

Agenda – TMN Meeting #34

Meeting topic: “NOCs, IOCs, and Technology Collaboration”
 Date: Thursday 3rd - Friday 4th May 2012
 Venue: Chevron, 1400 Smith St., Houston, Texas 77002, USA. (Tel no: [+1] 713 853 0223)
 On arrival, please report to the Security Desk on the Plaza level at 1400 Smith St. to obtain your visitor badges.
 Local contact: Matt Palmer, Chevron [+1] 713-372-0603 / Tricia Parham, Chevron [+1] 713 372 7060
 OTM contact: Chris Dudgeon, OTM Consulting, mobile [+44] 7810 544495, office [+44] 1483 598000
 Hotel Details: Hyatt Regency Houston, 1200 Louisiana Street, Houston, Texas 77002
 Tel: [+1] 713 654 1234, Fax: [+1] 281 951 0934, www.hyattregencyhouston.com
 Hotel contact: Tatum Brauer, Hyatt Reservations, [+1] 713 375 4806
 Room rate: Chevron corporate rate is \$199 per night (room only) plus taxes if available.
 Travel: Please see maps attached (pages 3-4) showing the location of the meeting venue/ hotel.
 Dinner: Tbc

Day 1 (Thursday 3rd)			
1	Welcome , introductions and objectives/ agenda	OTM/ all	09.00
2	Keynote presentation by host	Matt Palmer, Chevron	09.30
3	Round table sharing of successful practices / case histories etc related to meeting topic (see briefing notes on attached sheet)	All attendees	10.15
	Coffee		10.45
4	Round table sharing (continued)	All attendees	11.15
	Lunch		12.15
5	Thought-piece by OTM		13.15
6	Thought-piece by External Speaker (TBC)		14.00
	Tea		14.45
7	Round table sharing (continued)	All attendees	15.00
	End of day 1		17.00
8	Dinner (Venue to be confirmed)		18.00
Day 2 (Friday 4th)			
9	Further round-table discussion and conclusions	All attendees	09.00
10	Discussion on emerging themes and practices	All attendees	11.00
11	TMN future plans – meeting topics etc/ Any other business	All attendees	12.00
	Lunch		12.30-13.00

Presentation and Discussion 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 practices/ lessons learnt relating to the meeting topic. Please bring no more than 10-15 slides for your presentation, to ensure we have plenty of time for open discussion and Q&A throughout the meeting.

Regarding the meeting topic, and areas to address in your presentation and discussions, the meeting topic will be 'NOCs, IOCs, and Technology Collaboration'.

Based on the topic, please address the following areas in your presentation:

- Do you have any 'formal' R&D collaborations with NOCs (IOCs)?
 - What are the key success factors for gaining value from such collaborations?
 - What is the nature of the value obtained from such R&D collaborations (e.g. 'better' technology than either company could develop by itself, cost/ risk sharing, improved credibility with resource holders, requirements for local content)
- What factors do you look for when deciding whether or not to enter into R&D/ technology development partnerships (with NOCs /IOCs), and how do you measure the success of such collaborations?
- What do you see as the main risks (to your company) from IOC-NOC technology collaborations?
- Are collaborative R&D projects managed as 'stand-alone' entities, or do they form an integral part of your company's R&D portfolio (and are managed accordingly)?
 - How do you maximise the value of these collaborations?
- Looking forward (say, to 2020) what changes do you anticipate in the nature and relative importance of:
 - NOC-led innovation (vs. IOC-led innovation)
 - NOC-IOC collaborative innovation
 - What will be the main drivers of these changes (if any)?
- Please provide some case history examples.

Maps / Directions

Chevron corporate room rate: \$199 per night (room only) plus taxes if available on dates requested.

Hotel Address

Hyatt Regency Houston
 1200 Louisiana Street,
 Houston, Texas, USA 77002
 Tel: +1 713 654 1234 Fax: +1 713 951 0934

From George Bush Intercontinental Airport (26 miles):

Take Beltway 8 west to I-45 South. Exit at McKinney (left). Take McKinney to Milam. Turn right. Proceed 3 blocks to Polk and turn right. Turn right at Louisiana. Our Houston accommodations are on the right at the corner of Louisiana and Polk.

From Hobby Airport (12 miles):

Take 45 North and exit Scott St onto St. Joseph Pkwy. Turn right on Louisiana St. Proceed to Polk. Turn left at Polk. Enter motor lobby to our Houston accommodations on right at the corner of Louisiana and Polk.

From Points East:

Take I-10 West, then merge onto I-45 South. Follow remaining directions from George Bush Intercontinental Airport to hotel.

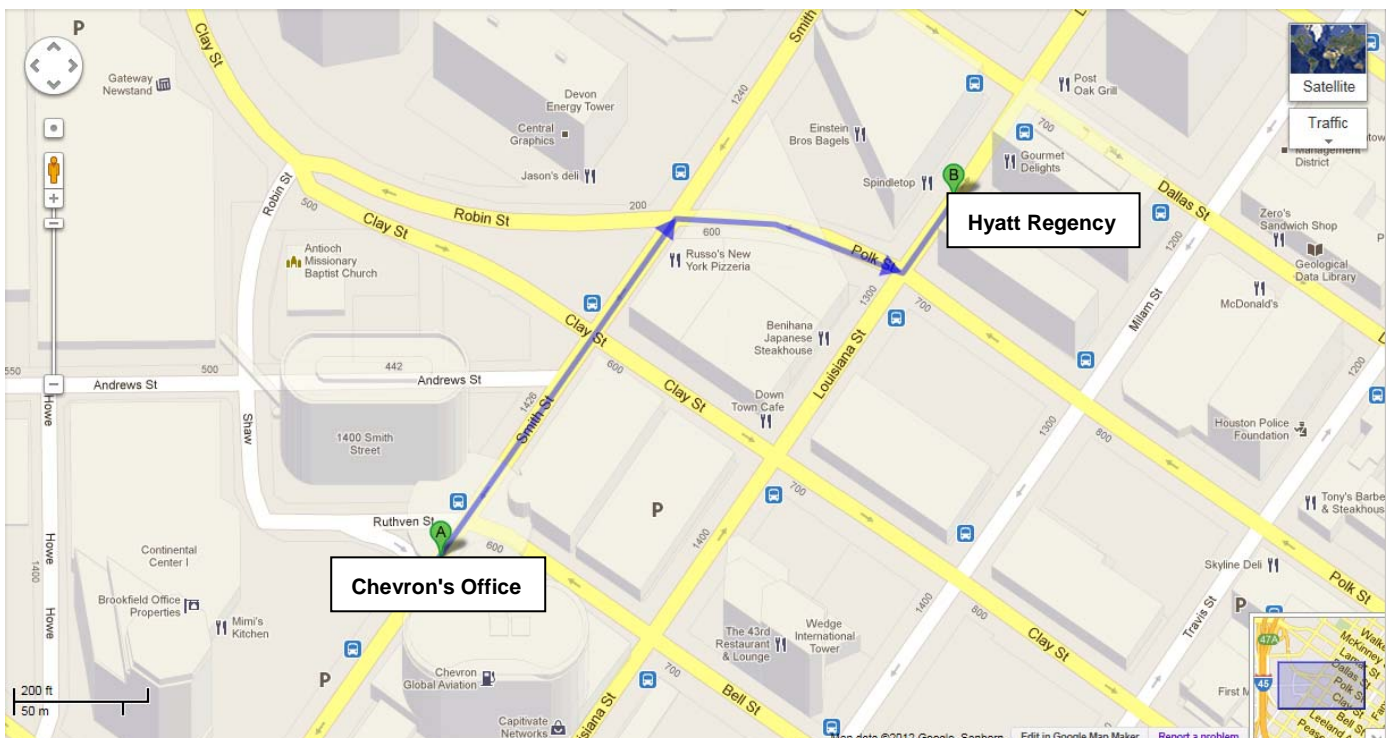
From Points North:

Take I-45 South. Follow remaining directions from George Bush Intercontinental Airport to hotel.

From Points West:

Take I-10 East, then merge onto I-45 South. Follow remaining directions from George Bush Intercontinental Airport to hotel.

Walking directions from Chevron's office to Hyatt Regency:



Driving directions from Chevron's offices to the Hyatt Regency:

