

TANDBERG SOLUTIONS

Enhancing production without disrupting
the process for the oil & gas industry



Oil and gas companies are increasingly embracing new information technologies as they rely less on their traditional gut instincts and more on real time facts to unlock fresh sources of energy. Indeed, throughout the industry - from upstream exploration and drilling, to midstream processing, and downstream marketing and retail selling - collaborative communication technology advances are helping the energy sector discover and recover new fuel supplies and uncover unnecessary costs.

In particular, the oil and gas industry is adopting video communications - specifically TANDBERG video solutions - as a standard communications tool. It's discovering new uses for video almost daily for the entire process - from deep within the ground to the gas pump - to help speed time to market, increase productivity and deliver effective communications. TANDBERG delivers a robust solution that is proven, reliable, and easy-to-use, which will help oil-and-gas organizations realize their strategic goals and bottom-line results.

Fuel for Thought: Video communications supplies abundant applications

They call it "taming the behemoth," and with TANDBERG, oil-and-gas specialists can find any number of applications to help them conquer their challenges. These secure, reliable, state-of-the-art systems are seamless, allowing for natural interaction. TANDBERG video communication solutions can:

Ensure timely response to remote incidents

- Enable remote analysis of geological and geosciences data
- Unite asset teams to work collaboratively in managing a reservoir
- Speed the troubleshooting process for engineers and other industry experts
- Facilitate project managers' communication and efficiencies of process
- Monitor field stations remotely
- Help injured or ill employees stationed remotely get timely medical attention via telemedicine
- Bring employees together for company-wide addresses or meetings
- Help employees stationed on off-shore rigs or at some other distant location stay in touch with their families
- Provide corporate training and orientation (for example, mandated safety trainings) to deployed employees
- Deliver sales and marketing programs
- Aid in mergers and acquisitions
- Speed the hiring process by interviewing geographically dispersed job candidates over video
- Facilitate communication with vendors and supply chain management

Enhancing production without disrupting the process for the oil & gas industry

Video communications promises to help the oil and gas industry avoid spending millions unnecessarily on dry holes. To drill for oil is an expensive process so it's essential to be as effective as possible. With video, workers on an oil-drilling rig can process real-time data and display it graphically. Or, they can pull a video feed out of a bore hole and send that image real-time to various experts. This enables specialists to advise drilling crews exactly where to drill and give onshore technicians the ability to support numerous rigs.

With visual communications, specialists can go beyond simply meeting with other people - they can leverage their current technology and software applications. For instance, with TANDBERG's Duo Video stream and XGA monitors, geographically dispersed peers can look together at data generated and stored in a central place, such as a model of the Earth, and conduct their analysis. Through virtual reality, they can rotate an oil well or fly around a salt dome. This technique increasingly will be used by oil explorers rather than wildcatting to search for black gold. The variety of video applications includes:

Upstream (exploration, drilling, production)

- Connecting crews in the field, offshore and at headquarters via satellite to examine 3-D models and data
- Enabling geologists to show cuttings and core samples in real-time to their offices
- Training employees in the field on new safety procedures and techniques
- Allowing rig managers to report production challenges and deliver updates in a timely manner to headquarters that might affect time-critical decision making processes
- Dealing with any incident or tragedy by keeping headquarters apprised of the crisis and aftermath
- Aiding injured or ill employees via telemedicine with doctors and medical personnel
- Communicating new human-resource programs and news
- Assisting with reclamation projects by transmitting real-time information and visuals to headquarters
- Sharing information with third parties, such as academics, about remote projects

Midstream (processing, storage and transportation)

- Linking personnel at one end of huge processing facilities with colleagues at the other end to view and discuss new processes or fresh research
- Connecting with government regulators to discuss environmental, regulatory and safety issues
- Collaboration between engineering and construction personnel for instant feedback concerning adjustments to drawings and projects
- Assisting in keeping sites secure through remote video cameras

TANDBERG's visual communications solutions are simple to use, highly reliable, easy to install and scalable as needs dictate. To learn more about how we have helped other energy customers, please visit our web site at www.tandberg.net.

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Downstream (business management and marketing)

- Linking retail outlets (service stations/franchises) with the company for training and security purposes
- Capturing a video stream of meetings and negotiations for record-keeping purposes and archiving them for future reference
- Observing a refining site to make sure that any health issues are detected and dealt with quickly
- Hooking up retail establishments with marketing personnel when new products and services are introduced
- Communicating instantly with headquarters and directors to help manage high profile incidents or other PR-related issues
- Helping manage customer and vendor relationships by, among other things, giving them face time with field personnel

TANDBERG partners with the oil & gas sector to provide custom solutions

Providing years of innovative video products and expertise, TANDBERG designs customized systems for our oil and gas customers depending on each customer's specific needs. Whether mobile or fixed units, these interactive solutions - all of them secure and durable, seamless and natural - simplify and expedite energy industry processes.

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