

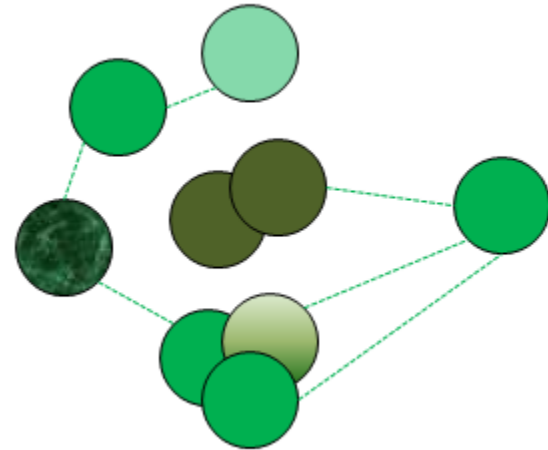
Growing Collaboration Clusters

Callum Falconer



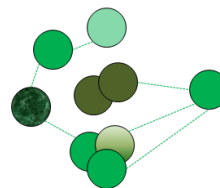
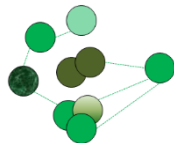
Fifty Shades of Collaboration

- Collaboration means different things to different people.....
- But what does it look like....
 - What is the breakthrough?
 - What is the catalyst?
 - How do we shift the inertia?
 - What is the show and tell?
- We think its an attitude, a willingness to
 - **Share** information and lessons
 - Form part of a **joint programme**
 - Be **Active** in doing work together
 - Be **Passive** in listening and assuring
- We think it should include
 - Operator with operator
 - Operator with supply chain
 - Supply chain with supply chain
 - All with regulator
- It **cannot** be mandated



Why should we collaborate?

- Decommissioning is inefficient and expensive
- We need to change this and improve value
- Collaboration will uncover good ideas
- Good ideas deserve connection, not protection
- Connection, challenge and review provide assurance
- Assurance improves decision quality
- Decision quality improves outcomes and predictability



Collaboration – The Prize

- ~ 30% cost reduction
- Doing the right thing
 - Validating current scope and regulatory environment
- Doing the thing right
 - Learn from those that have been there
- Eliminating duplication & driving efficiency
 - Sharing information
 - Sharing learning's and work efforts
- Pushing industry bodies to work collaboratively
 - With a common goal, a common language, a common plan
 - Discrete deliverables assigned to those best placed to achieve them
- Current Marathon 'clusters'
 - Stakeholder engagement, compliance, cost estimating.

