greater certainty, higher decision quality
adding value the io way
at the heart of everything we do is delivering greater certainty and higher decision quality

io oil & gas consulting is an upstream consultancy created to help bring more projects to sanction by disrupting traditional approaches. We are a joint venture between Baker Hughes, a GE company and McDermott and are unique in having their know-how, expertise and data ‘hard coded’ into our DNA.

At io we believe we have to make projects work in a sub $30/bbl oil price. We believe this will give our clients an enduring competitive edge in their long term portfolios.

We do this by delivering greater certainty, higher decision quality and disrupting traditional industry approaches by:

✓ starting with the end in mind
✓ looking at opportunities holistically using our integrated team
✓ embedding contractor and supplier know-how into our approaches
✓ maximising value through minimising total cost of ownership, creative thinking, innovation, collaboration, technology application and embracing digital transformation

We bring greater certainty (higher decision quality) to opportunity realisation so that the value we help identify can be delivered.

Our primary role is in the business planning and concept selection stages of an asset’s lifecycle (commonly referred to as FEL 1 and 2). In FEED (FEL 3) and beyond, we aspire to be your partner working with you to protect value.
assessment
selection
how we unpack delivering greater certainty for our clients

1. Collaborating with you
We work with you, on your side, to get the best outcome for you by bringing a breadth of experience and insights gained from working with a cross section of clients on a diverse set of projects.

We understand that the right business case is the one that integrates the strategic, commercial and technical frames. At io we bring all of these skills and aim to collaborate with you in an integrated way to evaluate opportunities holistically.

2. Reducing uncertainty on:
- Feasibility
- Cost
- Schedule
- Scope
- Execution strategy
- Constructability
- Installability
- Market understanding
- Financing
- Commerciality

3. Implementing the io way
Our in house approach is founded on Decision Quality. We start with the end in mind to shape options around the value drivers that are important to you and your stakeholders.

We believe in a “decision dialogue”; continuous high value discussions with you and all of your key stakeholders to keep the project aligned and on track.

4. Maximising value
We always look to maximise value by setting unreasonable zero targets, “Totex” goals, to cause development of the next generation of supplier led concept solutions and minimising the total cost of ownership through the use of smarter and more effective technology.

5. Bringing GE and McDermott expertise in early
Our parents know-how, knowledge and expertise is hard coded into our DNA and if appropriate, we embed their people into our teams. Our role is to translate their know-how to you in a “phase appropriate” way. For example, we include expert advice on flawless execution best practise learnings gained from complex projects, to suggest best concept solutions from an execution perspective as well as those of engineering, commercial and operations.

6. Digital transformation
We work with you to find the right digital philosophy for your project, finding your ‘digital thread’ by embracing digitalisation and innovations such as:
- Industrial Internet of Things
- Predix
- Asset Performance Management
- Digital twins
- Big data
starting...

with the end in mind
where io plays and how we work

at io we start with the end in mind, working with you to protect project value and deliver the project that meets your key drivers / goals

We bring a fresh and innovative approach; we are nimble, fast, responsive and easy to do business with. Our main goal is to build a long term trusting relationship with you by demonstrating we can do great high value work, delivering greater certainty for you.

We bring new ways of working and ideally want to collaborate closely with you. Bringing our integrated capabilities, we start with the end in mind and apply systems thinking, embedding a Decision Quality framework throughout. We focus our work on what success looks like for you.

An example of the wide range of capabilities that io offers:
- Advisory
- Field development planning
- Gas monetisation
- Infrastructure sharing capabilities
- Due diligence and M&A support
- Consortia building
- Value protection
- Operational excellence
- Decommissioning

Our approach, integrated and holistic
We will help you achieve higher Decision Quality on the choices you make in the face of the uncertainties you encounter by considering the technical, commercial and strategic frames of projects to find the best ‘no regrets’ outcome for you.

commercial

technical

strategic
commercial
- Monetisation options
- What “project” can be supported by the resources / reserves
- PSC or Royalty and tax?
- What payment models work? Leased, capex, deferred payment?

strategic
- What are the company drivers? Value? Speed to monetise? Something else?
- How does the political frame shape the project eg local content, domgas before LNG?
- Duty holder or non-operator?

technical
- Facilities and subsurface worked together
- Cost estimating, schedule etc validated by McDermott / Baker Hughes, a GE company
- Technology as an enabler and access to the GE Store
Why not get in touch to find out more about how the io way can add value to your business by delivering greater certainty and higher decision quality.

There are lots of ways to connect with us:

Drop us an email to hello@iooilandgas.com

Contact our London, Houston or Perth offices

Follow us on social media where we post interesting articles, insights and commentary pieces

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