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Gulf Publishing Company and Quest Offshore Resources have announced the formation of Gulf Quest LLC for the joint operation of offshore conferences, including the leading global deepwater technology event, Marine Construction Engineering Deepwater Development (MCEDD).

MCEDD, in its 15th year in 2018, will benefit from the combined resources of Quest Offshore Resources and Gulf Publishing Company’s World Oil, according to Quest’s CEO, John Chadderdon. “With World Oil and the resources offered by Gulf, MCEDD will grow in the level of importance to the global deepwater industry,” said Chadderdon. “The challenges facing operators and suppliers alike will be addressed in our 2018 event in Milan, and World Oil will be an excellent addition for developing content and marketing of the event.”

John Royall, President & CEO of Gulf stated, “The global industry needs one place to meet and discuss challenges and solutions for operators in deepwater, especially in the current industry climate. With its superior technical content and history of support from the major operators, MCEDD offers that meeting place.”

MCEDD is recognized as the leading conference addressing technical issues related to engineering, development, and production of oil and gas in deep and ultra deepwater arenas around the world. The conference has been sponsored in recent years by Shell, Total, Repsol, BP, and other major operators. Attendance is made up of deepwater operators and suppliers from all over the world.

The mission of MCEDD is to provide a focused event, based in Europe, and completely dedicated to the advancement of global exploration and production. The conference addresses technical issues and challenges confronting today’s industry, while offering networking opportunities unrivaled by any other industry event.

The 2018 event will take place April 9–11 in Milan, Italy. Topics to be covered include Macro Industry Topics & Trends, Subsurface, Well & Drilling Technology and Assets, Subsea Technologies (production, processing, monitoring, umbilicals, power, IMR, etc.), Pipelines, Flowlines and Risers (steel, flexibles, leak detection and prevention, flow assurance, configuration, etc.), Floating Production Systems (novel technologies, case studies, FLNG, mooring solutions, turrets, etc.), and Marine Construction (installation, offshore construction, fleet opportunities/challenges, etc.).

Additional offshore events will be developed by Gulf Quest, according to Royall and Chadderdon, with an eye on deepwater markets that will benefit from information on new technologies and new ways of operating.

The Gulf Quest board includes Chadderdon and Royall, Andy McDowell, Vice President and Publisher of World Oil, Paul Hillegeist, President of Quest Offshore Resources, and Chris Barton, Sr. Vice President Offshore for Wood Group.

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**2017 ATTENDANCE SUMMARY: AMSTERDAM**

**COMPANY TYPE**
- Engineering/Construction: 25%
- Oil/Gas Company: 20%
- Service Supply: 21%
- Contractor: 15%
- Other: 9%
- Government Education: 2%
- Consulting: 5%

**JOB TYPE**
- Management/CEO/President/VP: 58%
- Engineering/Technical Geosciences: 25%
- Superintendent/Field Professional/Foreman: 3%
- Purchasing/Consulting: 3%
- Business Development: 11%

**COUNTRY**
- USA: 12%
- The Netherlands: 22%
- UK: 22%
- France: 21%
- Norway: 12%
- Other Europe: 5%
- Other World: 4%

**OPERATOR ATTENDANCE:**
A fifth of the attendees were with an Operator/Oil Company

**GLOBAL COVERAGE**
460 registered to attend MCEDD 2017 from every continent in the world, except Antarctica

**REGIONAL STRENGTH**
Two-thirds of attendees from Western Europe

**TECHNICAL EXCELLENCE**
Under a quarter of our attendees were in an Engineering/Technical Geosciences discipline while nearly 60% held a Management/CEO/President/VP position
# AGENDA AT-A-GLANCE

## MONDAY 9 APRIL 2018

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<td>08:00–19:00</td>
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<td>Exhibitor Set-Up</td>
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<td>14:30–15:30</td>
<td>Advisory Board Meeting</td>
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<td>16:00–16:30</td>
<td>Keynote Addresses</td>
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<td>16:30–18:30</td>
<td>Operator Panel Session: Deepwater Vision, How Do We “Lock-in” What We Have Achieved?</td>
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<td>18:30–20:00</td>
<td>Ice Breaker Reception (Exhibition Hall) Sponsored by magma</td>
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## TUESDAY 10 APRIL 2018

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<td>Continental Breakfast (Exhibition Hall)</td>
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<td>Operator-Contractor Panel Session: What are the Supply Chain Effects Following Merger Mania and Large Company Integrations?</td>
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<td>Coffee Break (Exhibition Hall)</td>
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<td>12:45–14:00</td>
<td>Lunch followed by Dessert &amp; Coffee Sponsored by Total</td>
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<td>14:00–14:30</td>
<td>Feature Presentation: Benoit Ludot, VP Deep-Offshore, TOTAL The Future, beyond today, for ultra-deep Offshore, ultra-harsh metocean environments through achievements in Cost Reductions, in both Drilling (total well cost), CAPEX &amp; OPEX</td>
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<td>14:45–16:15</td>
<td>Technical Solutions for Deepwater Drilling Operations Flow Assurance Technology Enablers for Long-Distance Subsea Tiebacks Deepwater Flexibles</td>
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<td>Coffee Break (Exhibition Hall)</td>
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<td>17:00–18:30</td>
<td>Innovative Pipeline Applications HS&amp;E Initiatives Floating Production Enablers</td>
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<td>18:30–20:00</td>
<td>Evening Reception</td>
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## WEDNESDAY 11 APRIL 2018

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<td>09:00–10:30</td>
<td>Deepwater Collaborations &amp; Success Stories Subsea Technologies &amp; Reliability Advancements in Deepwater Floaters</td>
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<td>Coffee Break (Exhibition Hall)</td>
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<td>11:15–12:45</td>
<td>Advancing Life of Field Marine Construction Subsea Robotics &amp; ROV Systems</td>
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<td>12:45–14:00</td>
<td>Lunch followed by Dessert &amp; Coffee (Exhibition Hall)</td>
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<td>14:00–15:30</td>
<td>Cost Effective Subsea Solutions Novel Deepwater Technologies Novel Deepwater Technologies</td>
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<td>15:30–16:00</td>
<td>Awards &amp; Closing Remarks (Exhibition Hall)</td>
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<td>16:00–20:00</td>
<td>Exhibition Tear-Down</td>
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TECHNICAL PROGRAM

MONDAY, 9 APRIL 2018

16:00–16:30

Keynote Address: Luciano Vasques, CEO, EniProgetti

16:30–18:30

Late Afternoon Session:

TRACK 1:
Operator Panel Session: Deepwater Vision, How Do We “Lock-in” What We Have Achieved? An Operator Discussion of Differing Approaches to Deepwater Development, Compare and Contrast Methods and Benefits and The Value Proposition Their Respective Strategies Are Delivering to Shareholders.

Moderator: David Bloom, Subsea 7

- Benoit Ludot, VP of Deepwater, Total
- Steve Makin, Director - Global Subsea Systems, BP
- Michael Gassert, Director - Deepwater Development, Eni

TUESDAY, 10 APRIL 2018

08:30–10:30

Early Morning Session:

TRACK 1:
Operator-Contractor Forum: What are the Supply Chain Effects Following Merger Mania and Large Company Integrations? Discuss Efficiency Increases Throughout the Entire Upstream Value Chain. Are We Accruing Cost Savings? How Do Operators and Contractors Best Share the Benefits of Added Value?

Moderator: David Bloom, Subsea 7

- Stuart Fitzgerald, Executive VP Commercial & Strategy, Subsea 7
- Hallvard Hasselknippe, President Subsea Global Business Unit, TechnipFMC
- Russell Dandie, Premier Oil
Late Morning Session:

**TRACK 1:**
Contracting Strategies in the Age of Collaboration

- John Boyle, BP Mad Dog 2 – Subsea Project Manager, **BP**, and Karim Jan, Alliance Sales Leader, **Subsea Integration Alliance**, “Teaching an Old Dog New Tricks – Collaboration and Alliances”

- Franck Louvety, Projects and Operations Director - Global Project Center, **Subsea 7**, “Re-Inventing the Contractor/Client Ways of Working to Meet the Challenges of the Taurus & Libra Project”

- Phil Ashley, Global Projects Leader, Subsea Production Systems, **Baker Hughes GE**, “Lean Project Execution in the New Subsea Market”

- Alan Beere, **Wood**, “What is the Best Subsea Contracting Strategy?”

**TRACK 2:**
Deepwater Drilling and Well Completion Technologies – Advancements & Best Practices

- James McTurk, Lead Subsea Engineer, **Total E&P Angola**, “Subsea Versatile Project in Gulf of Guinea”

- Donogh Lang, Director, Drilling, **Wood**, “Integrated Approach to Drilling Operations Planning Delivers a Step-Change in Efficiency for Deepwater and Harsh Environment”

- Peter Aird, Deepwater Drilling Specialist, **Kingdom Drilling Services Ltd.**, “Damage Control the Neglected Part of Deepwater Well Operational Safety”

- Andy Cuthbert, Global Engineering & Technology Manager, **Boots & Coots, Halliburton**, “Advances in Capping Stack Technology”

Lunch Feature Presentation:

Early Afternoon Session:

TRACK 1:
Technical Solutions for Deepwater Drilling Operations

- Luiz Feijo, Director Global Offshore, ABS, “Application of HPHT Equipment: Next Steps for the Industry”
- Francesco Martocchia, Production Optimization Engineer, Eni Mozambique Engineering, “Reservoir Surveillance: Wireless Solutions for Mozambique Deepwater”
- Christopher Mancini, Subsea Specialist, i-Tech Services, Subsea 7 – iTech7, “Rigless Well Stimulation of Subsea Wells”

TRACK 2:
Flow Assurance Technology Enablers for Long-Distance Subsea Tiebacks

- Stéphane ANRÈS, R&D Project Manager – Subsea Systems, Saipem, “How to Optimize Subsea Tie-back Architectures with Local Heating of Flowlines?”
- Arill S. Hagland, Technical Sales Manager, OneSubsea, a Schlumberger Company, “Dalmatian: A Long-Distance Subsea Boosting Tieback”
- Charles Tavner, Chief Operating Officer, Magma Global, “Reducing the Delivery Time, Cost and Risk of ENI Deepwater Jumpers”

TRACK 3:
Deepwater Flexibles

- Alexandre DAMIENS, R&D Project Manager - Deep Water Flexibles Technology, TechnipFMC, “New Deepwater Frontier Developments for Flexibles – 3, 500 m Water Depth”
- Adam Rubin, R&D Director, Material Technology, NOV Flexible, “Deepwater Flexible Pipes for Sour Applications”
- Andrea Fibbi, Engineering & Technology Director Flexible Pipe Systems, BakerHughes GE, “Reducing Flexible Pipe Diameter and Weight”
- Giorgio Sbriglia, Senior Flexible Engineer, Eni, “Leveraging API17J For Effective Design of Flexible Lines: Pressure Definitions for High-Pressure and Deep Water Applications”
**Late Afternoon Session**

**TRACK 1:**  
**Innovative Pipeline Applications**

- Peter Aarts, Business Development Manager, **Airborne Oil & Gas**, “Thermoplastic Composite Pipe – First Hydrocarbon Applications Successfully Installed”

- Thibault Maréchal, Welding Coordinator, **Saipem**, “Production Achievements on Zohr Project: Welding Deployment on Offshore Fast Track Project with Multiple Laying Vessels”

- Elodie Guittard Moreau, **DORIS Engineering**, “How do Upset Linepipes Extend SCR’s Range of Application in Deepwater Developments?”

- Vanio Correia, Subsea Project Manager, **Total E&P Angola**, “Pipeline Anchoring via Bi-Flex Concrete Mattresses for Subsea Applications” (ECE)

**TRACK 2:**  
**HS&E Initiatives**

- Allen Leatt, CEO, **IMCA**, “IMCA’s Latest Initiative on Resilience in the Workplace”

- Nicolas Seguin, Africa HSSEQ Director, **Subsea 7**, “After Downturn, How to Safely Remobilise Our Assets”

- Martin Bingham, Director of Technology, **Royal IHC Limited**, “Is Reliability a Risk”

- Andrew Dingee, President, **ADE**, “High Reliability Operations – Standardization”

**TRACK 3:**  
**Floating Production Enablers**

- Terry Mienie, Vice President, Offshore, **Audubon**, “Deepwater Development Solution for a Marginal Field at $50 Oil”

- Stefano Sartirana, Eni, “How Floaters Are Still Enabling Project Developments”

- Ray Young, Director Subsea and Pipelines, **Wood**, “Vertical Tendon Design for Deepwater Application”

- Christophe Paillusseau, VP Sales & Marketing, **COLD PAD**, “FPSO Hull Brackets Repair by Cold Bonded Reinforcements - Project Lessons Learnt from a World First Offshore West Africa”
Early Morning Session:

TRACK 1:
Deepwater Collaborations & Success Stories


- Caroline PEYRET, Senior Project Manager, Subsea 7, “Atoll Project: How Collaboration Between All Stakeholders and Early Commitment Allowed to Turn a Fast Track Project in a Success Story”


TRACK 2:
Subsea Technologies & Reliability

- Klas Goran Eriksson, Specialist Engineer, Aker Solutions, “Data Management and Digitalisation: Connecting Subsea Assets in the Digital Space”


- Simon Corrigan, BakerHughes GE, “BakerHughes GE Subsea Choke Qualification for Deepwater Applications”

- David Saul, Global Project Organisation, Subsea Engineering Technical Authority, BP, “What’s Changed in The World of Reliability with the Update to API17N?”

TRACK 3:
Advancements in Deepwater Floaters

- Claudio Chisari, Hull Marine Coordinator, Eni, “Physical and Numerical Tests as a Key Factor for New FPSO/FLNG Designs”

- Bryan Bussel, Schlumberger – OneSurface, “Advancements to MEG Recovery Process”

- John Shanks, Senior Consultant, Risertec Ltd., “High Modulus Fibre Ropes in Deepwater FPSO Moorings - Effect on Steel Catenary Riser Fatigue Performance”

- Ramon Zinesi, Project Engineering Manager, Eni, “Topside Equipment Marinization for FLNG”
Late Morning Session

**TRACK 1: Advancing Life of Field**

- Francesco Gasparoni, **Eni**, “Clean Sea – Advanced and Subsea Resident Robotics in Support to Oil & Gas Industry Activities in Deep and Ultra-Deepwater Scenarios”

- Giovanni Massari, Subsea Development Manager, **Saipem**, “Saipem’s Technological Way to Autonomous Life of Field Interventions: The Sonsub Hydrone”

- John Upchurch, Subsea Director, **ABS**, “Dealing with Un-Inspectionable Equipment in the Life Extension of Subsea Facilities”

- Antonio Luraschi, **Eni**, “Conventional Offshore Initiatives, New Opportunities and Success Stories.”

**TRACK 2: Marine Construction**


- Daan Uiterwaal, Area Sales Manager, **Royal IHC**, “(R)evolution of the Deepwater Pipe Laying Fleet” (ECE)


- Stuart Murray, Business Development Manager, **iSURVEY Offshore Ltd.**, “A Case Study: Positioning Challenges During Statoil’s Hywind Scotland Pilot Park”

**TRACK 3: Subsea Robotics & ROV Systems**


- Francesco Lucchese, Mechanical Engineer, **Saipem**, “Innovative Telescopic Joint to Simplify Subsea Modules Connection and Disconnection”

- Stephen Miller, **Forssea Robotics**, “An Autonomous ROV That Brings Power and Communications Subsea” (ECE)

- Tim Rhodes, RST Development Manager, **Fugro**, “Innovative ROV Tooling and Controls Enables Step Change in Efficient Ocean Bottom Seismic Acquisition”
Early Afternoon Session

**TRACK 1:**
*Cost Effective Subsea Solutions*

- Christophe Vielliard, Production Assurance Manager, OneSubsea, a Schlumberger Company, “Zohr Gas Field: Successful Demonstration of a Supplier-Led Solution for Fast-Track Subsea Development”

- Leif Arne Tønnessen, Specialist Engineer, Subsea Compressor Systems, TechnipFMC, “Economic and Efficient Subsea Compression of Wet Gas”

- Ana Serrentino, All Electric System Product Manager, OneSubsea, a Schlumberger Company, “All-Electric System as a Key Enabler for Long-Distance Tiebacks”

- Kristin Moe Elgsaas, Senior Product Manager Subsea Electrification, Subsea Systems & Services, BakerHughes GE, “All Electric Systems and Long Step out Initiatives”

**TRACK 2:**
*Novel Deepwater Technologies*

- Tiberio Grasso, Eni, “BlueSea Technologies Advanced Simulator”

- Régis MORTIER, Project Lead Surveyor, TechnipFMC, “Photogrammetry, Pushing the Limits Subsea”


- Roberto Ferrario, Technology Project Manager, EniProgetti, “Rapid CUBE – Development of a Subsea Real-Time Level Control System”

**TRACK 3:**
*Deepwater Flow Assurance*

- Romain Vivet, R&D Project Manager, TechnipFMC, “The Electrically Trace Heated Blanket: A New Concept for Efficient Subsea Flowline Hydrate Disassociation”


- Tyler Skowronek, Senior Engineer, OneSubsea, a Schlumberger Company, “Novel Solution for Hydrate Management: Multifunctional Pipeline System”

EXHIBITORS/SPONSORS 2012–2017

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Exhibition

$715/sqm
(minimum 9 sqm)

Included:
2 Delegates per 9 sqm
½ Additional Delegates - $925/ea

Catering
SPONSORSHIPS

PLATINUM LEVEL..........................$25,000

Delegate Registration Bags
• Company logo on registration bags handed out to each delegate
• One company marketing insert in each bag
• All items checked under the sponsorship matrix

Lanyards
• Company logo on badge lanyards handed out to each delegate
• All items checked under the sponsorship matrix

DIAMOND LEVEL - $20,000

Audience Response Systems
• Company logo on panel signage at entrance of Track I session room
• Full Q&A questions and results
• All items checked under the sponsorship matrix

Lunch
• Company logo on table top signage
• Company logo on panel signage at lunch
• Opportunity to distribute promotional materials
• Brief speaking opportunity
• All items checked under the sponsorship matrix

Evening Reception
• Company logo on table top signage
• Company logo on panel signage at reception
• Brief speaking opportunity
• All items checked under the sponsorship matrix

GOLD LEVEL - $15,000

Conference Technology
• Company banner with hyperlink on conference proceedings web page
• Company logo on proceedings panel signage during event
• Recognition on website homepage after the conference
• All items checked under the sponsorship matrix

Conference Program
• Company logo on front cover
• Full page back cover ad
• 2 full page center fold spread
• Includes printed and pdf versions
• Pre-Show emailing of conference program
• All items checked under the sponsorship matrix

SILVER LEVEL - $10,000

Conference Padfolio & Pen
• Company logo on padfolio and pens distributed during the conference
• All items checked under the sponsorship matrix

Water Bottle
• Company logo on all water bottles offered during technical sessions and distributed throughout exhibition
• All items checked under the sponsorship matrix

Coffee Break (2 Available)
• Company logo on coffee cups
• Company logo on table top signage
• Company logo on panel signage during break
• Includes 2 coffee breaks per package
• All items checked under the sponsorship matrix

BRONZE LEVEL - $7,500

Breakfast
• Company logo on table top signage
• Company logo on panel signage during breakfast
• All items checked under the sponsorship matrix

USB
• Company logo on USB
• Load USB with company materials
• Distributed at registration within the delegate bags
• All items checked under the sponsorship matrix

ASSOCIATE LEVEL - $3,000

Company Logo Promotion
• Company logo and hyperlink online
• Company logo on all sponsorship signage online and during the event
• All items checked under the sponsorship matrix

ADVERTISING OPPORTUNITIES

Show Program Advertising = $1,250

Premium Locations:
• Inside Front Cover = $2,000
• Inside Back Cover = $2,000
• Pick Your Placement = $1,500

All sponsorships opportunities offer half price delegates in addition to the items checked above in the sponsorship matrix. We value our sponsors and want to give you as much exposure as possible.

FOR MORE INFORMATION CONTACT:
Bo Howard: Tel: 1 (281) 491-5900  |  Fax: + 1 (281) 491-5902
Allison Tonkin: Tel: 1 (281) 460-8344
Exhibits@questoffshore.com
### MCE Deepwater Development Sponsorship Opportunities

<table>
<thead>
<tr>
<th>Sponsorship Level</th>
<th>Available</th>
<th>Pending</th>
<th>Sold</th>
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</thead>
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**Additional Exposure through Exclusive Media Partner World Oil**

- Complimentary CTA on event homepage
- 20% Discount on Exhibition Space
- Recognized at the Closing General Session
- Recognized on Conference Program & Agenda
- Logo on Conference Website Homepage Scroll
- Recognized on Pre & Post Mailer to Attendees
- Hyperlinked Logo Conference Sponsorship Website Page
- Logo Highlighted Under Level on All Conference Signage
- Recognized on "Thank you Sponsors" Slide that is shown between Presentations
- 50% Off Additional Conference Delegates ($925 Each)
- Full Page advertisement in March 2018 (MCEDD Special) Issue of World Oil - 40,000+ Upstream Decision Makers
- Featured Whitepaper (with Lead Generation) Featured on Worldoil.com Leading up to the Conference
- One MPU (336x280) Advertisement to Appear in World Oil’s Monthly Deepwater Intelligence E-Newsletter
- Logo Recognized on all Marketing Materials Including Ads in World Oil, Promotional Brochure and Emails
- Free Trial Subscription to World Oil through the duration of the MCEDD conference in 2018

**Sponsorship Matrix**

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