

Agenda – TMN Meeting #42

Meeting topic: **Maximising value from 3rd party innovation**

Date: Thursday 3rd November and Friday 4th November 2016

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

OMV contact: Thomas Florian, OMV, office [+43] 1 40 440-23042, mobile [+43] 664 6122261

OTM contact: Mike Baker, OTM Consulting, mobile [+44] 7974 922717, office [+44] 1372 631950

Hotel: Courtyard by Marriott Vienna Prater/ Messe, Trabrennstrasse 4, A-1020 Vienna, Austria
Tel: +43 1 72730

Website: <http://www.marriott.de/hotels/travel/viefg-courtyard-vienna-prater-messe/>

Room rate: EUR 101.50 per night (including breakfast)

Please book your accommodation by emailing the hotel direct on

(reservation@cy-wien-messe.at) quoting reservation code: **OMV/ETN**

Dinner: **Gasthaus zur Oper**, Walfischgasse 5-7, 1010 Wien

https://www.plachutta.at/de/gasthaus_zur_oper/

Day 1 (Thursday 3 rd)			
1	Welcome, introductions and objectives/ agenda	OTM/ all	09.00
2	Keynote presentation by host	OMV	09.15
3	Round table sharing of successful practices/ case histories etc. related to meeting topic (see briefing notes on attached sheet)	All attendees	10.00
	Woodside to join remotely (via Lync-meeting)		10.00
	Coffee		11.00
4	Round table sharing (continued)	All attendees	11.30
5	Guest speaker presentation		12.15
	Lunch NB Room change after lunch		13.00
	Shell and Hess to join remotely (via Lync-meeting)		14.00
6	OTM Thought Piece	Martin Trewhella, OTM	14.00
7	Round table sharing (continued)	All attendees	14.45
	Tea		16.00
8	Round table sharing (continued)	All attendees	16.15
	End of day 1		17.00
9	Dinner at Gasthaus zur Oper		19.00

Day 2 (Friday 4 th)			
10	Further round table discussion and conclusions	All attendees	09.00
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 previous TMN meetings, all TMN members attending the meeting are encouraged to present on their company's practices/ lessons learnt relating to the meeting topics.

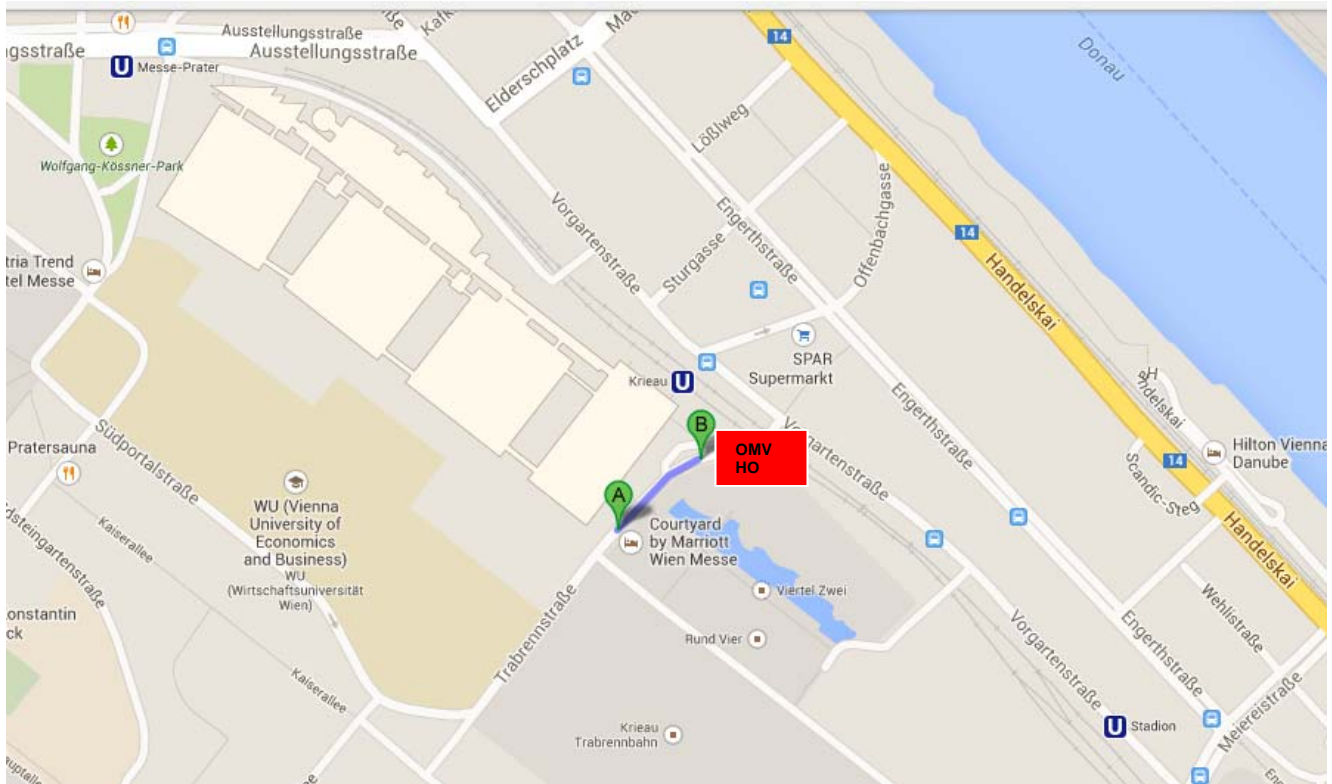
One of the key issues in E&P technology management is "making better use of technology that has already been developed" (as opposed to inventing yet more stuff that might never be used fully). To that end, this TMN meeting will focus on **“Maximising value from 3rd party innovation”**.

Each member will have approximately 45 minutes to present and discuss questions. Please come with some PowerPoint slides for your presentation. Based on the topic, please address the following areas in your presentation:

Maximising value from 3rd party innovation

- What are the benefits/risks of 3rd party innovation?
- When is it appropriate to use 3rd party innovation?
- How often does your company use 3rd party innovation?
- What type of 3rd party innovation does your company use (if any)?
- When would you collaborate (e.g. in a JV/JIP) to develop technology as opposed to dealing in a transactional manner (e.g. buying off the shelf)?
- How do you, or would you, incentivise 3rd party suppliers to innovate in a timely and appropriate manner?
- How do you ensure your company gains an acceptable share of the value created?

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)