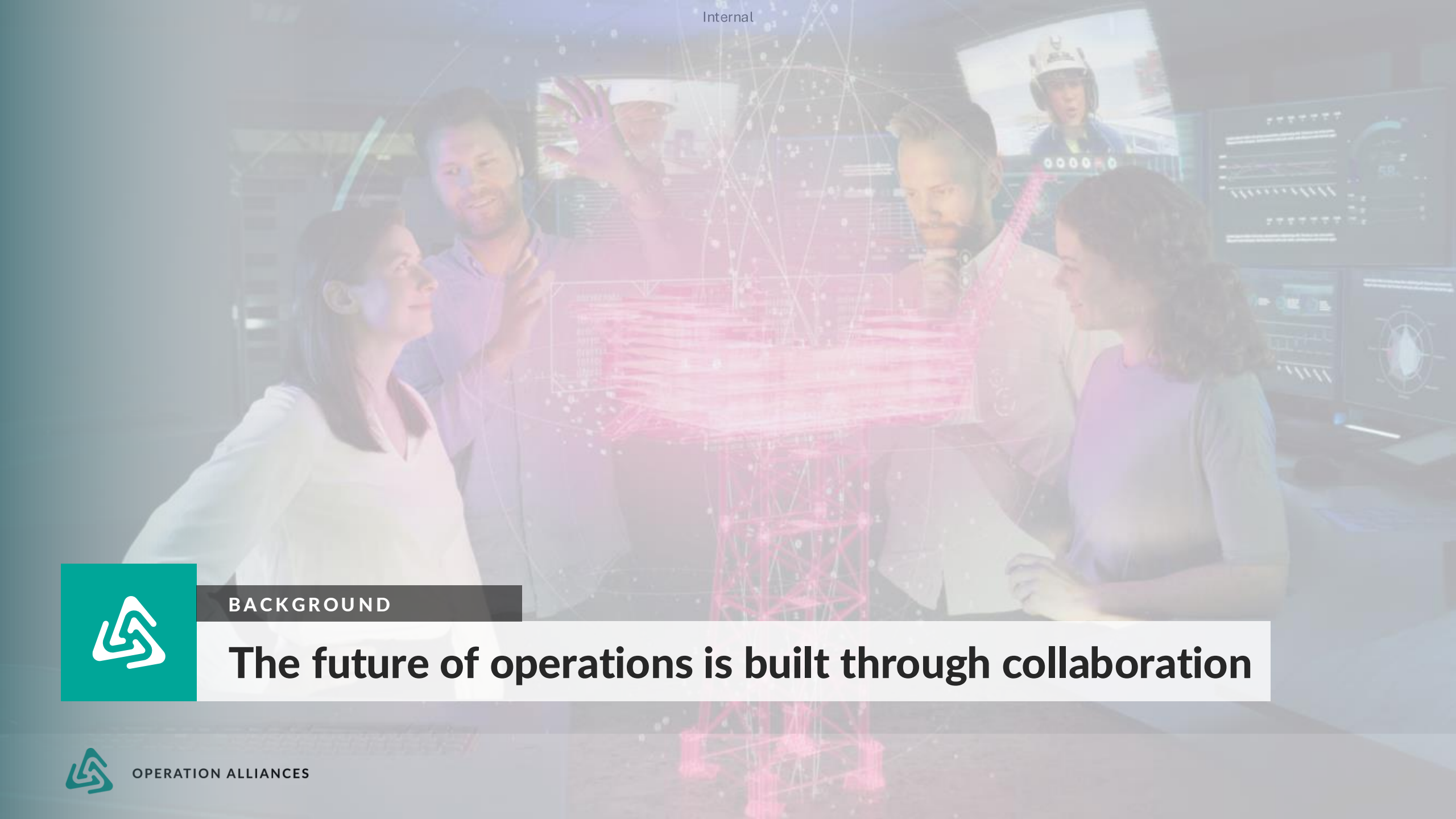
# Operation Alliances

*How collaboration, data and shared value are transforming operations*

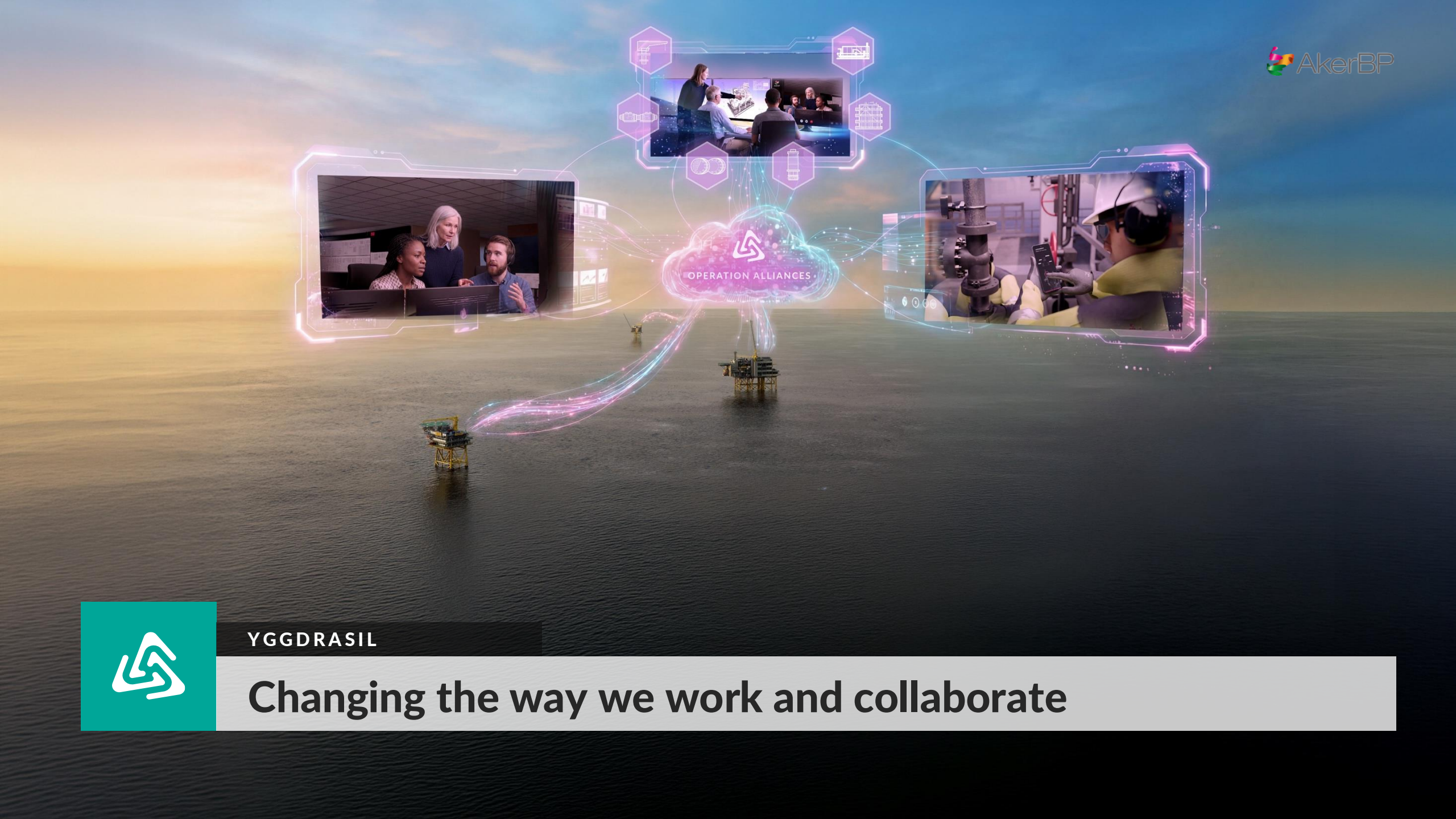


Julie Jansen Birkeland – Operation Alliances Manager



BACKGROUND

# The future of operations is built through collaboration




YGGDRASIL

# Changing the way we work and collaborate

THE STARTING POINT

# Taking the alliance model into operations



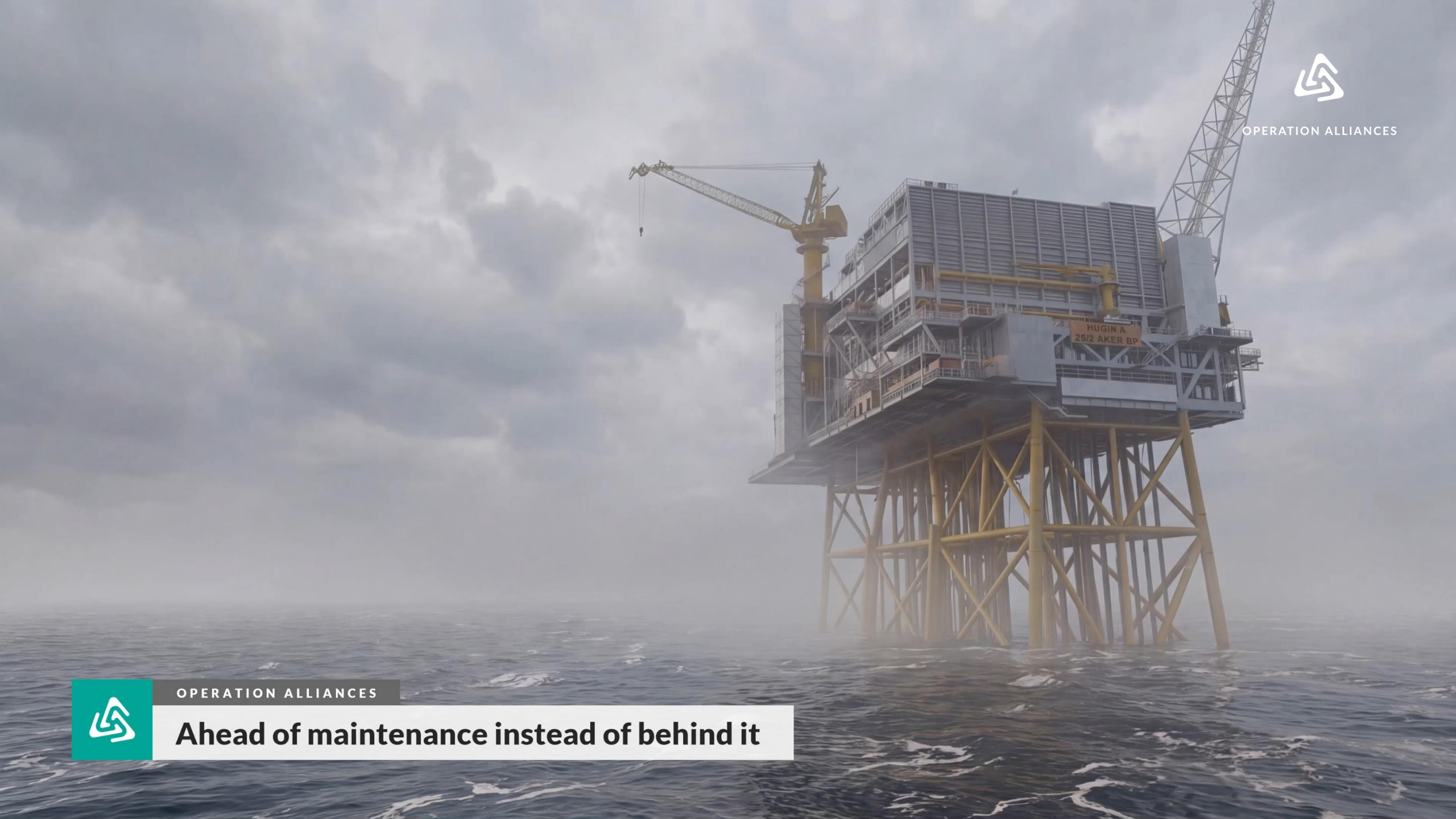

*When people share common goals, they start to act differently*

SHARED DATA

# One shared view -> predictive operations

OPERATION ALLIANCES





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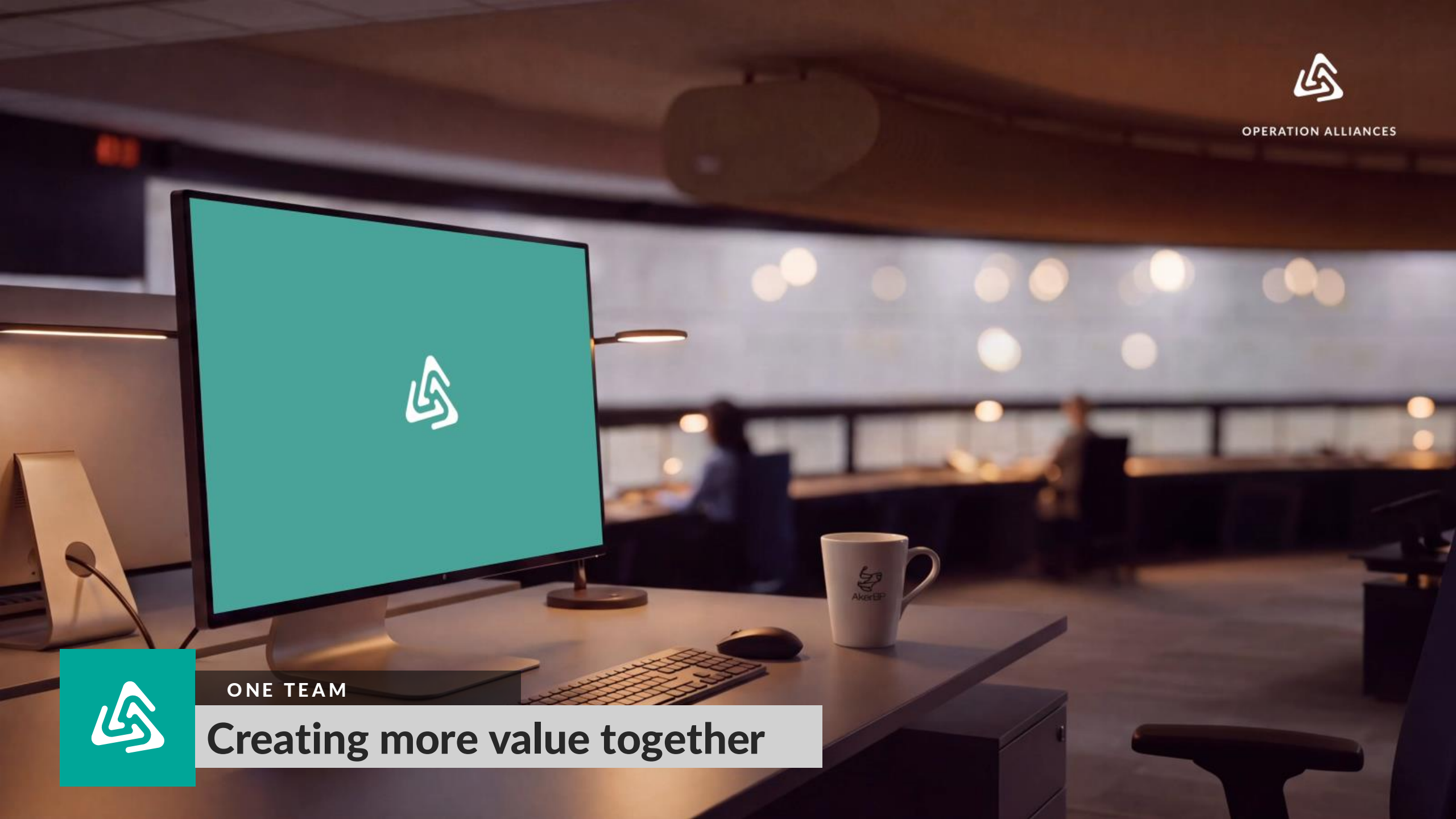
# Ahead of maintenance instead of behind it




ONE TEAM

# Creating more value together


OPERATION ALLIANCES
AkerBP



OPERATION ALLIANCE

GAS & SEAWATER PROCESSING

AkerBP NOV

Rune Kristensen – Business Development Director

# From condition to structured event



## A condition develops

The equipment state changes before the operator sees a failure.




## NOV detects and predicts

Expert system detects the condition and recommends corrective action.



## Integration with Aker BP APM

Captures condition and recommended response in a common event format.

OPERATION ALLIANCES


Trust


Collaboration


Competence


Performance Partnership


VALUE
Value creation


Growth

# OPERATION ALLIANCE
WATER PUMPS

AkerBP FRAMO an Alfa Laval brand

Johan Lunde Sagen – Performance Contract Manager

# Operation Alliance

**1**
**Increase customer profitability**

**2**
**Align incentives**

**3**
**Improve customer experience**



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