

Agenda – TMN Meeting #45

Meeting topic: R&D Centre Management, including R&D Project Valuation and KPIs

Date: Thursday 3rd and Friday 4th May 2018

Venue: Shell International Exploration and Production Inc. 150 N Dairy Ashford Rd, Houston, TX 77079, USA

Shell contact: Alexei Tcherniak, office [+1 713-823-9710]

OTM contact: Henry St Aubyn, OTM Consulting, mobile [+1] 832-985-2449 office [+1] 832-431-3231

Hotel: Recommendations to follow

Dinner: (TBC) Boscatt, 4310 Westheimer Rd, Ste 150, Houston, TX 77027

Day 1 (Thursday 3 rd May)			
	Arrival, tea/coffee, networking		08.30
1	Welcome, introductions and objectives/ agenda	OTM/ all	08.45
2	Shell Introduction/ R&D overview	Shell	09.15
	Tea / coffee		10.15
3	Round table sharing of successful practices/ case histories etc. related to meeting topic (see guidelines below)	All attendees	11.45
	Lunch		13.00
4	OTM Thought Piece	OTM	14.00
5	Round table sharing (continued)	All attendees	14.45
	Tea / coffee		16.00
6	Round table sharing (continued)	All attendees	16.30
	End of day 1		17.30
	Dinner at Boscatt, 4310 Westheimer Rd, Ste 150, Houston, TX 77027		19.30

Day 2 (Friday 4 th May)			
	Arrival, tea/coffee, networking		08.10
7	Further round table sharing of successful practices/ case histories etc. related to meeting topic	All attendees	08.30
	Tea / coffee		10.00
8	Round table sharing (continued)		10.30
9	Collaborative field trials	OTM	11.15
10	TMN future plans – meeting topics etc./ Any other business	OTM/ All attendees	11.45
	Lunch		12.00-13.00

Presentation and Discussion Guidelines

As has happened so successfully at previous TMN meetings, all TMN members attending the meeting are encouraged to present on their company's practices/ lessons learnt relating to the meeting topics.

This TMN meeting will focus on **“R&D Centre Management, including R&D Project Valuation and KPIs”**.

Each member will have approximately 45 minutes to present and discuss questions. Please come with some PowerPoint slides for your presentation. Based on the topic, the bullets below include some ideas to pick from.

R&D Centre Management, including R&D Project Valuation and KPIs

- How does your company set R&D objectives (e.g. imposed by BUs, suggested by R&D, set collaboratively)
 - To what extent does corporate HQ direct the R&D centre's activities?
 - Are R&D projects selected in isolation (i.e. the program is the sum of individual yes/no decisions about potential projects, or is the selection process portfolio-driven? If the latter, how do you use portfolio techniques to select an optimum set of R&D projects?
 - How is your R&D funded (by whom, and who decides how much)?
 - How does the R&D centre report a return on the investment made into it?
 - What KPIs do you use to measure the effectiveness of your R&D departments? How are these developed, measured and reported on?
 - How are R&D centre staffing decisions made? And by whom?
 - Is a position at the R&D centre perceived as a desirable posting? What effect does it have on someone's career?
-
- What valuation methodologies do you use for your R&D projects? How do these vary by project type/size?
 - What value do you see in evaluating R&D projects?
 - How do you compare/decide about projects with very different types of 'value' (e.g. drilling cost reduction vs HSSE)?
 - To what extent do different parts of the business believe the valuations placed on R&D projects?
 - What KPIs do you use to measure the probability of success of an R&D project? How is the measurement of commercial risk different to that of technical risk, if at all?
 - How do the KPIs / valuations of individual R&D projects relate to those of the centre as a whole?

Map / Directions

TMN Meeting

Shell International Exploration and Production Inc. 150 N Dairy Ashford Rd, Houston, TX 77079, USA

Dinner

Bosscat Kitchen & Libations, 4310 Westheimer Rd #150, Houston, TX 77027

