

# **Is the UK Onshore Disposal Supply Chain-Match Fit?**

*“A player and a Fans Viewpoint”*

Decom NS Lunch & Learn

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# The Pitch

- Who is Mark Stanley?
- Astonglen Decom ***'inventory to recovery'***
  - Strategic support through the recovery phase
  - **Clients**; Operators, removal contractors, ports, environmental service companies, dismantling contractors, reuse and salvage brokers.
  - **Services**; strategic advice, development support; tender and bid management, waste compliance, and waste assurance services.

# News Pundits

- Scotland missing North Sea decommissioning 'open goal', warns union

**The Herald**  
sundayherald

- Scotland losing out on oil decommissioning 'because it doesn't fit SNP's political narrative'

**The Telegraph**

# 2016 Decom Recovery Results

Analyse the Post Match reports to understand why they were lost or won

	UK	Norway	Bangladesh	Turkey
Northern Producer			*	
Maersk Janice		*		
CNR Murchison		*		
Transocean Winner				*
Viking	*			

# Debunking or Alternative Facts

- Onshore disposal most visible phase of decom
- Recovery/disposal typically 1-3% of total project expenditure
- Disposal phase '*interesting*' not the '*Big-Prize*'
- **Cost** is the only market driver
- Trade in waste/secondary material is global sector
- Compliance is the quality standard

# Game Plan

- Analyse the field of play
- Study the competition
- Look at the fixture list –***winnable opportunities***
- Decom disposal is a team game

# Tactics

- Practice don't wait for the ITT
- Pick the squad
- Look at the fixture list –*winnable opportunities*

# Up Coming Fixtures

- Miller-is it already lost?
- LOGGS
- Buchan Alpha
- Dunlin
- Armada
- Etc.

**History will judge the UK performance!**



# The Big Games

- **Winning track record-Able Brent's**
- **Strong position -Sub-sea and piece small**
- **Favoured for SNS**
- **Capable and diverse waste/recovery supply chain**
- **What about Large CNS & NNS platforms ?**

# Strengthening the Squad

- Deep water

**Thank You**

