

## Dear Offshore Professional,

Here we are, back again with this year's first edition of our Newsletter. Back with new projects, new colleagues and our contributions towards the industry requirements of achieving targeted savings and goals.

Here we go...

**Projects:** We have been contracted to provide onshore and offshore technical support on a major European repair scope.

**Colleagues:** We are glad to welcome two new colleagues. Specialists in protection, design of offshore scour protection, landfall constructions and research & development.

**Contribution:** Upfront, however, we would like to commence with the important CAPEX – OPEX – TOTEX considerations.

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

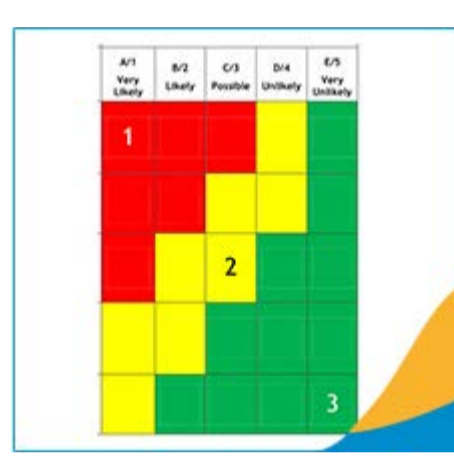
Your Primo Marine Team

Rotterdam, February 2017



## CAPEX - OPEX – TOTEX

Once protected through burial into the seabed offshore power cables are primarily threatened by fishing gear and dragged non-holding anchors. The seabed, however, is not fixed and often moves itself over the years. Maintenance of the burial depth can be needed to keep the cables protected. To take decisions with regards to the installation depth of subsea power cables the initial investment CAPEX is to be balanced against the maintenance costs OPEX, aiming at the lowest possible total costs TOTEX. CAPEX/OPEX balancing is necessary with the ultimate goal to obtain sufficient protection over the whole design life of the cable at the lowest TOTEX costs. Through various installation projects we have accumulated ample experience to examine this comprehensive approach that current scopes and up-to-date solutions require.



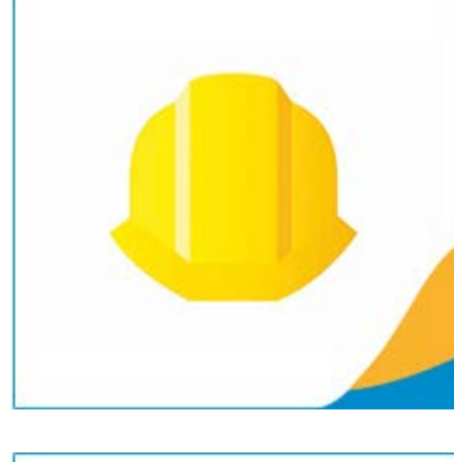
## Design and Management of Lifecycle (Fully-Integrated) Risk Control Strategies

In our last Newsletter (no. 7), weather and soil risks were already highlighted in the context of installation projects. Just to add a little more... Primo Marine continues to support clients with the design and management of lifecycle (fully-integrated) risk control strategies in the context of metocean, man-made and natural sub-seabed hazards which could potentially impact capital offshore infrastructure projects. The process starts with (semi-)regional metocean and geological desk studies which are principally aimed at developing a broad understanding of associated risks and to highlight any potential fatal flaws. On a Dutch wind farm project, Primo Marine, are currently supporting the client with developing fit for purpose field data acquisition scopes, tailored to the specific project area and with specific technical risks and engineering requirements in mind. Our experienced team is engaged with managing the safe and efficient execution of geophysical and geotechnical field data acquisition campaigns and focused on the timely delivery of high-quality data for power cable installation tenders.



## Subsea Rock Protections

Subsea cables and offshore wind farm developments often require the application of quarried rock for protection purposes. Examples such as crossings with other cables or pipelines, scour protections around monopiles and jackets or remedial cable protection at locations where the cable is insufficiently buried. A solution should consider more than the stability, i.e. also the interaction of the rock with its surroundings (e.g. winnowing and scour), the installation methods, vessels capabilities, cost effectiveness and selection of suitable contractors.



## We Welcome New Colleagues

**Sophie Weusthof**, Project Engineer: Research & Development Specialist

Sophie joined us in November 2016. She has more than 8 years' experience in engineering. These were achieved in the Dutch Oil & Gas, Civil and Power Sectors. Previously, Sophie held engineering positions, including a research and development position at Huisman Equipment and structural engineer at Royal Haskoning. Sophie is a Civil Engineer, qualified to MSc level, having studied Structural Engineering at Delft University of Technology.



**Martijn Hovestad**, Senior Project Engineer, Installation Specialist

Martijn will join us on March 1, 2017. Martijn has over 10 years of experience in the offshore oil, gas and renewables industry, focusing on protection of offshore cables and pipelines, as well as design of offshore scour protections and landfall constructions. Previously Martijn held an engineering position at Tideway Offshore Solutions. Martijn is a Civil Engineer, qualified to MSc, having studied Coastal Engineering at Delft University of Technology.

## And Here Follows a Selection of Projects We Are Working On

- Marine Engineering for a Cable Manufacturer
- Landfall Engineering for a Grid Connection System
- QHSE Management Support (Project and Corporate), ongoing scopes
- Marine & Engineering Consultancy for an Interconnector including Cable Burial Risk and Burial Assessments
- Marine & Engineering Consultancy for an Interconnector including Burial Assessment Reviews
- Marine & Engineering Consultancy for three Grid Connection Systems
- Project Management Support for a Grid Connection System
- ERS and Technical Support for two Interconnectors
- Onshore and Offshore Survey Management for a TSO
- O&M & Engineering Support for an OWF
- Tender Management and Evaluation for a Wind Farm
- Scour Design for a Wind Farm
- MetOcean Services for a Grid Connection System Onshore and Offshore Technical Support Cable Repair
- Onshore & Offshore Technical Support incl. Client Representation on an Interconnector Repair Scope



## Save the Date!

Seanergy 2017 – the meeting for renewable professionals in France – is taking place March 22nd and 23rd at Le Havre. We would be happy to meet you there. Kindly mail for pre-arrangements to [info@primo-marine.com](mailto:info@primo-marine.com)



## It's Becoming a Tradition...

As in recent years we will be starting with a team at the Rotterdam marathon which is taking place April 9th. Ready, steady, go!

## Career Opportunities

Primo Marine is always looking for experienced and enthusiastic personnel. If you can see yourself working in an offshore cable and pipeline engineering environment and would like to discuss your opportunities, feel free to send your CV and/or call: [info@primo-marine.com](mailto:info@primo-marine.com) / +31 10 240 9821.

Also, go to Vacancies on our website: [www.primo-marine.com](http://www.primo-marine.com)



## Download Area

A variety of information about the support and expertise we offer can be obtained from our website. Please go to our download area:

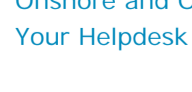


## Follow us on LinkedIn

Primo Marine is on LinkedIn. We frequently post interesting news. Why not become a follower and be in touch via LinkedIn?

## 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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