

TWWS

TECHNICAL WASTE
SERVICES



North East England
Chamber of Commerce



Internationalisation

- In economics, **internationalisation** is the **process** of increasing involvement of enterprises in international markets, although there is no agreed definition of **internationalisation**.
- Typically, **international business strategy** refers to the plans and actions of private companies rather than governments; as such, the goal is increased profit.
- **Absolute Advantage** – Adam Smith first described the principle of Absolute Advantage as the ability of a party (individual, firm or Country) to produce a greater quality of good, or service than its competitors

Decom West Africa

- Technical Waste Services contacted by Petronas to look at West Africa (Mauritania) waste procedures, policies and capabilities. With a view of being in a position to tender for the Provision of Waste & NORM Management, Disposal and various support including RPS's, Packaging and Monitoring Equipment.
- Partnered with Local company and completed GAP analysis
- Meetings with Environment Minister
- Department for Nuclear
- Port Authority
- Completed RFI and started completing procedures, creating Waste Transfer Station, Educating staff and pre Tender preparations
- These included UK audits of potential partners



- After careful consideration of a number of possible partners TWS began in-depth discussions with Augean North Sea Services.
- This was partly due to the capabilities and location of the ANSS site in Dundee.
- The ability to handle material and complete decontamination within the port was very attractive and was considered lower risk than elsewhere.
- The experience from the North Sea works give the UK a level of expertise not found elsewhere
- SEPA and the EA have permits and regulate the waste elements in such a way it gives other confidence in our abilities

South East Asia Region

- No experience in Decommissioning
- 30 Decommissioning projects already been referred to by Petronas in RFI's
- Assets from 1968 onwards.
- No real local capacity
- Will need experienced partners – Lifts, Survey, Waste, Management and Planning
- P&A works due to start late this year with 2 – 3 projects per year starting 2020/2021

- “With over 380 fields expected to cease production in the next decade, the magnitude and cost of works can no longer be ignored. Through learning from global decommissioning projects, the industry can adopt and adapt practices best suited for Asia Pacific's own set of challenges” Boston Consulting Group
- With more than 1500 number structures and more than 7000 number of wells, Southeast Asia presents a lot of opportunities for offshore decommissioning with estimated costs in excess of \$100 Billion

- Skilled Labour supply
- Equipment Supply
- Management Services
- Lifting
- Surveying
- Modeling
- Waste Management – Decontamination – Disposal – Recycling

Motivating Factors

- Experience – North Sea Operators have been there and done that. The Supply Chain has both equipment, experienced staff and learned by doing
- The UK is held up as an example of how to do things, Waste, HSE, Operations
- RISK – The prime motivating factor for Petronas when talking to TWS was brand risk – what if NORM not done properly – what if waste ends up in dessert – what if.... The ISO accreditation and UK permitting helped TWS win the work as it made us credible over other countries methods.

Lessons Learnt

- NDA's Contracts and Trust – I haven't had the easiest time in Africa
- Relationships with your Sub-Contractors are everything
- Get a clear picture of your scope
- Risk
- Contract terms to be set out in your quote/tender
- Nothing happens quickly until it does...



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