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CASE STUDY 473



ENERGY TECHNOLOGY ACQUISITION STRATEGY



ABOUT THE CLIENT

Industry	Oil & Gas
Revenues	Over $100 billion
Employees	Over 100,000
Location	Middle East
BSI Service or Solution	Intellectual Property Strategy

Key Challenges

- Client gave large suppliers many contracts across multiple divisions, with no intellectual property agreements.
- Client had become increasingly dependent on suppliers that had acquired core technologies at the expense of Client.
- Client was buying multiple products and technologies from the same suppliers through multiple divisions, compromising its purchasing power.

Why BSI was Selected

- Track record of insightful analysis of the business implications of technical issues within the Client organization.
- Technical competence in more than a dozen relevant problem areas.

Project Scope

- Corrosion management
- Process automation
- Energy conservation
- Produced water

Project Approach

- Developed a technology management framework.
- Identified and prioritized the benefits of leading-edge, newly commercialized, and long-term technological trends.
- Identified technology leaders and emerging suppliers in important technology niches

Operational Benefits Realized

- Integration of technological agreements and procurement framework agreements (anticipated).
- Improved operational performance through technology deployment (anticipated).

Financial Benefits Realized

- Improved financial performance through operational optimization (anticipated).

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