

Agenda – TMN Meeting #37

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

Date: Wednesday 29th and Thursday 30th January 2014

Venue: “Reynolds Room”, Royal Northern and University Club (RNUC),
9 Albyn Place, Aberdeen AB10 1YE, United Kingdom. Tel: +44 (0)1224 583292

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Hotel: Hotel Malmaison, 49-53 Queens Road, Aberdeen, AB15 4YP, UK

Tel: +44 (0)1224 327370

Website: www.malmaison.com/locations/aberdeen

Room rate: GBP 238.00 per night (room only). Please book your accommodation direct with the hotel by calling Ewa Rankin on +44 (0)1224 327 386 and quote Sally Marriage/ OTM as a reference. Please book by **Friday, 10th January 2014 to secure this rate**. After this date you will be offered the best available rate.

Dinner: Tbc

Day 1 (Wednesday 29 th January)			
1	Welcome, introductions and objectives/ agenda	OTM/ all	09.00
2	Keynote presentation by host	OTM	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	Guest speaker/s	Tbc	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 30 th January)			
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 3rd 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 3rd 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

Location

Situated in the West End of the city, the Club is within a stone's throw of Union Street, and within close proximity to many professional firms, making it the ideal place both to stay and to dine in Aberdeen.

The Club is easily accessed either from Holburn Street (A90) or Union Street. If you are driving then the Club has plenty of on-site parking available at both the front, access via Albyn Place, and rear, via Albyn Lane.

Located only minutes from Aberdeen station, and an express airport bus passes along Albyn Place, with Aberdeen Airport itself being less than 20 minutes travelling time by car

