



BLUE ENERGY FOR A BRIGHT FUTURE

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12 / 14 JUNE 2018

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OPERATING IN THE CRUEL SEA

Installing, Inspecting & Maintaining

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Operating in the cruel sea : Installing, Inspecting & Maintaining SOFIMAR - Overview

- Besse's subsidiary : inhouse marine & power technical advisors and experts
- A team of engineers based in Nantes but able to intervene WW
- Scope of works :
 - Technical advisors dedicated to Besse and its clients (project review, MWS/Client interface,...)
 - Loss Technical Expert notably for insurance companies (root cause analysis, cost analysis,...)
- More than 20 years ROE on marine & power issues (10 years in the field of MRE)

Operating in the cruel sea : Installing, Inspecting & Maintaining

Is the sea cruel ?

- At a time when it is possible to extract O&G in deep water, to build 2,5km road viaduct, to launch car in space....
- is the sea cruel ?
- or have we only forgot that the sea remain... the sea ?
- **SOFIMAR ROE shows that main issues suffered by project are due to :**
 - Economic options,
 - Technical options,not fully considering the marine playground of MRE and its constraints.

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→ Project organisation :

- Lack of marine / offshore knowledge / background in project teams
- Risk analysis perfectible

→ Design/technological options:

- Technical options not sufficiently customized (cathodic protection, coating, bolt breaking systems,....)

→ Construction / installation method :

- Failing quality control process (PMI not automatically implemented)

→ Offshore works contractor's :

- Vessels not always fully appropriate (DP,...)
- Experienced of operator sometimes limited

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Besse - ROE

→ Insurers have clearly identified all these issues...

- Marine Warranty Surveyor (originally in O&G insurance practice and transposed in MRE)
- Scope Of Works of MWS have been extended over the years to consider more and more items iro offshore works
- Scope of coverage available

→ Operating in the cruel sea... is also operating with marine operators :

- Contractual practices are historically specific (kfk,.....)
- Rely on dedicated lawyer

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Conclusion

- A balance have always to be found to secure projects without too much impacting CAPEX and OPEX costs....

- nevertheless... what is the best option :
 - Act beyond a « good hoouseholder » behavior and anticipate even if costs are higher but more secured as the level of risk will be minimum ?

or

 - Optimize costs as much as possible but be exposed to significant increases when (and not if...) risks occure ?



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