



Speaker Interview with **Steve Sullivan – VP Oil & Gas of Aconex**

1. What are downstream operators doing to improve productivity and efficiency? What more can they do?

In the concept phase, operators are looking at many options for the configuration of their process and are going through an iterative process to arrive at the optimal configuration for their specific situation. Deeper usage of the collaboration technologies will allow specialist advisors who may be located in another geography to partake in this process.

2. What are your views on Asia's downstream industry's competitiveness compared to counterparts in other regions i.e. America, Europe and the Middle East markets?

The counterparts in the Middle East and Americas are probably further along the curve with regard to the adoption of collaboration technologies in the planning and execution of their projects, both greenfield and brownfield. Also particularly in North America, owners have realised that they need to take a more active oversight role in the execution of these projects.

3. As a service partner, how do you add value to their effort in becoming more lean and efficient?

The Aconex philosophy for project execution is all about ensuring good communication, removing duplication and reducing process cycle time. Our system and tools facilitate faster project completion and startup, reducing cost and maintain quality.

4. The collection of data is not new within the petrochemical industry – how is data analytics changing the way information and data is being used?

Given that there are larger volumes of information available and the advent of data science as a discipline, the leaders are now looking to understand relationships between different inputs and outputs on projects. These insights will allow organisations to take pre-emptive action or put in place processes to manage.

5. How is analytics assisting asset management?

It allows for patterns to be detected and potentially foresee events such as failure or degradation of asset performance. The virtualisation provides the benefit of being able to make vast quantities of information available to experts and specialists located across the globe to provide input.

6. In your opinion, how are IoT, big data, and virtualisation transforming the industry? What are the challenges you foresee for the operators to adapt? What are the first steps ahead?

No longer do you need to have all of the project participants in the one location to execute a project. The technologies available today allow for project participants spread across the globe to participate in integrated engineering reviews, involving specialist skills and speeding the execution of the process.

The benefits that are available will not be delivered unless the industry fully embraces the change in collaborating adopting new business processes.

The danger is that the industry adopts the technology but does not change the business processes to realise the value.

7. What will be the highlight of your presentation at Asian Downstream Week?

I will be sharing experiences on the use of Aconex collaboration platform to deliver some of the largest and highest profile downstream projects currently underway.

I will also touch on the current trends we are seeing in virtualisation that have positive impacts on project outcomes.