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Iranian oil and gas, and service, companies have the opportunity to partner international oil companies (IOCs) in petroleum contracts (IPCs) with NIOC. Appropriate technology selection, development and transfer of technology into the country and assets provides huge opportunities for optimally delivering the country's oil and gas resources in a safe and cost effective manner, ready for the future. This 3 day course will provide insights into the key elements for effective development and technology transfer approaches. The workshop aims to provide best practice approaches in key topics of: Technology landscaping (needs assessment), understanding the drivers for technology applications, the risks and barriers, partner strategies and knowledge and IP aspects, coming together in the development of a technology and technology transfer plan.



**Dr Heine Gerretsen**  
Senior Technology  
Strategy Advisor



Heine has a masters degree in Chemistry (minor in business economics and teaching) and holds a PhD in Materials Engineering. He worked for more than 25 years in International Integrated Oil and Gas Companies where he held managerial roles in Research and Development, Discipline Engineering, Field Development, Project Management and Integrity Management in operations. He has also been a liaison between the business and leading universities for technology development. He/his teams developed and deployed technologies and worked with 3<sup>rd</sup> party companies to transfer and implement those. During his career he developed key skills in technology strategy, development and deployment. Heine has worked in the Netherlands, Oman, USA and the UK.

## Agenda

Day 1			Day 2			Day 3		
8.30	9.00	Registration						
9.00	9.45	Welcome, Safety moment	9.00	9.15	Recap of day 1	9.00	9.15	Recap of day 2
9.45	10.30	Opening	9.15	10.30	Needs assessment and technology road mapping	9.15	9.45	TRL and TRP
10.30	10.45	Break	10.30	10.45	Break	9.45	10.30	Planning and schedule
10.45	12.30	Introduction to technology and technology transfer	10.45	11.45	Partnering	10.30	10.45	Break
12.30	13.30	Lunch/prayers	12.30	13.30	Lunch/prayers	10.45	11.45	Compile technology and technology transfer plan
13.30	15.15	Technology landscaping (trends and challenges)	13.30	14.15	Derisking the technology application, pm skills	12.30	13.30	Lunch/prayers
15.15	15.30	Break	14.15	15.15	Roadmap, key deliverables-staircase	13.30	15.15	Syndicate presentations
15.30	16.15	Drivers and barriers	15.15	15.30	Break	15.15	15.30	Break
16.15	5.00	IP/license	15.30	5.00	Roadmap, key deliverables...staircase continued	15.30	5.00	Wrap up, Q&A
5.00		End of session	5.00		End of session	5.00		End of day session

## Course narrative

Technology and the transfer of technology for deployment in the local oil and gas production systems will be addressed. Current industry trends will be discussed and - interactively with the delegates- example technology maps will be made for selected assets. Technology maturation and deployment plans, Technology Realization Activity Plan, will be build, using as much as practical real life examples. Best practices and pitfalls will be discussed. There will be ample time for self- and team work and discussions, with short breaks between morning and afternoon sub-sessions.