

Rental tools webshop

- improved overview
- increased utilization

SBN Energy Day
Stavanger, 2020-03-04

Dag Håkon Myrdal
- Product owner -



AKSO Rental Tool Pool

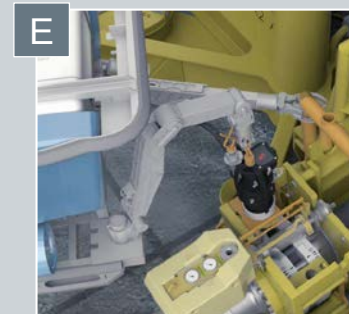
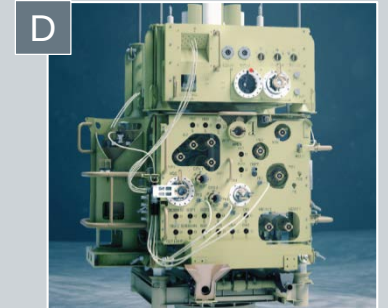
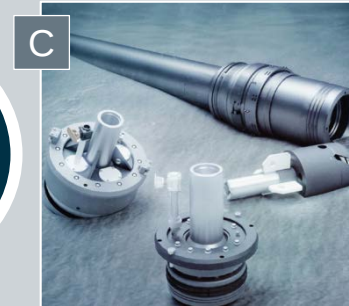
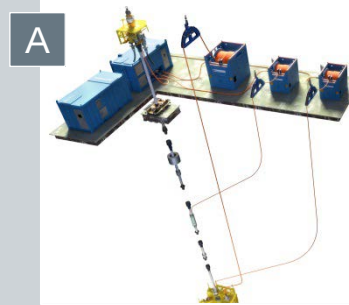
The rental tool pool has a vision to increase utilization of our rental tool pool investment and decrease oilfield services climate footprint at the same time.

One way to do that is to reuse existing portfolio when possible rather than use energy and materials to create new ones.

Portfolio includes:

- A. Workover Systems
- B. ROV & Intervention Tools
- C. Wellhead Tools
- D. XMT Tools
- E. Tie-In Tools
- F. Umbilical Transport Reels and Test Equipment
- G. Workshop & Spares Containers

>
1200
items



Value potential

Q1 2020

Immediate
potential

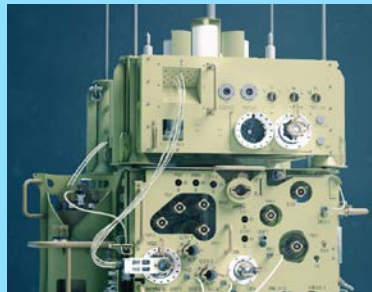
Improve utilization of
assets in existing
rental tooling
portfolio



Q 3 2020

Next phase

Include idle
Customer owned
equipment in
offering



*14,000 items in storage only
at Ågotnes (11,000 owned by
Equinor)

Sell equipment
online

Market our service
portfolio online



2021+

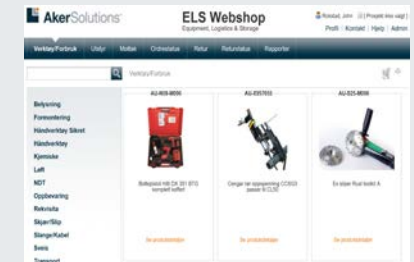
Stretch

Include test
equipment in stock
at all locations



* Equipment worth 500
mill NOK (procured value)

Include handheld
tooling from ELS
web shop (B/F
Equipment, Logistics
& Storage)



*ELS solution approaching
end-of-life

Internal process efficiency improvement

Why

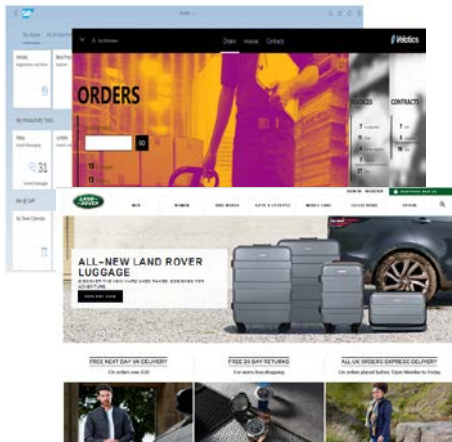
What

How

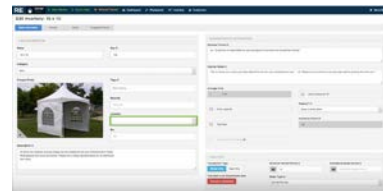
Solution screening and selection

SAP

Fiori Cloud /SAP e-Commerce



Rental web solutions

Rental essentials
EZRentOut

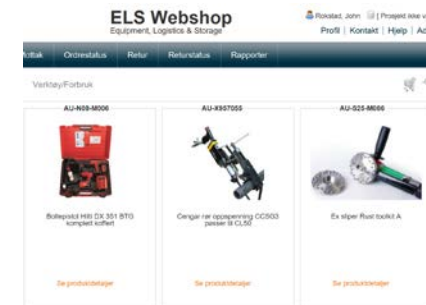
Sales solutions

Sana e-Commerce



Existing inhouse

ELS

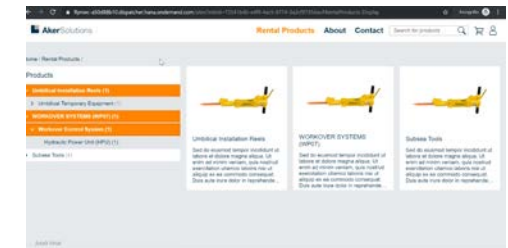


Inhouse solution for small tools
and PPE is based on MIPS.

Evaluated by IT to not have an
acceptable architecture for the
future.

S5 / SAP UI5

S5 consulting – sw dev.



- + No integration issues
Tap into existing info
Low initial cost & low overhead
Experience from Aker BP
- We need to set up our processes
May be significant development
cost to have a complete solution

Why

What

How

Vision, personas, ~10 user stories and overview in Aha!

The screenshot displays the Aha! Workspace overview for a project named 'SLS - RTP'. The interface includes a top navigation bar with tabs for Info, Strategy, Releases, Ideas, Features, and Roadmaps. The main content area is titled 'Workspace overview' and 'SLS - RTP'. It features a grid of six cards, each with a thumbnail image and a description:

- Card 1:** A portfolio of digital services aimed at improving the financial performance of the assets in the Rental Tool Pool.
- Card 2:** Read our initiative [Vision](#) statement. This represents a longer term view on how the initiative will impact each of the 4 AKSO strategic perspectives.
- Card 3:** Review the initiative [A3](#) (s). Our standard A3 as defined in our Continuous Improvement process [QM-00020-000-000-EN](#).
- Card 4:** Explore our [goals](#) for the initiative against our Strategic Perspectives. These goals represent the outcomes and success metrics for the initiatives. Not every initiative will have goals across all 4 perspectives but all outcomes must show measurable value.
- Card 5:** See the initiative live [plan](#) and progress to date. A gantt chart view that can combine tasks, todo's and feature development.
- Card 6:** Read the initiative [overview](#) and see the [features](#) and how it will impact our end users. A snapshot overview of key elements of the initiative along with a high level explanation of the key value to the initiative end users.

On the right side, there is a sidebar with various controls and information:

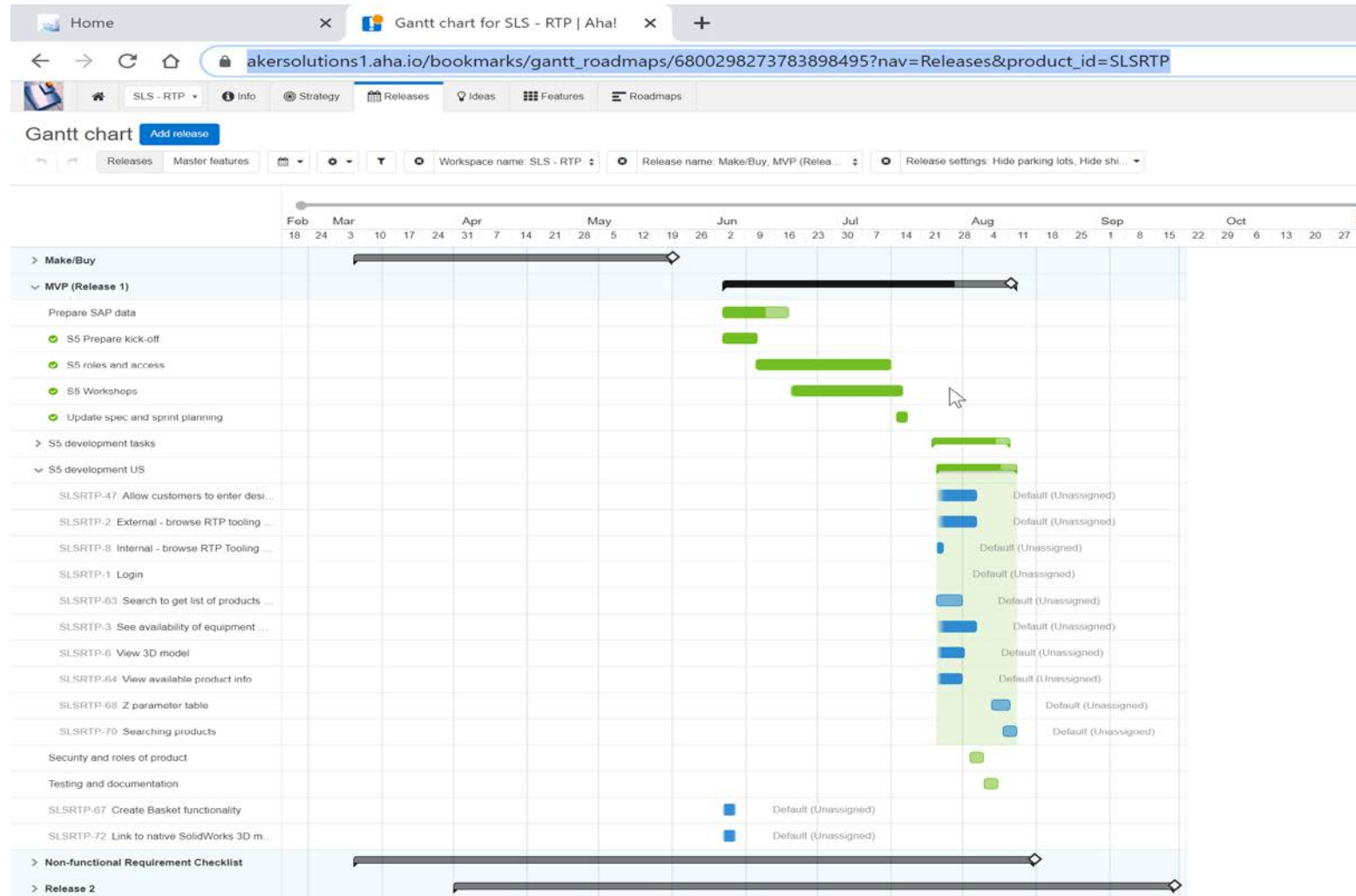
- Parent title:** SLS
- Releases:** Add Release, 6 in progress, 1 released
- Workspace owners:** [User avatars]
- Features:** 48 in progress, 19 completed
- Watched by:** [User avatars]
- Color:** [Color swatch]
- Logo:** Change logo, Remove logo
- Created on:** 6. feb

Why

What

How

Timeline and updated status

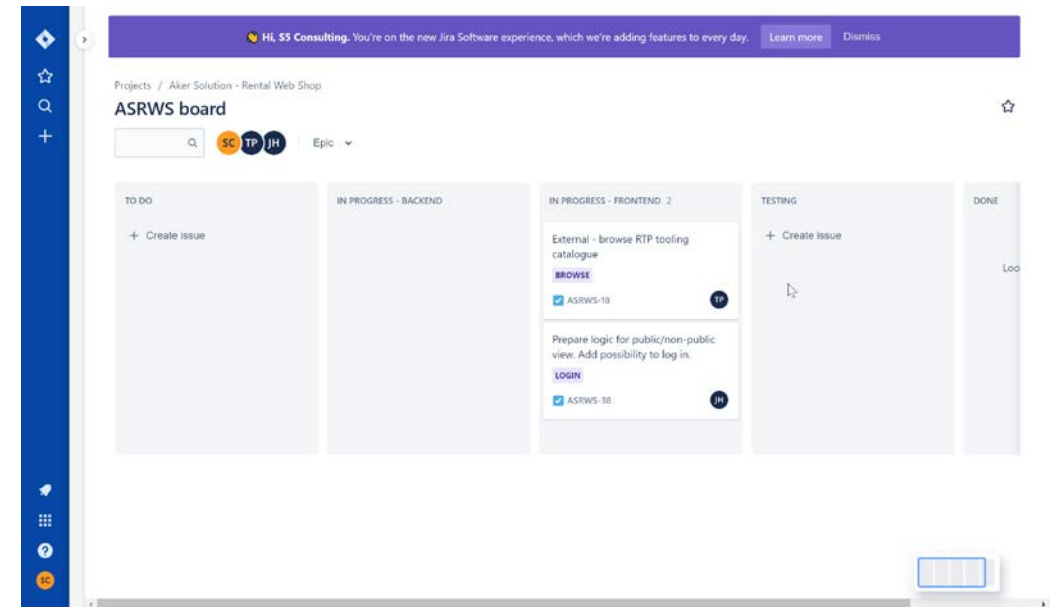
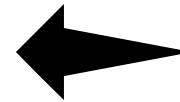
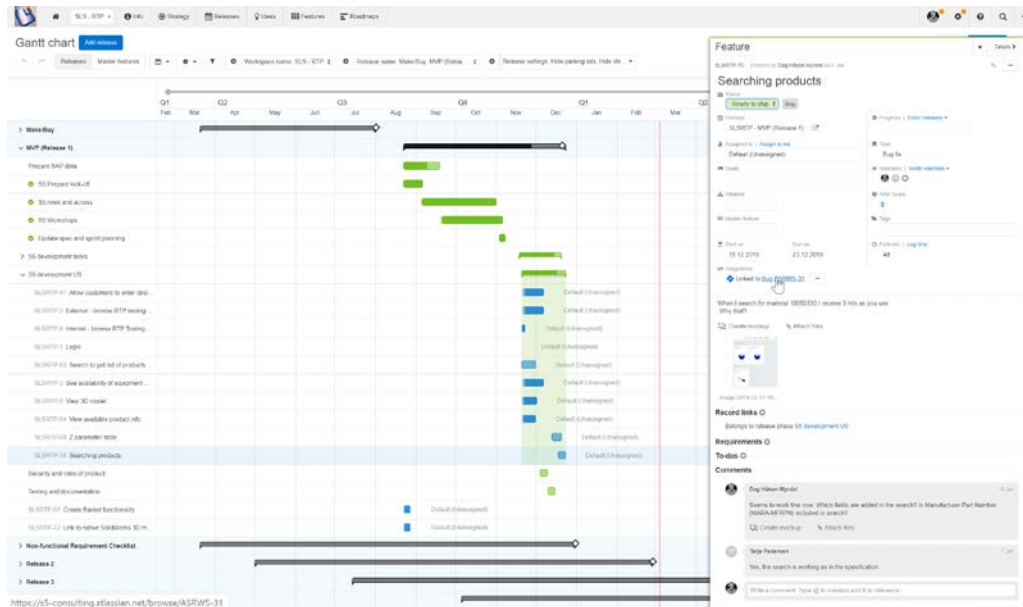


Why

What

How

Cooperation with an agile development



Why

What

How

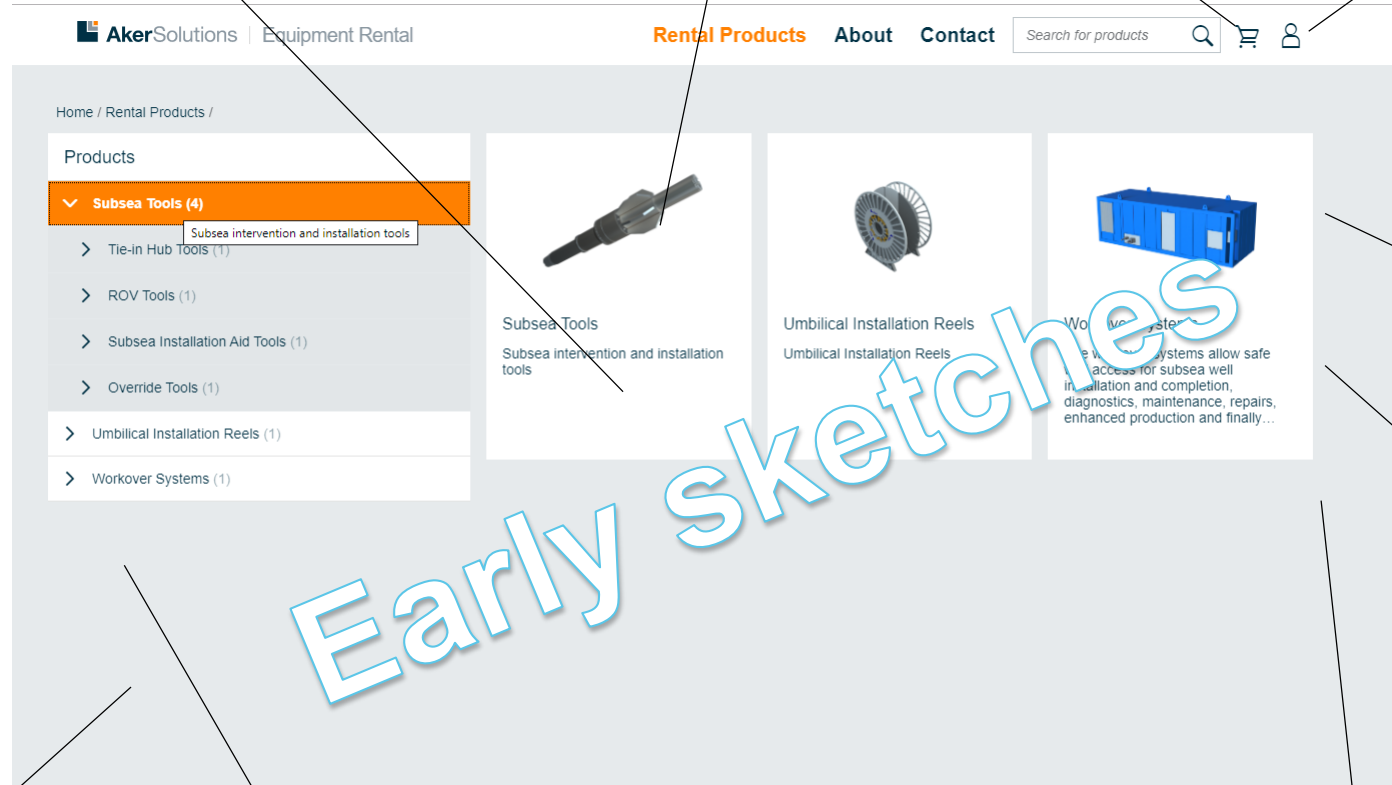
Future state (2019)

Customer can book & track equipment

Powered by SAP back end

Support

Customer log in



Availability and price info

Connected to Subsea Configurator

Appealing 3D equipment presentation

Select equipment bundles

Portfolio available online

Building menus dynamically

Select all pictures released for shop

Look up equipment data

Look up Material Master

Look up Classification

Find Aker Solutions Material Classification, lowest 3 levels out of 8

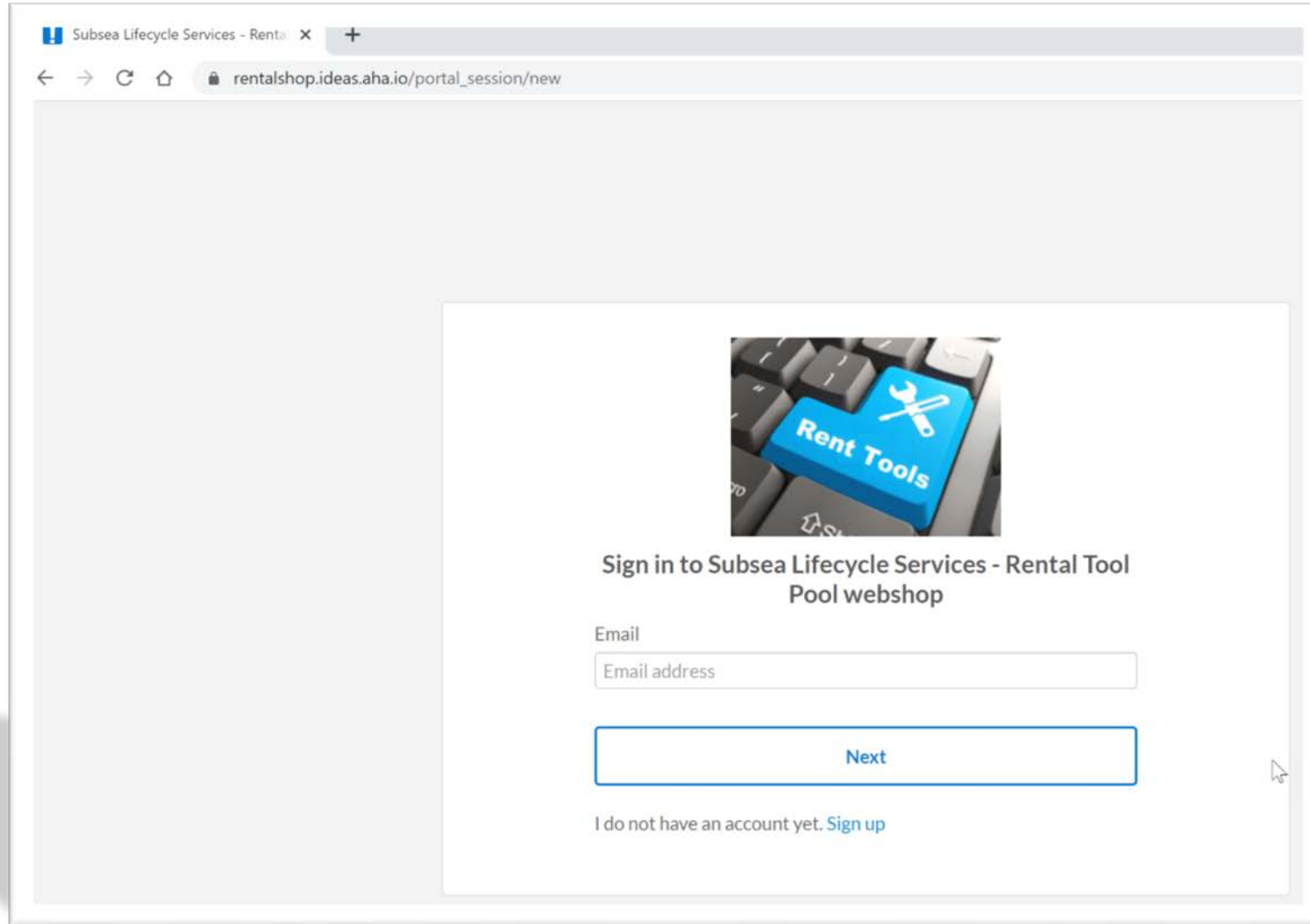
Use the headings for class for building menus

Why

What

How

Ideas portal – user and customer involvement



Subsea Lifecycle Services - Rental Tool Pool webshop

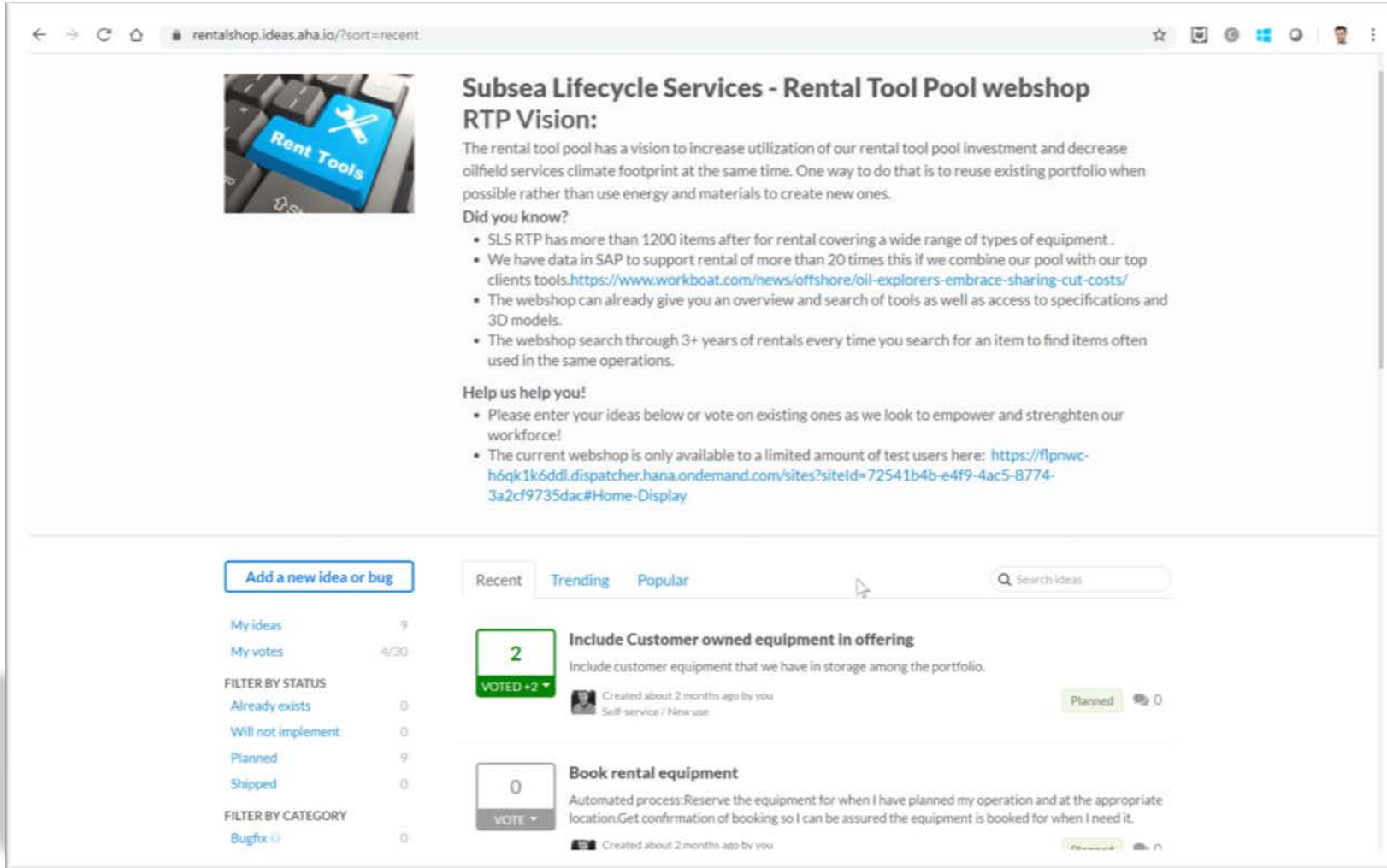
Email

Email address

Next

I do not have an account yet. [Sign up](#)

Ideas portal – user and customer involvement



The screenshot displays a web browser window with the URL `rentalshop.ideas.aha.io/?sort=recent`. The main content area features a proposal titled "Subsea Lifecycle Services - Rental Tool Pool webshop" with a sub-header "RTP Vision:". The vision text states: "The rental tool pool has a vision to increase utilization of our rental tool pool investment and decrease oilfield services climate footprint at the same time. One way to do that is to reuse existing portfolio when possible rather than use energy and materials to create new ones."

Below the vision, a section titled "Did you know?" lists several bullet points:

- SLS RTP has more than 1200 items after for rental covering a wide range of types of equipment.
- We have data in SAP to support rental of more than 20 times this if we combine our pool with our top clients tools. <https://www.workboat.com/news/offshore/oil-explorers-embrace-sharing-cut-costs/>
- The webshop can already give you an overview and search of tools as well as access to specifications and 3D models.
- The webshop search through 3+ years of rentals every time you search for an item to find items often used in the same operations.

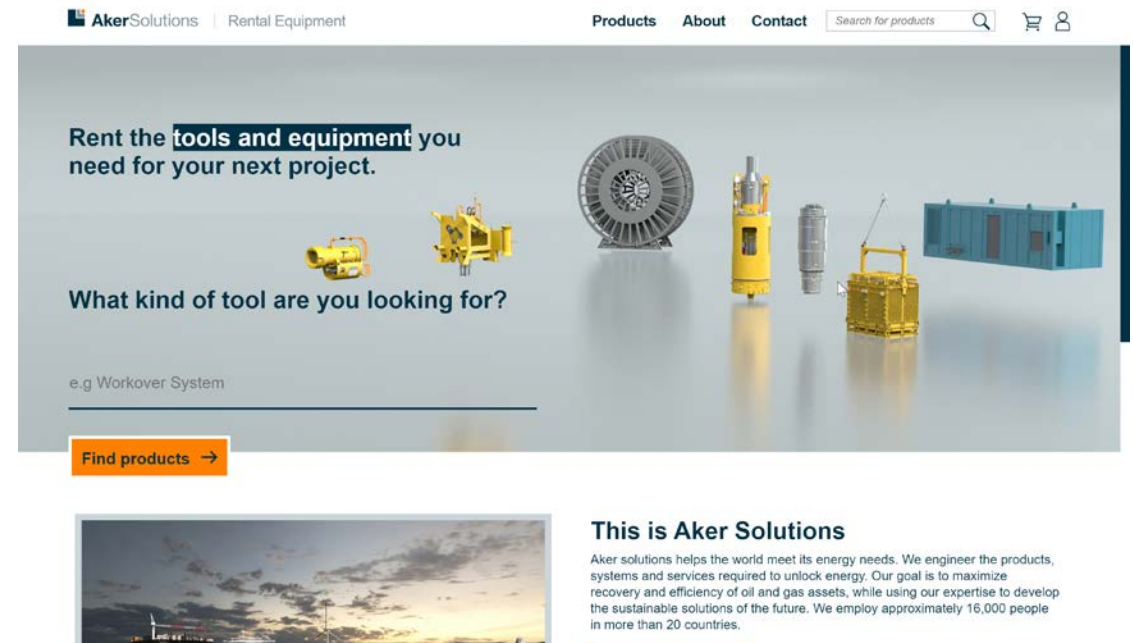
A "Help us help you!" section follows, with bullet points encouraging user participation and providing a link to a limited test user portal: <https://flpnwc-h6qk1k6ddl.dispatcher.hana.ondemand.com/sites?siteId=72541b4b-e4f9-4ac5-8774-3a2cf9735dac#Home-Display>.

The bottom of the page shows a sidebar with navigation links: "Add a new idea or bug", "My ideas" (9), "My votes" (4/30), and filters by status (Already exists: 0, Will not implement: 0, Planned: 9, Shipped: 0) and category (Bugfix: 0). The main list of ideas includes:

- Include Customer owned equipment in offering**
Include customer equipment that we have in storage among the portfolio.
Voted +2 (2 votes)
Created about 2 months ago by you (Self-service / New use)
Status: Planned
- Book rental equipment**
Automated process: Reserve the equipment for when I have planned my operation and at the appropriate location. Get confirmation of booking so I can be assured the equipment is booked for when I need it.
Voted 0 (0 votes)
Created about 2 months ago by you

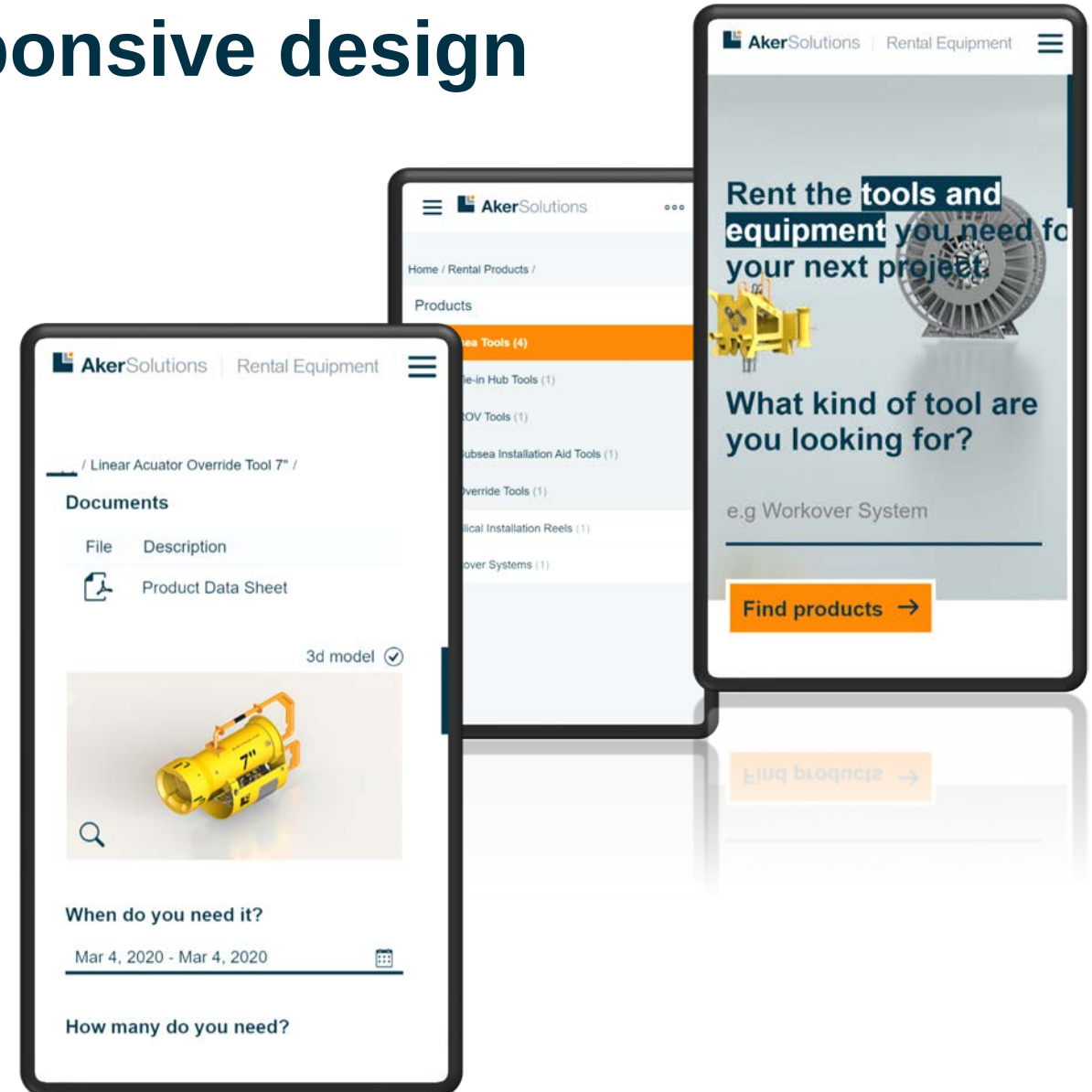
Current status

- All in SAP
=> No separate data storage
- Managed by product groups
=> close to zero webshop admin
- Dynamic data rather than setup...



Cell phone, braille users, responsive design

- The application is designed with flexibility in mind.
- A criteria has been responsive design
- To the right, the current design is shown as it will look on an iPhone 6/7/8



Why

What

How

Demo

 **AkerSolutions** | Rental Equipment

[Products](#)

[About](#)

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Rent the **tools and equipment** you need for your next project.



What kind of tool are you looking for?

e.g Workover System

[Find products →](#)



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Why

What

How

Summary

Hierarchy based on material Classification in SAP

The screenshot displays the Aker Solutions Equipment Rental website. The sidebar on the left shows a hierarchy of products: Products > Subsea Tools > Override Tools > Linear Actuator Override Tool (LAOT). The main content area features a detailed description of the LAOT and a table of specifications.

Parameter	Value
Weight in Water (N)	775/N
Design Life (years)	25
Rated Water Depth (m)	3,000 m
Hydraulic Operating Pressure	210
Max. Output Force (kN)	1,208 kN
Max. Stroke Length (mm)	290 mm

Tool image from SAP DIR

3D model in Virtual Enterprise viewer

Availability calendar

Request

Parameters from Material Characteristic

Questions?

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