

## Agenda – TMN Meeting #36

Meeting topic: ***Field Trials and Technology Deployment***

Date: Thursday 9<sup>th</sup> and Friday 10<sup>th</sup> May 2013

Venue: ConocoPhillips offices: 600 North Dairy Ashford Street, Houston, TX 77079, USA  
Tel: [+1] 281-293-1000

COP contact: Ram Shenoy / Tabitha Galvin, COP [+1] 281-293-1220

OTM contact: Chris Dudgeon, OTM Consulting, mobile [+44] 7810 544495, office [+44] 1483 598000

Hotel: Omni Houston Hotel, Westside, 13210 Katy Freeway, Houston, TX 77079, USA  
[Tel: +1 281 558-8338. Fax: +1 281-558-4028. Website: [www.omniwestside.com](http://www.omniwestside.com)  
Room rate: USD 399.00 per night plus taxes (room only)  
Please book your accommodation direct with the hotel online

Dinner: Evening visit to Houston Astros ball game with dinner

<b>Day 1 (Thursday 9th)</b>			
1	Welcome, introductions and objectives/ agenda	OTM/ all	09.00
2	Keynote presentation by host	ConocoPhillips	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	New Project Proposal		13.15
6	Thought-piece by External Speaker		14.00
	Tea		14.45
7	Round table sharing (continued)	All attendees	15.00
	End of day 1		17.00
8	Dinner		18.00
<b>Day 2 (Friday 10th)</b>			
9	Further round table discussion and conclusions	All attendees	09.00
10	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, all TMN members attending the meeting are encouraged to present on their company's practices/ lessons learnt relating to the meeting topic.

Each member will have approximately 30 minutes to present and discuss questions. Please come with some PowerPoint slides for your presentation.

Regarding the meeting topic, and areas to address in your presentation and discussions, the meeting topic will be '**Field Trials and Technology Deployment**'.

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

- Does your company have an overall process for technology deployment?
  - What does that process comprise?
- How are field trials managed and funded?
  - What are the biggest challenges you face in managing field trials/ how do you successfully handle these?
  - What essential elements make for effective field trials (i.e. what are golden rules to a successful field trial) and what are these elements e.g. people, processes, organisation?
- What observations do you have regarding field trialling technologies? For example:
  - Which technologies are most difficult to trial and why? What strategies do you use to overcome this?
  - Is there a bias towards trialling certain technologies? Do certain types of technology tend to be more successful than others?
- What observations do you have regarding deploying/ implementing technologies? For example:
  - How do you incorporate the lessons learnt from field trials and facilitate knowledge transfer when deploying technology? What works well and where do you still have challenges?
  - What are effective strategies for accelerating deployment and simplifying qualification requirements and processes?
  - What standardisation opportunities do you foresee?
  - How do you incentivise calculated risk taking to promote take-up of new technology?
- What commercial aspects are important in piloting and deploying new technology? How do these affect your approach?
- Please provide a couple of case histories to illustrate the practices/ processes described above.