

## Agenda – TMN Meeting #37

Meeting topic: **Optimising Technology Relationships with Suppliers**

Date: Wednesday 23<sup>rd</sup> and Thursday 24<sup>th</sup> October 2013

Venue: OMV Head Office: Trabrennstrasse 6-8, 1020 Vienna, Austria  
Tel: [+43] 1 40440 0

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

Hotel: Marriott Courtyard Vienna Messe, Trabrennstrasse 4, 1020 Vienna, Austria  
Tel: +43 1 72730. Fax: +43 1 72730 355.  
Website: <http://www.marriott.co.uk/hotels/travel/viefg-courtyard-vienna-messe/>  
Room rate: EUR 97.70 per night plus taxes (room only)  
Please book your accommodation direct with the hotel by clicking on the link below:-  
[Book Standard at Courtyard Vienna Messe for 97.70 per night](#)

Dinner: Eisvogel Restaurant

Day 1 (Wednesday 23 <sup>rd</sup> October)			
1	Welcome, introductions and objectives/ agenda	OTM/ all	09.00
2	Keynote presentation by host	OMV	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	CFD Simulation	Ass. Prof. Michael Harasek, Vienna University of Technology	14.00
	Tea		14.45
7	Round table sharing (continued)	All attendees	15.00
	End of day 1		17.00
8	Dinner		18.00
Day 2 (Thursday 24 <sup>th</sup> )			
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.

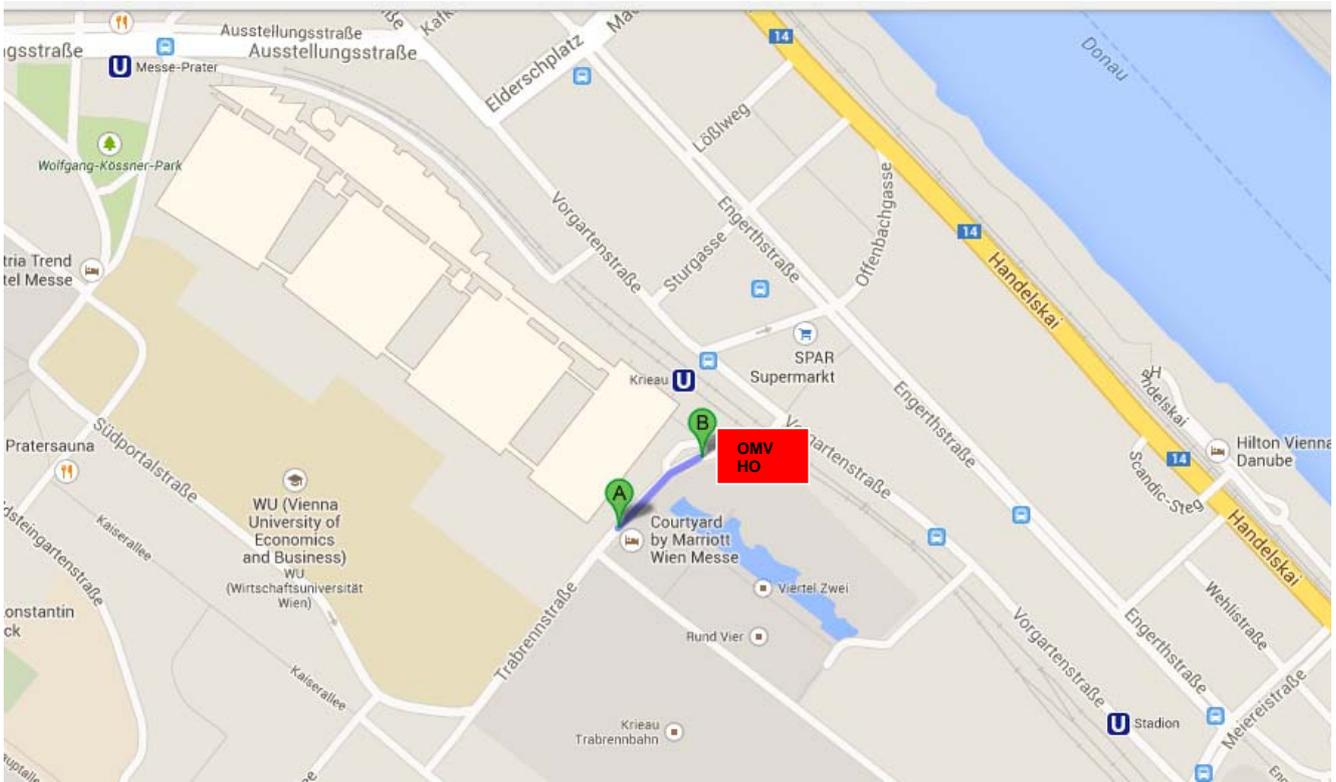
Regarding the meeting topic, and areas to address in your presentation and discussions, the meeting topic will be '**Optimising Technology Relationships with Suppliers**'.

The topic focus area is on relationships between Oil and Gas Companies and Service Companies/ Suppliers to maximise the benefits from research and technology development whilst still maintaining a "win-win situation" between both parties. In particular, we will look at four different structures – of strategic collaborations, transactional development with 3<sup>rd</sup> party suppliers, JIP's, and venturing.

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

1. How does your company optimise strategic research/ technology alliances and collaborations?
  - What models have been particularly effective?
  - Please can you provide some brief case studies?
2. How does your company optimise transactional technology development with 3<sup>rd</sup> party suppliers?
  - What models have been particularly effective?
  - Please can you provide some brief case studies?
3. How does your company decide which technology projects should be developed using JIPs (joint industry projects)?
  - Within JIP's, how do you maximise the value of participation to your company?
  - Please can you provide some brief case studies?
4. How does your company decide which technology projects should be developed using venture capital?
  - What type of venturing models have you used?
  - What have been the benefits and drawbacks of each model?
5. How does your company approach the issue of IP ownership after a collaborative R&D project?
  - What are typical demands from the service companies?
  - How does your company maximise value from these arrangements?
  - To what extent does your company hold the interests of the suppliers over your own?
6. How willing are service companies to allocate their internal R&D funding according to your technology needs?
  - Do you proactively try to steer service companies' R&D directions?
  - Do you engage with their top management (CTO etc.) on a regular basis to achieve this?
7. Please provide case histories to illustrate the practices/ processes described above.

## Map/ Driving Directions from Airport



Hotel direction: 17 km NW

Join highway A4 towards Vienna for about 14km (9mi), get off at exit Erdberg, turn right into Stadionallee, continue for about 1km (0.6 mi), continue on Meiereistrasse for about 0.8km (0.5mi), pass the stadium, turn left into Vorgartenstrasse, after 0.6km (0.4mi) turn again left into Trabrennstrasse, the hotel is on your left

**The hotel does not provide shuttle service.**

**Alternate transportation:**

- Urban Rental Car, please call 0043 1 7133781; fee: 43 EUR (one way) ;reservation required
- Bus service, fee: 8 EUR (one way)
- Subway service, fee: 4.2 EUR (one way)
- Estimated taxi fare: 35 EUR (one way)