data handling for more than 30 oil companies in North & South America, Europe, the Middle East, Asia and Africa.

As the Technical Director of Oilfield Systems (from 1989) Mr. Hawtin oversaw the creation of specialized exploration and production tools such as GeoScene (for geologists) and DAEX (for data managers). In 2001 he joined Schlumberger as a Solution Architect and product champion for data integration. His wide experience helped build the systems to analyze the interactions between the large numbers of technical information systems employed within a typical oil company. These tools were then employed to assess client's data quality issues and recommend remedial actions. In addition to implementing the practical solutions for client issues he trained and mentored client staff and company consultants. In 2015 White Turret Ltd was founded to continue delivering advice, training and practical data improvement projects to oil companies in Europe and the Middle East.

## Mr. Hawtin's Publications:

- Data Integration Technology in Exploration & Production (1999)
- The Data Integration Spectrum (2001)
- Experience from IM Assessments: E&P Data Management in 2006 (2006)
- The Main Sequence: Matching Data Management Change to the Organization (2008) with Jess Kozman
- Applying DAMA to E&P Data (2010)
- The business value case for data management (2011) with David Lecore for Oil & Gas UK (CDA)
- The Management of Oil Industry Exploration & Production Data (2013):

This book explores how to apply the latest thinking in Data Management, Service Delivery, Project Management, Business Value Analysis, Change Management and Information Architecture to improve the handling of subsurface data. The aim of the book is to sketch out all the elements that are important in this rather large topic, to provide enough context to give newcomers a set of starting points and to introduce veterans to some unconsidered alternatives.





## Who should attend:

- ✓ CEOs
- ✓ Planning & Control Managers
- ✓ Engineering Managers
- ✓ Asset Managers
- ✓ Proposal Managers
- ✓ Business Development Managers
- ✓ Project Managers
- ✓ Subject Matter Chiefs

- ✓ NIOC
- ✓ E&P Companies
- ✓ EPC Companies
- ✓ Service Companies
- ✓ Consultants

## Agenda:

### International Oil and Gas – Professional training

#### Topic: Getting Value from Oil Industry Technical Data

Technical data is the lifeblood of any company involved in Exploration and Production. Identifying the next exploration opportunity, designing future facilities, benchmarking drilling operations and real-time monitoring of production all rely on having information that is both trustworthy and accessible. Analysis suggests that at least 30% of the value created by a typical oil company can be directly tracked to the quality of technical data it holds. Despite these well known facts, anyone who has experience working in oil companies will be well aware of instances where missing or misleading data has led directly to incorrect decisions and financial loss. This workshop explores the influence that the handling of technical data has, what can be done to ensure the right data is available to those that need it, and how oil companies around the world maximize the value that their data delivers.



## Schedule:



### DAY 1

- 8:30 Am- 9:00 Am :Registration
- 9:00 Am -10:30 Am: The Value delivered by E&P Data
- 10:30 Am - 10:45 Am: Break
- 10:45 Am – 12:15 Am: The Value delivered by E&P Data II
- 12:15Am – 13:45 Am: Break
- 13:45 Pm – 15:15 Pm: The Key Data Categories
- 15:15 Pm -15:30 Pm :Break
- 15:30 Pm – 17:00 Pm :The Key Data Categories II

### DAY 2

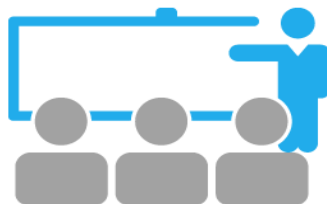
- 8:30 Am- 9:00 Am :Registration
- 9:00 Am -10:30 Am: Data Governance and Standards
- 10:30 Am - 10:45 Am: Break
- 10:45 Am – 12:15 Am: Data Governance and Standards II
- 12:15Am – 13:45 Am: Break
- 13:45 Pm – 15:15 Pm: The Data Quality Framework
- 15:15 Pm -15:30 Pm :Break
- 15:30 Pm – 17:00 Pm :The Data Quality Framework II



*The presentations will use experience of real oil companies to illustrate the current best practice in: measuring the value of data; identifying the key data categories; defining workable data standards; and tracking and improving technical data quality.*

*A number of the sessions will be practical activities with the delegates divided into groups in order to discuss and answer specific questions posed by the instructor.*

*After each group session there will be an opportunity to present conclusions and clarify the points raised.*



## Registration:

- **Venue: Tehran-Tehran Grand Hotel**
- **The course will be conducted in English**
- **Certificate of workshop participation will be issued**
- **Deadline for registration: 30<sup>th</sup> April 2016**

<b>Registration Form</b>	<b>To be sent to: razieh@cbcoilandgas.com</b>	
	<b>Session date : 05/10/2016-05/11/2016 ( ۲۱-۲۲ اردیبهشت ۱۳۹۵ )</b>	
	<b>Location: Tehran Grand Hotel, No.391, Motehari St, valiasr St, Tehran, Iran.</b>	
	<b>Participant Details</b>	
	Mr./Ms. :	.....
	Position:	.....
	Years of Experience:	.....
	Company:	.....
	Address:	.....
	Phone:	.....
Email:	.....	
<input type="checkbox"/> <b>I acknowledge receipt of CBC general sales conditions for public courses and I accept them</b>		
<b>Sign and Signature:</b>		

## هزینه کارگاه

هزینه برای هر نفر شرکت کننده ۱,۹۵۰,۰۰۰ تومان میباشد که در صورت ثبت نام بیش از یک شرکت کننده از هر سازمان به مجموع هزینه ۱۰٪ تخفیف تعلق خواهد گرفت.  
نحوه پرداخت:

پرداخت هزینه کارگاه از طریق واریز وجه به حساب شرکت ایران پایپینگ (شماره ثبت ۱۷۰۷)، نماینده شرکت CBC هلند در تهران، انجام پذیرد:

مدیر عامل: آقای مرتضی محمدی	واریز به شماره حساب: ۵۶۴۳۰۱۰۸۵۷۰۳
شناسه ملی: ۱۰۸۶۱۵۳۳۴۷۰	شماره شبا: IR24 0150 0000 0056 4301 0857 03
شماره کد اقتصادی: ۴۱۱۱۴۶۴۸۷۹۵۷	بانک سپه تهران شعبه انتصاریه کد ۵۶۴
	به نام: شرکت ایران پایپینگ کیش

## Terms & Conditions

### Enrolment

All enrolments are considered as accepted orders as soon as the enrolment confirmation issued by CBC Energy has been received and implies the client's full commitment to these Terms & Conditions which prevail over all other Customer documents, including general purchasing conditions.

The number of participants per session is limited for the workshop limited to 50 persons.

Enrolment will be confirmed once the organization center receives a fully complete enrolment form via email, fax or mail. Incomplete enrolment forms will not be accepted.

Enrolment will be final once payment has been received in full, or once an acceptance certificate from a sponsoring organization has been received.

If the entire cost of the session is not paid 3 days before the workshop begins, CBC Energy reserves itself the right to reopen to registration the places booked by the customer, after having informed them. If full payment is received, CBC Energy will, at least 3 days prior to the start of the session, send a letter to the customer designated on the form to confirm their enrolment.

### Payment

Enrolment fees cover training (teaching, practical activities, simulators and other IT tools, documentation, supplies) as well as break-time related costs (refreshments). And do not cover transport and accommodation. The price on the order form is indicated in Euros, tax not included. VAT at the current rate will be added to the indicated price plus any other withholding taxes. All training sessions, once started, have to be paid in full. Upon request, CBC Energy may decide to apply reduced enrolment fees for job seekers.

**The training session will only be accessible to the customer once that training fee has been paid in full to the announced account by CBC Energy.**

Late fees: If CBC Energy exceptionally agrees to a payment after the session begins, any amount not paid on time will result in increased late fees set at three (3) times the legal interest rate. These late fees can be requested by right until full payment has been made.

The paid invoice is sent to the Customer at the end of the training session. A duplicate is available provided that the customer requested it on the enrolment form.

### Payment by a sponsoring organization

If the customer wishes to pay using a sponsoring organization, the following procedures should be followed:

- Before the start of the session, a request for direct billing should be issued and accepted;
- This shall be indicated explicitly on the enrolment form.
- The customer ensures the completion of payment by the designated organization.
- CBC Energy will provide the customer with all documents needed to make a sponsoring request.
- If the sponsoring organization only bears part of the training cost, the remaining amount will be charged to the customer.
- Only payments by sponsoring organizations before the deadline of training will ensure enrolment and access to the training.
- If, for whatever reason, the sponsoring organization doesn't pay, the Customer will be charged the full training amount.
- At the end of the session CBC Energy or its assigned parties will arrange the sponsoring organization an invoice along with a copy of the certificate of attendance signed by the participant.

### Cancellation

#### By the Customer:

Cancellation by the customer shall be sent in writing to CBC Energy.

In the eventuality of a cancellation, even due to force majeure, less than 5 calendar days before the beginning of the session, 50% of the enrolment fee will be charged, except if a participant from the same company takes the participant's place. Such a replacement must be communicated to CBC Energy and confirmed by sending a new enrolment form.

In case of non-cancelled enrolments (including absenteeism or dropout), 100% of the enrolment fee will be charged. In case of an unforeseen departure, justified by the Customer, the participant may be authorized to

take part in a later session with the prior consent CBC.

#### By CBC Energy:

CBC Energy reserves itself the right to cancel or postpone a session, especially if there are an insufficient number of participants. The customer will be notified by telephone at least 1 week before the session was due to begin. The cancellation will be confirmed in writing.

The payments received will be fully refunded. No compensation on behalf of CBC Energy will be given to the Customer due to cancellation or postponement of a session.

### Force Majeure

The party prevented from carrying out its obligations due to force majeure shall inform the other party in writing via registered mail with acknowledgement of receipt, providing all relevant justifications, and will do its utmost to reduce any damage caused to the other party as a result of this situation. This excludes a party's internal strikes, methods of payment and payment capacities of each party.

The obligations of a party affected by a Force Majeure are suspended, without penalties, until the effects of this cause disappear. Each party will bear the cost of all fees incumbent upon them, as a result of the Force Majeure.

In case of a Force Majeure lasting over thirty (30) days in a row, the party which the force majeure is opposed to may terminate the order immediately, by right and without compensation.

### Termination

In case the customer does not comply with the aforementioned obligations, CBC Energy will send a letter of formal notice via registered mail with acknowledgment of receipt, demanding compliance within thirty (5) days of the date of dispatch. Past this deadline, if the customer has not met the requests of the formal notice, CBC Energy may terminate the order and request compensation.

### Insurance – Responsibility

The customer will take out and maintain all insurance policies at his own cost and for the entire duration of the session, covering risks, responsibilities, direct or indirect damage and any illness contracted by the participant(s), with reputedly solvent insurance companies. The customer will compensate CBC Energy for any loss, damage or harm caused by its participants to workshop, its instructors or partners.

Each party remains liable for damages made to its property and for personal injuries suffered by its employees, regardless of the cause or reason of that damage, during the undertaking of the training session, except gross negligence or willful misconduct by this aforementioned party, or one of its employees.

In any case, CBC Energy shall not be liable for any indirect or consequential loss as a result of financial, commercial or any type of prejudice caused directly or indirectly by the use of the information transmitted within the framework of its training sessions.

### Confidentiality and property rights of training documents

The customer is subjected to confidentiality obligations concerning all documents and information communicated during the session, regardless of their medium, which are indicated as confidential. The customer shall ensure that all their staff and more generally speaking all people in contact with CBC Energy comply with this obligation.

More specifically, CBC Energy may provide participants with documents on various formats (e.g. paper, audio, audiovisual, IT or multimedia). Any direct or indirect reproduction, adaptation, alteration, representation or distribution by the customer, regardless of the format, of all or part of the training documents created by CBC Energy and/or the information contained in them, for staff not taking part in training sessions or third parties, will require CBC's prior written agreement. Under no circumstances shall the customer make any copies, in any shape or form, with the aim to sell, organize or conduct training sessions.





### CBC Energy - bridging Iran & Europe

CBC is a client driven, independent consultancy firm liaising between Europe and Iran by providing in-depth market intelligence and strategic advice for Oil & Gas projects.

CBC provides a comprehensive range of consultancy services in the Oil & Gas industry



**Lisa Compter**  
Administrator

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**Razieh Tavallaei**  
Program Manager

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