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CASE STUDY



National Oil Company



ABOUT THE CLIENT

Industry	Oil and Gas
Revenues	$100+ billion
Employees	85,000
Location	Europe & Middle East
BSI Service or Solution	Supply Chain Improvement

Key Challenges
- Subsea installations were costly and time-consuming
- Limited supply base for critical technologies

Why BSI was Selected
- Oil and gas supply chain experience
- Deep knowledge of supply base and contracts at National Oil Companies

Project Scope
- Offshore installations
- Shallow water (less than 500 feet of water depth)
- North Sea
- Potential for application in other regions

Project Approach
- Using surface wellheads on a platform rather than subsea wellhead installations

Financial Benefits Realized
- 25% potential savings on upfront cost
- 20-30% potential reduction in capital expenditures compared to a subsea installation

Operational Benefits Realized
- Quicker setup than conventional subsea wellheads and production systems
- Changed competitive dynamics with existing supply base, positioned client for negotiated savings

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