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ADAPTING TO THE NEW WORLDWIDE ENERGY LANDSCAPE

Exclusive: Alexander Medvedev, Deputy Chairman, Management Committee, Gazprom speaks about global expansion plans and the future LNG market

ADIPEC 2017 REVIEW:

Interviews and news from exhibitors of the biggest ADIPEC to date

OMAN GEO FOCUS:

We speak to PDO's MD and Exploration Director about plans for the future

FEATURE TOPICS:

ADIPEC Award winners, HSE and Petrochemicals





ENDRESS+HAUSER ACCOMPANIES CUSTOMERS ON THE PATH TO DIGITALISATION

An overwhelming response at the Endress+Hauser stand during ADIPEC'17 for the interactive sessions/ presentations on various IoT & Innovation topics reinforced the fact that the Industrial Internet of Things (IIoT) has ushered in huge potential: predictive maintenance, asset information management and device configuration are just some examples of the opportunities digitalisation has in store for companies.

Endress+Hauser are driving IIoT forward through innovative products and solutions as well as by working effectually with partners. These aspects were clearly put forth at the Endress+Hauser stand.

In today's competitive business, tackling the challenges of reducing costs, optimising processes or increasing efficiency with yesterday's solutions will not yield the required results to create a competitive advantage. Availability of big data for analysis, increased connectivity, and secure cloud



based applications etc., connect people, processes and assets, providing continuous inputs and improvement opportunities.

The advantages of digitalisation in the process industry can already be seen clearly. Increased networking opens up new opportunities in process optimisation and

increases plant efficiency. Endress+Hauser are therefore constantly increasing its offer of products, solutions and services in order to increase customers' productivity and system availability while expanding competitiveness.

Endress+Hauser are not new to IIoT. It was one step ahead on the path of digitalisation, when it introduced a pioneering sensor technology for liquid analysis in various industries over 10 years ago.

Memosens was presented with the 'Digital Champion Award' in the category Digital Products and Services in June 2017. The award is a joint initiative of the German telecommunications provider Telekom and the business magazine WirtschaftsWoche.

"Innovative products that offer our customer's genuine added value represents our best sales argument," said Dr Andreas Mayr, corporate director marketing and technology and this statement echoes the collective sentiment at Endress+Hauser. This sentiment also resonated at our stand at ADIPEC.

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A FRESH APPROACH TO TUBULAR GOODS IS BRINGING EFFICIENCIES



Abu Dhabi-based Rob O'Neill is business development director at Ramco, one of the largest independent organisations specialising in the care and maintenance of products used in the upstream oil and gas industry. The company delivers Total Tubular Management services internationally and this year celebrates its 40th anniversary. O'Neill talks to *Pipeline Magazine* about the benefits of tubular management.

The Middle East is in a unique position in terms of global drilling activity levels which have remained high in recent years in comparison to other oil and gas hubs. It may be for this reason that the region also has historically held a unique position on the management of Oil Country Tubular Goods (OCTG), where they are treated as a consumable rather than a commodity.

Operators are starting to explore the opportunity around the efficiencies available by adopting the approach of other global regions where surplus drill pipe, casing and tubulars are inspected, refurbished using the latest technology, stored and inventory managed so they can be re-used.

Ramco is mapping out the tubular process and current inefficiencies on behalf of a number of Middle East National Oil Companies (NOCs).

A change in the lifecycle philosophy of steel pipes, away from a disposable product that ends up as scrap to a commodity with future value, has the potential to reduce the cost base of drilling operations. The exercise is particularly highlighting the potential efficiencies achieved by transforming the existing process around drill site spares



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