

## Agenda

- Meeting: **TMN Meeting #23 – Technology value analysis/ business case definition**
- Date: Thursday 21<sup>st</sup> September - Friday 22<sup>nd</sup> September 2006
- Venue: Statoil R&D Centre, Arkitekt Ebbells vei 10, Rotvoll, 7005 Trondheim, Norway  
Switchboard tel no. [+47] 73 584011
- Local contact: Per Gerhard Grini, Statoil, mobile [+47] 4811 6635, office [+47] 73 584011
- Coordinator: Chris Dudgeon, OTM, mobile [+44] 7810 544495, office [+44] 1483 598000,  
chris.dudgeon@otmnet.com
- Hotel: The Britannia Hotel, Dronningensgt. 5, N-7401 Trondheim, Norway  
Phone [+47] 73 800 800, Fax [+47] 73 800 801  
Website: [www.britannia.no](http://www.britannia.no),  
Room rate: NOK 882 per night including breakfast (Statoil corporate rate).  
**Please confirm accommodation requirements to Chris Dudgeon at OTM.**
- Dinner: Statoil has arranged a tour of an old monastery followed by dinner on the island of Munkholmen in the Trondheim harbour.
- Travel: The hotel is located in Trondheim city centre and is located approximately 35 km from the airport. To get to the hotel either take the shuttle bus costing approx NOK 70 and departs every 15 minutes, or a taxi costing NOK 250 – 600 depending on the time of day. Most of the taxis offer a fixed price. Both the bus and the taxis are located 50 meters from the exit of the airport. The bus stops close to the Britannia hotel.

Day 1 (Thursday)			
	Welcome		08.30
1	Welcome and introduction	Per Gerhard Grini, Statoil	08.35
2	Framework and objectives for the meeting	OTM	08.50
3	Introductions	All attendees	09.00
4	Keynote presentation	Per Gerhard Grini, Statoil	09.15
	Coffee		10.00
5	Round table sharing of successful practices / case histories etc related to meeting topic	All attendees	10.20
	Lunch		12.30
6	Round table sharing (continued)	All attendees	13.30
	Tea		15.30
7	An exploration technology from idea to commercialisation <i>(presentation to be confirmed)</i>	Hans Johnsen, EMGS	16.00
	End of day 1		17.00
	Dinner		
Day 2 (Friday)			
	Welcome		08.30
8	Round table/ workgroup discussions	All attendees	08.30
	Coffee		10.00
9	Further round table/ workgroup discussions	OTM	10.15
10	TMN future plans – meeting topics etc Any other business	All attendees	11.30
	Lunch		12.30
	End of meeting and departure		

## Pre-meeting Briefing Notes – Presentation Guidelines

As has happened so successfully at recent TMN meetings, it has been agreed that all TMN members attending the meeting will each present a few overheads/ slides on their company's experiences/ lessons learnt/ best practices relating to the meeting topic, to ensure consistency and clear items for subsequent discussion. Please ensure you include 'case studies', to bring the lessons learnt and best practices to life more effectively.

We have received requests from several members for presentations and discussions to focus on '**how it is**' within your organisation, rather than '**how it ought to be**', so please place emphasis on this in your slides, and provide as much real case history illustration as possible.

The topic for this meeting is '**Technology value analysis/ business case definition**', looking both at individual technology and portfolio levels, and including all 'value' areas, such as:

- i. increased reserves/ UR/ production
- ii. reduced capex/ opex
- iii. gaining license to operate
- iv. accessing govts/ countries
- v. accessing new resource plays (eg Arctic/ CBM)
- vi. attracting best people
- vii. workforce training/ expertise

Please cover the following areas in your presentations:

- What **overall approach** does your organisation take to technology value analysis/ business case definition?
- What is your company's perspective on how technology can create value in each of the **7 value areas** defined above?
- What specific **techniques and tools** are currently used within your company for technology value analysis/ business case definition?
- **Who uses** these tools, and what is done with the outputs?
- Can you provide some **case histories** of technology field trials/ demonstrations within your company?
  - Please give some real examples, including both successes and failures
  - What critical success factors can you identify?
  - What were the links to actual business units – and how did this work?

## Trondheim

1: Britannia hotel, 2: Statoil, 3: Munkholmen

