

# Project value creation

Strategic alliances in Aker BP

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Tom Storvik – 16.05.2019



# Value creation through alliances

1 Our vision and values

2 Continuous improvement

3 The alliance model

4 Results

5 Going forward



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“Vi skaper det ledende uavhengige lete- og produksjonsselskapet offshore”



“Aker BP Projects is recognized in the industry as the reference for project excellence”

**S**

Søkende  
Enquiring

**A**

Ansvarlig  
Responsible

**F**

Forutsigbar  
Predictable

**E**

Engasjert  
Committed

**R**

Respektfull  
Respectful

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1 Our vision and values

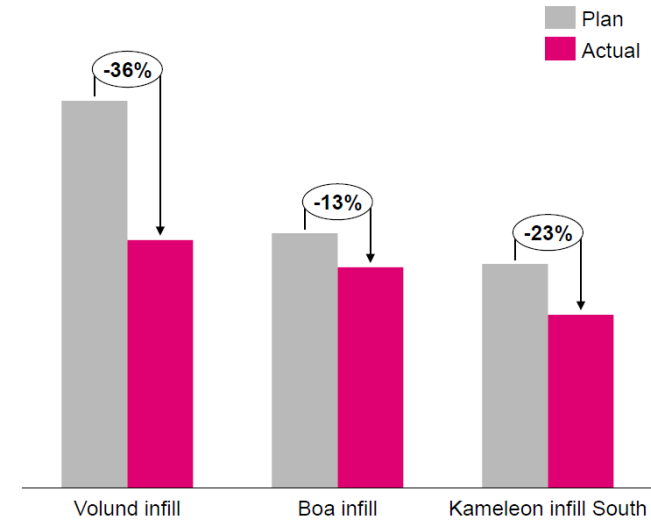
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Delivering significant cost improvements<sup>1)</sup>



AkerSolutions  
SIEMENS

AkerBP  
subsea 7

KVERNER  
ABB

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**IMPROVE**  
**Smart service contract with Framo and Cognite**

AkerBP FRAMO Cognite

- New approach to operations and maintenance
- Providing live data to the pump producer from three Aker BP fields
- Has already contributed to design improvements
- Enabling "pumping as a service" and new business models for Aker BP



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