

# Bridging The Gap



ConocoPhillips



DETECHTION  
t e c h n o l o g i e s L L C

*Aligning Performance  
Measurement between  
Natural Gas Producers and  
Compression Suppliers*

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# Overview

- Gas producers and compression suppliers are dependent on each other for success
- Current operating environment poses unique challenges
  - Low natural gas prices
  - High operating costs
  - Capital availability
- Does improved performance tracking enable us to become more efficient and profitable during these times?

# Challenges in the Upstream Environment

- Producer/Supplier focus on different business drivers
  - Run Time / Throughput Vs. Mechanical Availability / HP Loading
- Unit Size
  - Small well-head - automation/personnel cost per HP
- Logistics
  - Remote locations, geographic proximity to other units
- Technology
  - Lack of automation / Outdated compared to transmission facilities
- Personnel
  - Green work force / Limited compression expertise

# How We Measure Performance

- Throughput
- Runtime / downtime / availability
- Operating Efficiencies
  - Horsepower utilization
  - Fuel economy
  - Cylinder Capacity Utilization
- Maintenance costs
- HSE

# Merging Our Visions

- Is it important to agree on standardized measurement?
  - Real time vs. snapshot data
  - Process to retrieve and report data
- Can we streamline / prioritize efforts through better information sources?
  - Improve response systems
  - Support Optimization programs
- How do we align our different business drivers to ensure mutual financial benefit?

# Opportunities

- Market conditions will drive efficiency focus
- Environmental regulations force us to collaborate
- Technology improvements and affordability
- Solutions for measuring / prioritizing / optimizing are available and improving
- Others?

# Thank You!



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