



saipem

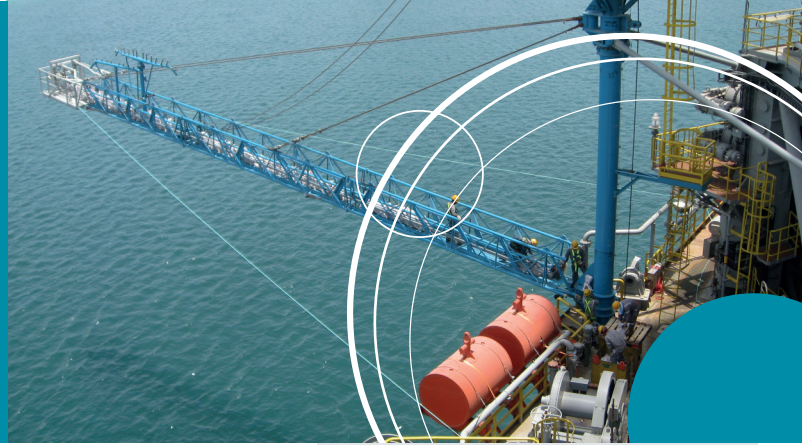


EXPRO

WELL FLOW MANAGEMENT™

# / Expro Excellence Equipment Sales

Expro's flexible approach enables Saipem to deliver time-critical project, avoiding costs of up to \$100,000 per day, whilst maintaining the highest standards of quality and consistency



## Objectives

- Expro have a proven track record of working with Saipem and have established a strong working relationship
- Saipem contacted Expro's Equipment Sales team to refurbish existing burner booms, following a contract extension from Saudi Aramco for the Perro Negro 7 rig, which crucially had a critical deadline

## Expro Excellence

- Expro's Equipment Sales team adapted their usual process for refurbishing burner booms to meet Saipem's requirements
- Burner booms in need of refurbishment are normally shipped, then received by Expro's fabrication shop in Dubai for the necessary work to be undertaken
- Expro responded to Saipem's challenge by offering to refurbish the booms in the Arsy Shipyard, Bahrain, which allowed the process to be completed in a shorter timeframe

- By relocating to Arsy, Expro overcame the challenge of establishing links with new supply companies, incorporating them into the SAP system and having them audited in a very short period of time; Expro also had to arrange personnel to relocate to Arsy Shipyard for the duration of the refurbishment in order to supervise the work, ensuring the quality of the work met Expro's rigorous standards

## Value to client

- Expro's flexible approach provided Saipem with a solution that would meet tight deadlines, saving time and money – avoiding approximately \$100,000 per day of rig time costs if Saipem had not met the deadline
- Existing relationships with Expro ensured consistency of the product for Saipem, as well as the reassurance of robust standards of quality from Expro

Expro's burner booms reflect innovated technology for durability and reliability. We offer vertical and horizontal racking capabilities, along with advanced operational criteria. Modular design scalable boom sections are available in 60ft up to 120ft. The Sea Emerald Burner is highly efficient, environmentally friendly; third-party rated at 99.993% efficient. A typical boom package consists of the boom, mast, burner platform, and rigging. We also offer hull integration engineering to meet hull classification authorities.

Our competitors cannot refurbish Expro's burner booms, however they are in the position to sell brand new ones. Expro's commitment to customer service, quality and flexible approach enabled Saipem to meet tight deadlines without compromise.

## John Loafman

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## Contact

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