CROSSFIRE: Winners & Losers in a Low-Price World

MODERATORS:
• Jerry Kavalieratos: Alvarez & Marsal
• Dick Westney: Westney Consulting Group, Inc.
Our Panel

Michelle McNichol
Chief Executive Officer
Wood Group Mustang

Bob Tippee
Editor
Oil & Gas Journal

Luc Messier
Senior Vice President
Major Projects (ret.)
ConocoPhillips

Dean Ragsdale
Consultant
Ragsdale Group
In some cases, the panelists may express views for the sake of the discussion that may not reflect their own view, or that of their organization.
Zog make very persuasive PowerPoint presentation!
Our Format

PROPOSITION
“Texans will win the next Super-Bowl”

Poll #1
Panelists’ perspectives

Poll #2

Audience’s perspectives

Final comments
Now that the industry is in an era of abundance, with the capability to add production quickly if a disruption occurs, winning strategies are based on the assumption of low oil price for next 3 – 5 years.

1. Strongly agree
2. Agree somewhat
3. Disagree somewhat
4. Strongly disagree
Now that the industry is in an era of abundance, with the capability to add production quickly if a disruption occurs, winning strategies are based on the assumption of low oil price for next 3 – 5 years.
Proposition #1: Audience’s Perspectives

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The business model for the large, global E&C contractor is not sustainable; winning workforce strategies are based on a larger number of smaller projects.

1. Strongly agree
2. Agree somewhat
3. Disagree somewhat
4. Strongly disagree
Proposition #2: Panelists’ Perspectives

The business model for the large, global E&C contractor is not sustainable; winning workforce strategies are based on a larger number of smaller projects.
Proposition #2: Audience’s Perspectives

The business model for the large, global E&C contractor is not sustainable; winning workforce strategies are based on a larger number of smaller projects.
Proposition #2 – Poll #2 & Final Comments

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1. Strongly agree
2. Agree somewhat
3. Disagree somewhat
4. Strongly disagree
Proposition #3 – Poll #1

Owners, no longer regarding Engineering & Project Management as a competitive advantage, will move to an outsourcing strategy for projects.

1. Strongly agree
2. Agree somewhat
3. Disagree somewhat
4. Strongly disagree
Proposition #3: Panelists’ Perspectives

Owners, no longer regarding Engineering & Project Management as a competitive advantage, will move to an outsourcing strategy for projects.
Proposition #3: Audience’s Perspectives

Owners, no longer regarding Engineering & Project Management as a competitive advantage, will move to an outsourcing strategy for projects.
Proposition #3 – Poll #2 & Final Comments

Owners, no longer regarding Engineering & Project Management as a competitive advantage, will move to an outsourcing strategy for projects.

1. Strongly agree
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3. Disagree somewhat
4. Strongly disagree
Proposition #4 – Poll #1

Winning contractors will see the current business climate as an opportunity, and end up better than they were when oil prices were high.

1. Strongly agree
2. Agree somewhat
3. Disagree somewhat
4. Strongly disagree
Proposition #4: Panelists’ Perspectives

Winning contractors will see the current business climate as an opportunity, and end up better than they were when oil prices were high.
Proposition #4: Audience’s Perspectives

Winning contractors will see the current business climate as an opportunity, and end up better than they were when oil prices were high.
Proposition #4 – Poll #2 & Final Comments

Winning contractors will see the current business climate as an opportunity, and end up better than they were when oil prices were high.

1. Strongly agree
2. Agree somewhat
3. Disagree somewhat
4. Strongly disagree
One thing is certain: things will not work out the way we expect them to. Disruptive factors are likely. These include:

1. Innovation
2. Economic
3. Political
4. Environmental
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1. Now that the industry is in an era of abundance, with the capability to add production quickly if a disruption occurs, winning strategies are based on the assumption of low oil price for next 3 – 5 years.

2. The business model for the large, global E&C contractor is not sustainable; winning workforce strategies are based on a larger number of smaller projects.

3. Owners, no longer regarding Engineering & Project Management as a competitive advantage, will move to an outsourcing strategy for projects.

4. Winning contractors will see the current business climate as an opportunity, and end up better than they were when oil prices were high.

5. One thing is certain: things will not work out the way we expect them to. Disruptive factors are likely.

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