

## **Hall 1: Rigs**

### **Session 1: Drilling Contractors and Operators**

We are currently experiencing a number of challenges in Russian oil and gas sector, including a fall in oil prices, a devaluing in the rouble and sanctions imposed by the EU and US. What effect has this had on your drilling plans for 2015?

What are the biggest challenges you are facing with your 2015 drilling program? (Challenges for the operators and challenges for the drilling contractors)

What are the most significant projects are you undertaking at the moment, and which are the most technically complex?

In light of the current economic and geopolitical situation, does the relationship between operator and drilling contractor need to change? What suggestions or changes would you like to see implemented?

Rig purchasing and financing has always been a complex issue, but with current sanctions that are in place, how are you dealing with the restrictions? What solutions are you adopting?

Do you see a shift in financing and subsequent purchasing moving towards China, given the current political climate?

Will today's market conditions have any negative impact on drilling and as such production levels?

Do you have any concerns of the status of the Russian drilling rig fleet? Rig Age, Replacement rates, availability, rig size, future drilling capacity? How are you planning to solve these issues?

### **Session 2: Onshore Drilling Rigs**

Low oil prices and western sanctions notwithstanding, the fact remains that Russia lacks a modern drilling fleet with the capability and capacity to drill not only their vast unconventional fields, but more importantly challenging conventional oil fields efficiently and cost effectively. Is there a danger that short term financial constraints will hamper the efficiency of the drilling market in the long term?

What new rig requirements do you foresee this year? And does it include any plans to purchase heavier or more technically advanced rigs this year?  
Are there any short term rig capacity gaps which require filling?

### ***Question for the Rig Suppliers***

Current sanctions mean that Russian banks are finding it difficult to access western credit markets and finance not only oil and gas projects, but also capital equipment purchases. As we have discussed before, having the correct rig for challenging drilling conditions is key – how are you working with your Russian clients to ensure that the purchasing process is as easy as possible.

### ***Questions for Drilling Contractors***

What are you looking for from the rig manufacturers this year? Financing? Cheaper Rig Options? Technology?

Are more complex operations being delayed due to a lack of suitable rig availability?

International companies are battling against Russian manufacturers for sales in what is a very competitive market. What is your current rig selection process?

The need to upgrade and modernize the regions ageing rig fleet was covered in depth at the RDCCR 2014. A lot has happened since then - Have your plans to upgrade your own rig fleets changed in light of the current market situation?

### ***Questions for Operators***

When drilling at one of your fields, how involved are you on the rig selection process? For example, do you specify the capability and specifications that you require on the rigs themselves?

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## **Session 3: Rig & Ancillary Equipment**

What new rig equipment are you using in improve the rigs drilling performance?

With many of the region 's rigs needing updating. What equipment are you looking to purchase in the near term to help modernize the fleet?

What is the percentage of rotary tables versus the use of top drives in your current fleet? What top drive purchasing plans do you have for the near and short term?

Can you highlight any recent regional success stories, where the implementation of your Top Drive system has brought clear benefits for the drilling company? What are your latest advances in top drive technology?

What size of solid control system are you using at the moment? What upgrade plans do you have?

In terms of mud recovery and reuse, how closely do you monitor the recovery and recycling? Is this cost saving a factor when selecting a solids control system or for the operators when they issue contracts?

What savings can be realised for the contractors and operator through using an efficient solids control system?

#### **Session 4: Drives and Power Generation**

With today's drilling operations seeing deeper wells, being drilled in record times and with a greater demand for horizontal wells in Russia; what power generation and control challenges you are facing in the field? Is your current equipment up to spec for the changing market? What gaps/deficiencies do you have?

As a general rule; does your company use "single source" suppliers for your generator sets, or do you use systems (engines, alternators, controls) made up from different suppliers?

Who and what are the main drivers for you when you are deciding which rig power and drive system to select? How involved does the operator get during the selection of power generation equipment and what considerations are given to purchase and run life/cost per watt costs?

What is your major selection criteria for the power and drive unit? Brand, initial cost, cost per watt, run-life cost, reliability reputation or rig site performance?

With new monitoring and optimizing features on the power and drive systems, how do you manage the training and new technology/system/procedure adoptions for the site teams?

## **Hall 2: Tubular**

### **Session 1: Drilling Contractors & Operators**

With so many different types of drill pipe connector available on the market, how do you select the best pipe for each project?

The currency devaluation in Russia is making the purchase of premium class drill pipe much more expensive. What impact are the current market conditions having on your purchasing plans for premium drill pipe?

What are your current purchasing requirements for premium pipe, and how are you adapting to the market conditions/price sensitivities to ensure you are still using the best connections for the well?

Are relationships with the high end manufacturers changing during these economically tough times? How do we ensure sound beneficial cooperation between high end vendors, DC's and operators for the coming years?

Are there any concerns or issues you are having with pipe supply or tubular running services in the regions which are causing delays or down time?

Are you specifying hardbanding in your well contracts or this is left to the DC who delivers the well?

Is application readily available in your region?

### **Session 2: Tubulars**

With the more complex wells becoming less attractive to drill due to the price of oil. What will be the demand for pipe with premium connectors this year? What projects require premium pipe?

What are the common drill pipe connector related problems you often come across in the region? What solutions do you have for these problems?

This year will provide vendors with tough sales challenges in the region. What are you doing to ensure you remain competitive in these unpredictable times?

How do you work with the drilling contractors and operators to ensure the correct and most suitable equipment goes into each well?

What are your latest technological innovations?

What other additional services can you provide?

### **Session 3: Hardbanding**

Replacing casing and drill string equipment is costly, hardbanding is proven to help prolong the life of your pipe. Have you seen an increase or requested hardbanding applications recently?

How easily is it for you to find hardbanding applicators and service teams in Russia, especially in the more remote regions, to meet your hardbanding needs?

How are you monitoring the hardbanding to ensure reapplications are taking place when necessary?

What concerns or bottlenecks exist in the hardbanding application supply chain you would like to see resolved?

Hardbanding has become standard practice for many companies around the world. The benefits are clear, but how long until Russia adopts hardbanding as a standard practice?

### ***Questions to the vendors***

Hardbanding has the potential to prolong pipe run life and prevent wear. Have you launched any new products or services recently?

What would you like to see happen to strengthen your relationships with the operators and DC's re hardbanding?

How are you dealing with the sanctions and your ability to supply in the region?

As manufacturers what role can you play in ensuring a high quality and available application service?

### **Session 4: Pipe Handling**

Pipe handling operations in Russia often come under the spotlight for poor efficiency and HSE standards. What are the most common pipe handling problems you face in your rig fleet at the moment?

What pipe handling equipment are you currently using on your rigs?

Do you have any plans to upgrade or purchase new systems in the near future?

Have you recently experienced any safety issues or down time associated with pipe tong failure?

Is pipe handling times an issue you calculate and seek to minimise? How do you review and optimise this process?

What are the best advantages to the regional drillers when using your pipe handling systems?

What is available of your products in the market at the moment? Are sanctions having an effect on your ability to supply?

What new product launches have you had recently?

## **Hall 3: Service and Down Hall**

### **Session 1: Downhole Tools**

What impact have the sanctions had on your field operations (aside from unconventional fields)?

Has the exchange rate impacted on your contracts and relationships? How can these be overcome?

Are you happy with the range of available services and tools in Russia? What is missing that you would like to be seen added to the available tools or services lists?

There are often price disagreements between the operators and the contractors/services companies. What cost problems currently exist and how can they be solved.

In times of economic uncertainty, what is more important to you; the value an oilfield service will bring to the well or the cost implementing the service?

How can the relationship between Service companies, operators and drilling contracts be improved or changed to benefit the industry as a whole?

### **Session 2: Directional Drilling**

In recent years, Russia has seen a huge increase in the horizontal drilling of wells. What recent successes can you tell us about?

What issues and problems do you encounter when directional drilling? What solutions are offered for these problems?

What changes have real time drilling technologies had on your operation performance? Will you increase your use real time drilling technologies?

What success have you had with your MWD solutions in the region?

What are the latest MWD developments and advances in the market today? Have there been any innovative uses of logging tool to enhance drilling ops?

### **Session 3: Drill Bits**

The crash in the oil price has had a major impact on global oil and gas projects. Russia has also had to deal with sanctions and the exchange rate drop. What impact has this had on Russian demand for drill bits? How are you dealing with the situation?

What is your selection process for bits vendors? How do you choose with bit partner will be selected for each job?

Is there a need for compromise between bit quality and pricing during these tough times?

How can you ensure you are using the correct bit in the current hole for the correct price?

What level of regional customization do your bit solutions offer? And what design process do you use to ensure maximum bit for different formation?

Where do you manufacture and service your bits for the region? How can you ensure quick delivery and servicing?

What level of integration do your bits experts have with your customers drilling teams to ensure the maximum possible bit performance and drilling optimization for each job?

What are your latest product launches? What advantages do these features bring?

Can you describe any recent success from the field, where your bits have clearly improved drilling rates/performance?

### **Session 4 Downhole Tools**

Minimising NPT (non productive time) during drilling ops is essential to delivering a well on time and on budget. Have you encountered stuck pipe issues recently? How have you solved the problem? –

Vendor solutions on stuck pipe - latest Jar and Shock technology



How are you measuring and ensuring wellbore integrity during your drilling?  
What common problems are you encountering and how are they being solved?

Vendor solutions on well bore integrity – latest launches and products for the Russian market

Wellbore cleanouts. What is the current level of market adoption for well bore clean outs? Is the cost accepted or seen as a luxury?

Have you experienced any issues or problems with wellbore cleanouts?

Vendor solutions for wellbore clean outs.