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Verdens nordligste ABB kontor
Slik ønsker ABB å skape 50 nye
arbeidsplasser i Hammerfest

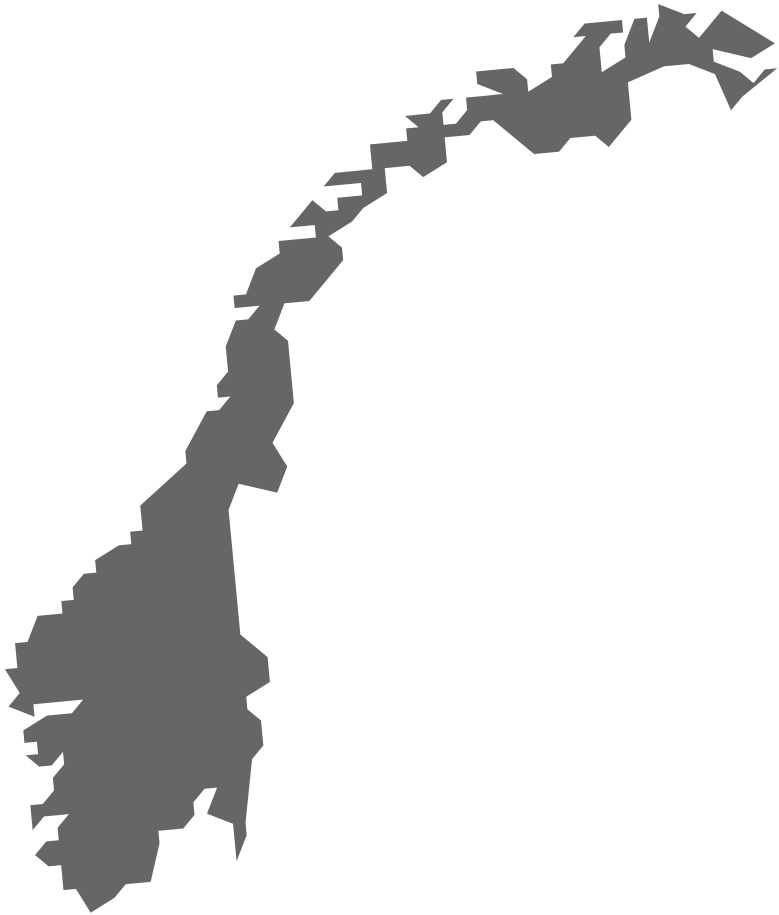
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Fakta om ABB

- ABB gjør det mulig for kundene å øke produktiviteten samtidig som man reduserer miljøpåvirkningen.
- ABBs virksomhet dekker salg, utvikling, prosjektledelse, produksjon, anleggsledelse, montasje, idriftssettelse, service og opplæring av kraft- og automasjonssystemer, og produkter innenfor marine, olje og gass, landbasert industri, energiforsyning og energidistribusjon.
- ABB i Norge har over 2000 ansatte og en årlig omsetning på rundt 7,5 milliarder kroner. Selskapet er en del av den internasjonale ABB-gruppen med rundt 130 000 ansatte i ca. 100 land.

Geografisk fordeling ansatte i ABB



▪ Antall ansatte:	ca 2000
▪ Harstad	ca. 10
▪ Trondheim	ca. 15
▪ Stord	ca. 50
▪ Ulsteinvik/Ålesund	ca. 60
▪ Bryne	ca. 100
▪ Stavanger	ca. 100
▪ Drammen	ca. 160
▪ Billingstad, Asker	ca. 180
▪ Bergen	ca. 330
▪ Skien	ca. 500
▪ Oslo	ca. 540

Pressemelding*

ABB vil ansette 50 i Hammerfest

- 2011-10-17 - ABB styrker tilstedeværelsen innen prosjektarbeid og servicetjenester i Nord-Norge og ser kraftig vekst i olje- og gassaktivitetene i Barentsregionen i årene framover.
- ABB øker rekrutteringen til det som blir verdens nordligste ABB-kontor.
- Målet er å ansette 50 høyt kvalifiserte ingeniører i løpet av de nærmeste årene. Vi øker vår tilstedeværelse i takt med utviklingen innen olje- og gassindustrien i regionen. Vi er forberedt på at arbeidet med å bygge opp tilstrekkelig kompetanse vil ta tid, men kundene forventer det av oss, og vi er optimister, sier administrerende direktør Steffen Waal i ABB.

* <http://www.abb.no/cawp/seitp202/367506a4e4b81edcc125792c003ecd68.aspx>

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Proven success

Alliance with our customers

- By continuously improving our processes and delivery mechanism for the required Operations components and CAPEX programs the alliance supports:
 - Plant Integrity
 - Safety
 - Uptime
 - Reliability
 - Supporting competitive drive
 - Unit cost of production reduction (cost per barrel)
 - Year on year elimination of non value adding activities

Value to operations, maintenance & modification

Customer expectation delivered



Draugen platform



Ormen Lange land plant at Nyhamna

- In 2007, with their ABB Service Environment™ program, ABB began providing service, system operation and preventive maintenance to Shell's budget areas: projects, operations, maintenance, and minor modifications.

Shell soon found that ABB not only kept their automation in prime condition, they also helped maximize production and maintain safe conditions.

- Saving on maintenance costs

From the beginning, ABB has worked closely with Shell to save on maintenance costs. The two companies developed long-term goals for how their integrated operations could share work processes and efficiently exchange information.

- Nils Erik Hellem, Shell contract owner

Contract model and scope overview

Business value is experienced year after year since 2007

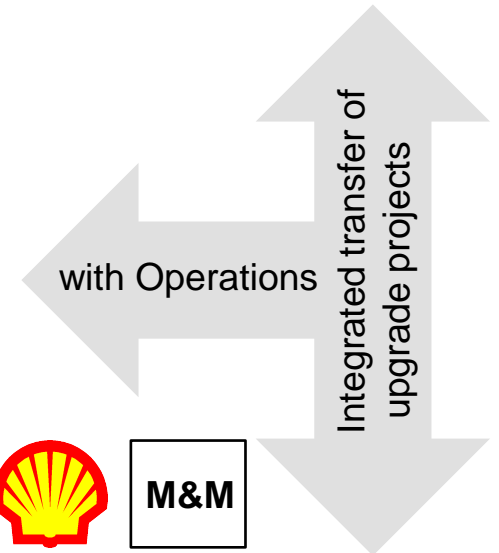
The scope in the Contract is both defined and flexible, with tasks and roles within Operations, Maintenance, Optimization and Modifications:

Draugen and Ormen Lange
Operations assistance.

Kristiansund Operations
Plant Integrity. Simulation.

Production process tuning and support.
Subject expert competence teams, tasks and modifications.

Option for ABB EPCI execution of upgrade projects



One Contract for the integrated Control system. It defines goal, scope and a quality plan for all disciplines, locations and sub-suppliers, including interface with M&M. It includes Rates, Volume discount, T&C, HES & Quality as foundation for all Orders.

Norske Shell and ABB Execute



- We bundle services, which are both functionally and operations technology interdependent, to form one team.
- The ABB Service Environment concept enhance the value of each service.
- Year on year, we assess and distill the contract scope.

ABB Service Environment

Strategic business partnership with long-term goals

Legend;

EICT:

Electrical,
Instrumentation,
Control,
Telecommunication

O, M&M, U:

Operations,
Maintenance &
Modifications,
Upgrade

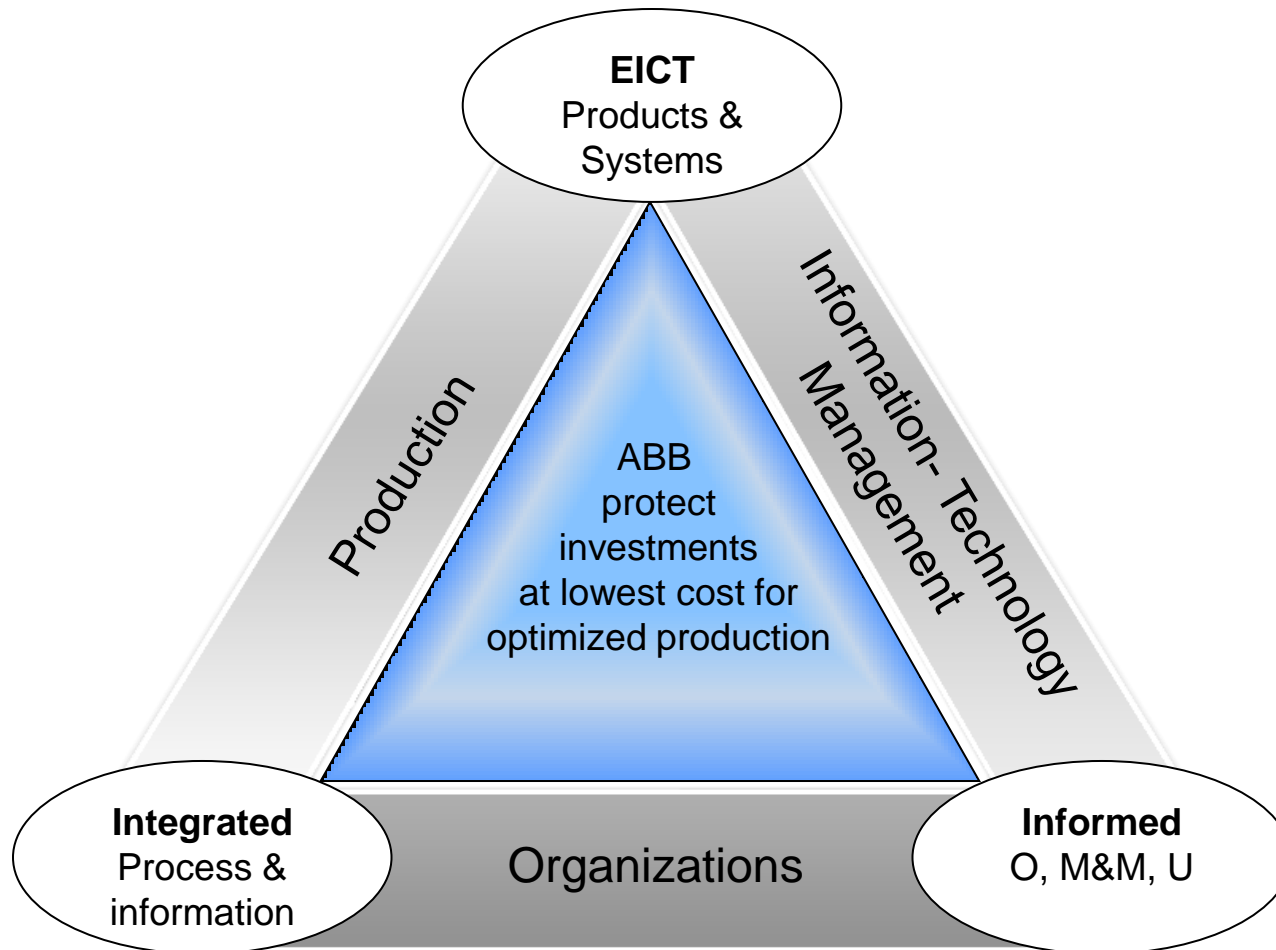


ABB local presence, global knowledge. Contract value examples;

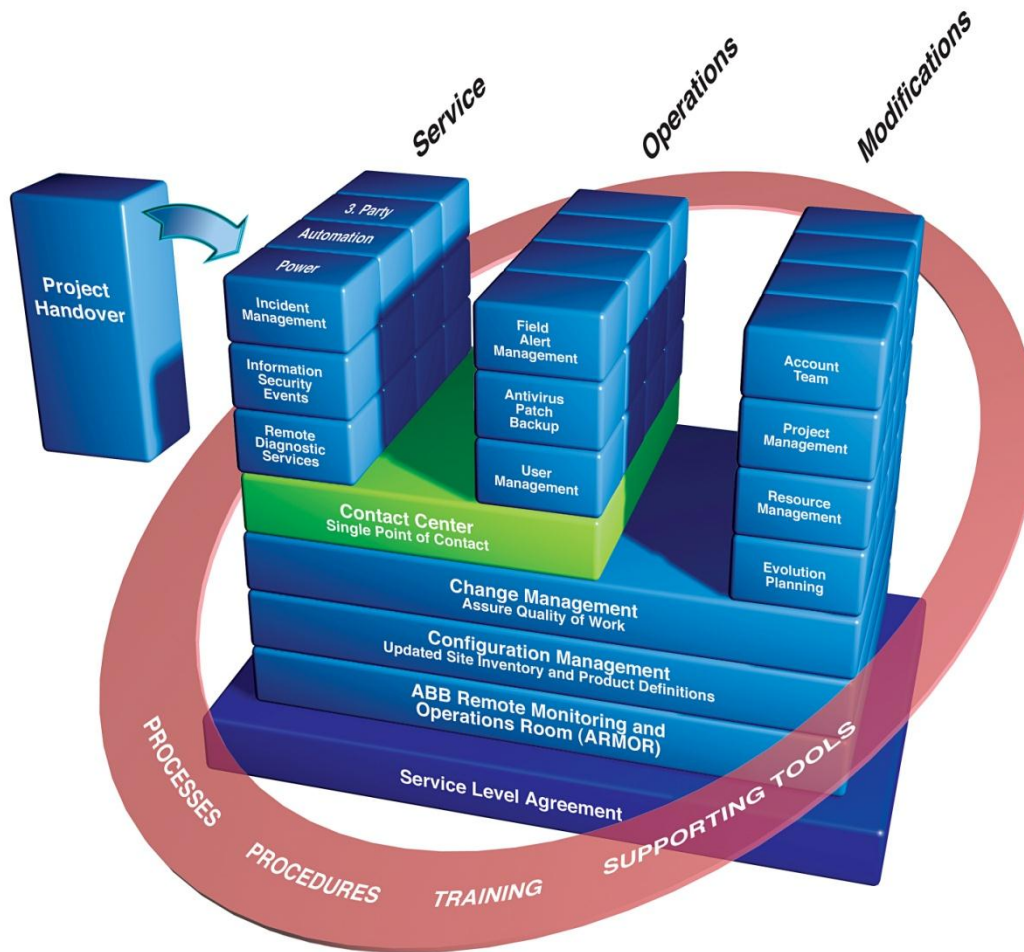
Max production:
100 MUSD in savings accumulated

Reduced OPEX on required manning through flexibility and remote work:
13.400 man hours of expert work performed remotely.

Lowest cost through flexibility and use of required resources sharing data and work processes across O,M&M, U and sub-suppliers:

Up to 50% cost reduction is realistic as compared to traditional M&M contractor project execution model.

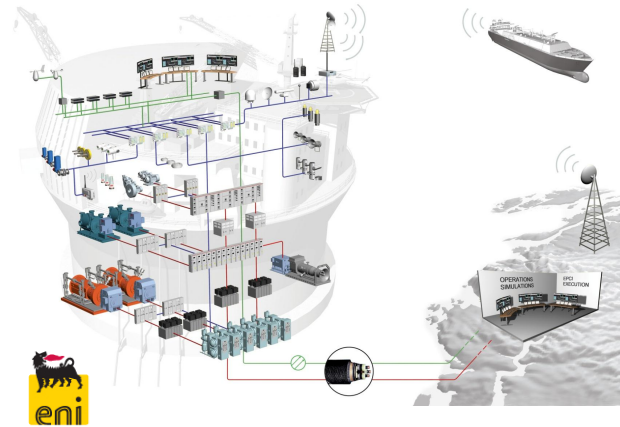
ABB Service Environment Concept overview



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Oil and Gas is a pillar for ABB in Norway



- Alliances with Operators is a foundation for success in Hammerfest.
 - Hammerfest LNG, Statoil
 - Goliat, ENI Norge
 - Win future field developments

ABB integrated systems and products

Electrical, Instrumentation, Control and Telecommunication

ABB EICT scope for the Goliat FPSO:

Power from shore
Electrical equipment and power system

Instruments & valves

Safety & Control equipment, system applications and interfaces

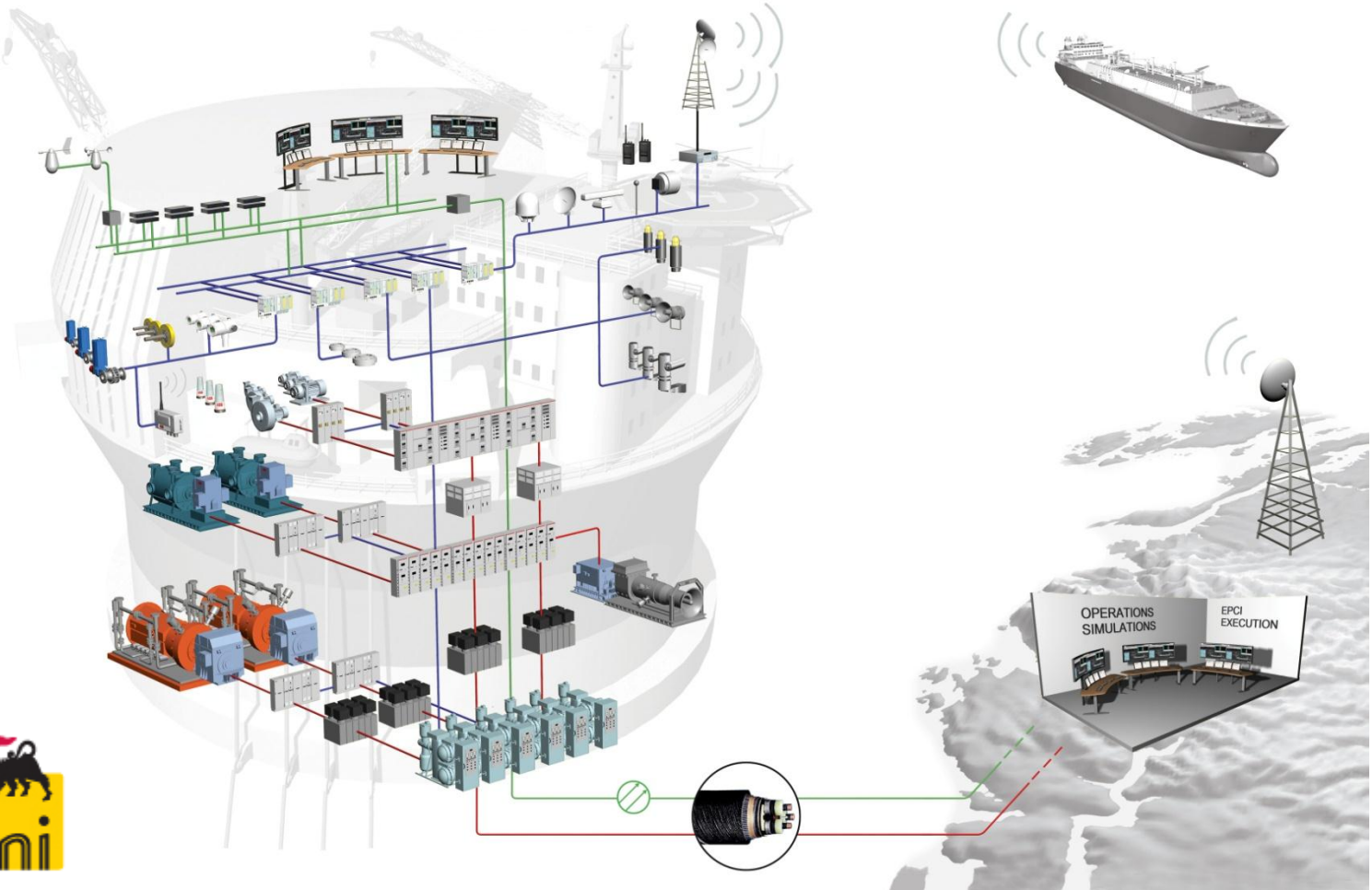
40 mechanical packages

Telecommunication systems

Remote collaboration facilities

Facilities for condition based maintenance

Industrial networks & Information security infrastructure



Our experience; Be ready for operations

Suggestions for early discussions within six areas;

1. **Maintenance planning:** Ensure that condition based maintenance facilities invested in are part of the maintenance plans submitted for petroleum authorities approval and implemented for reduced maintenance cost.
2. **Operations- and Organization planning for Support, Maintenance and Modifications:** : Planning of roles and responsibility for both onshore and offshore roles to harvest from investments in the integrated EICT system.
3. **Commissioning & startup:** Assist Company to accelerated startup through process tuning team participation.
4. **Production performance tuning:** Continuously reduce downtime and optimize production through tuning services.
5. **Information Security:** Assist Company with planning of an information security organization, and implement mitigating measures based on Company policy and industry best practices.
6. **Modification and Upgrade execution model:** Consider ABB EPCI project delivery for focused EICT scope to reduce cost for Company as compared to a traditional M&M contractor execution model.

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Challenges and risks

Solution: Openness and long term alliances

- Relocate work and first resources to build quality culture
- Establish critical volume executed by local resources
- Develop area of pride for the Hammerfest office
- Infrastructure to attract competence
- Cannibalism

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Next steps

Execute, adjust and succeed

- Follow established project plan to support buildup.
Key activities:
 - Maintain organizational support
 - Implement incentives
 - Recruit Department Manager for Hammerfest office
 - Plan for office facility and growth
 - Relocate existing work to Hammerfest
 - Develop existing business relationships
 - Recruit for new roles and activities to meet demand from developing existing- and new business
- Local presence and global foundation provide the muscles to lift large and complex scope of work.

Power and productivity
for a better world™

