

Dear Offshore Professional,

Everyone at Primo Marine wishes you all a very Happy New Year!

A new year, a fresh start and always a moment for reflection. A moment to consider work, projects and whether the year ahead will be a prosperous one.

In this regard we are all facing interesting and challenging times, in terms of a downturn in Oil & Gas and as for Offshore Wind Power, being confronted with calls for dramatic cost reductions.

The expectation, European wide, is for the Offshore Wind Power Market to mature, remove its reliance on subsidies and certainly reduce the overall cost of project (construction and maintenance)

In many cases, huge cost savings are expected, for example up to 40% have been mentioned for offshore wind projects in the Netherlands. These type of cost reductions will be principally realised by continued risk mitigation and the delivering of improved technical excellence (new and existing) safely.

Ideally, with all parties working together to achieve, will create a more sustainable long-term industry, which is good news all round.

So we thought we would focus on our contribution and support to achieve these cost saving targets that will inevitably come and change and shape the industry further.

Please read below what we envisage for cost savings in Operations & Maintenance, Specialized Cable Care and QHSE.

As always, please enjoy reading! Please share thoughts and views with us!

Your Primo Marine Team

Rotterdam, February 2016



Operations & Maintenance I

So important and often neglected - move from reactive to condition based maintenance. The Operations & Maintenance Strategy begins – in the best case scenario – in the planning phase of your asset. Here the most valuable decisions can be made that have a far reaching impact on both the Installation and Operations & Maintenance phase (CAPEX/OPEX) balance. To achieve stable risk based burial conditions that last, to the necessitating of regular surveys to prevent damage against the risk of continued cable damage, repair and replacement. Considerations that require an in-depth understanding and focus in route engineering and the burial of the subsea power cable relative to the costs of dealing with obstacles and obstructions during the installation of the cable and the (potential) costs of maintenance of the depth of burial of the cable over its lifetime. Not just technical but very much CAPEX/OPEX balancing considerations.



Operations & Maintenance II

RPP Repair Preparedness Plans – ready to tackle. To overcome the nightmare of an asset suffering damage – where emergency (often opportunistic) repair costs have to be added to the loss of revenue of the asset out of service – we strongly recommend to consider Repair Preparedness Plans containing very practical items: repair methods and procedures are described, necessary documents and files are prepared for the application of permits and the actual execution of the repair work, staff is considered for the individual packages, subcontractors, resources identified and interfaces coordinated. Risk analysis and HSE plans are part, too, as well as the management of spare parts will be drawn up and finally close-out with for insurance claims and certainly a lot more. Everything properly considered, prepared and planned for. Increasingly we are asked to develop these plans which also touch Emergency Response and Business Continuity strategies. Tailored and bespoke for each asset, field and development.

A/1 Very Likely	B/2 Likely	C/3 Possible	D/4 Unlikely	E/5 Very Unlikely
1				
		2		
				3

QHSE

Focused QHSE, has an opportunity to have a positive impact on projects. The ensuring productivity and schedules safely delivered as well as reducing cost impacts. The consideration for including planned QHSE, will have a significant cost impact throughout all phases from applying QC techniques, to regulatory compliance management, to the ensuring the establishment of an incident management reporting system, ensuring prevention of continued issues. The alternative is the risk of continued time-outs either for safety, unforeseen regulatory and operational issues such as breakdown of equipment – with the overall effect of pro-longing and increasing cost of offshore operations.

Here follows a selection of projects we are presently working on

- Offshore & Tender Management for an Offshore Wind Farm.
- Cable Package Management for an Interconnector Cable.
- Offshore Management for an Offshore Wind Farm.
- Cable Package Management (O&M) for 2 Interconnector Cables.
- Project & Interface Management for an Offshore Wind Farm.
- ERS Cable Repair Management Services for an Offshore Wind Farm.
- HDD Feasibility study for an Interconnector Cable.
- Corporate & Project QHSE for major Offshore Companies.
- Cable Package Management for 2 Interconnector cables.
- Cable Package Management for a Cable Manufacturer.
- Trenching Assessment, Burial Assessment & Installation Peer Reviews for Installation Contractors.
- EU Tendering Support for an Interconnector Cable

Career Opportunities

We are looking for a **QHSE Advisor** with the following profile:

- Experience: involvement in cable/offshore installation and cable protection projects
- Self-starting and pro-actively minded
- Currently actively managing own career
- Appropriate competence in international system standards (ISO 9001, OHSAS 18001, ISO 14001, ISM, other)
- Willing to "serve" our clients to a high degree
- Occasional site/offshore assignments
- Comfortable in communicating from board-level to the deck-level
- Language skills are appreciated, at least truly competent in written/spoken English
- Happy to be loyal to Primo Marine and its clients
- Small niche company where relationships are paramount

Please contact for more information: [Marius.Hoogendam](mailto:Marius.Hoogendam@primomarine.nl)

Dates for 2016

We will be attending the following conferences/exhibitions throughout the year:

- All Energy, May 4 & 5, 2016, Glasgow, Great Britain
- Seaenergy, June 1 & 2, 2016, Biarritz, France
- Winddagen 2016, June 15 & 16, 2016, Rotterdam, The Netherlands
- WindEnergy, September 27 & 28, 2016, Hamburg, Germany
- Offshore Wind, October 24 & 25, 2016, Amsterdam, The Netherlands



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Short Profile of Primo Marine

Onshore and Offshore Engineering and Management for Subsea Cables and Pipelines. Your Helpdesk for Installation, Protection and Maintenance Challenges.



Primo Marine is a member of the International Marine Contractors Association (IMCA) and greatly supports the use of IMCA guidelines.

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