



IRIS has one of the world's most advanced virtual environments and a full scale offshore rig just outside the office space.

A BREAKTHROUGH IN DRILLING AUTOMATION

Many years of research at IRIS has led to the world's first permanently installed automated drilling system for conventional drilling. It is a step change within drilling automation, an area with large potential for increased safety and reduced cost.

- IRIS is an independent research institute focusing on applied research within the fields of technical-natural and social sciences.

- 60 people work within drilling and well technology

- Automated drilling is one of the main strategic areas

- Unique facilities: Ullrigg and Virtual Rig

- Main office at Ullandhaug in Stavanger, Norway, in close proximity to the oil and gas industry and start-up companies.

Automated drilling has been part of the company's research strategy since 2008. The permanent installation of an automated system offshore at Statfjord C in 2014, is a breakthrough in drilling automation. The system is an example of successful commercialization of research. Sekal is IRIS's partner for commercialization of this product and Statoil is the operator at Statfjord C.

A number of factors make this research possible – unlimited access to one of the world's most advanced virtual laboratories being one major reason for IRIS's success.

– State of the art laboratories combined with our full scale drilling rig on-site (Ullrigg), enable our scientists to quickly verify and test different automation technologies, says Research Director Helga Gjeraldsteit.

The main advantage is, nevertheless, the human capital characterized by competence within mathematics, physics, cybernetics and software engineering, and a thorough domain knowledge within drilling.

– Commercialization of research is part of our culture, and is as important to us as sharing knowledge through conferences and scientific journals. This has resulted in some very successful spin-offs, and takes our research further, says Helga Gjeraldsteit.

IRIS focuses on drilling automation within different areas, such as the detection of drilling problems and the fluid mixing process. The next step is to develop and instrument the rigs with robust sensors minimizing the need for human input.



P.O. Box 8046, 4068 Stavanger, Norway
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Delivering maritime competence since 1996

Seagull Maritime AS is the leading provider of computer based training for seafarers. We deliver a full range of assessment and management tools to ensure that shipping companies meet and exceed STCW and IMO standards. Our training solutions have been delivered to 9000 ship and office installations worldwide. We continue our commitment to be the world leader for seafarer maritime training solutions.

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AAS MEK. VERKSTED AS

The complete shipyard - and an important carrier of tradition for 100 years

• New building • Repair • Docking

AAS 2500 TSV
Seismic support vessel



AAS 1502 ST
Wellboat



AAS 4502 ST
Wellboat



Aas Mek. Verksted AS has extensive experience and expertise in designing, constructing and building of effective and reliable vessel. With a well thought out design and arrangement, and closely cooperation with shipowners, we create practical and efficient solutions.

Traditionally activity has been newbuilding of fishing vessels for coastal and ocean fleet, the recent years specialized in the development and construction of well boats for live fish transport. Our shipyard can offer newbuilding, rebuilding and service of vessels up to 100 meters. We also provide indoor outfitting of newbuilding and repair work, for vessels up to 65 meters.

Our target is customer satisfaction and delivery of quality products, and we have a significant number of regular customers who come back to us for efficient and economical vessels.

Aas Mek. Verksted AS – Your natural partner for shipbuilding, shiprepair and docking!



NGI's Managing Director,
Dr Lars Andresen.

Geotechnical solutions world-wide

NGI (Norwegian Geotechnical Institute) is a leading international centre for research and consulting within the engineering geosciences. With the opening of our new office in Perth, Western Australia in November 2014, we now have permanent full-service offices in Norway (Oslo and Trondheim), USA (Houston, Texas) and Australia, and a joint venture office in Kuala Lumpur, Malaysia.

NGI, a Norwegian-based R&D and consulting institution offers acknowledged expertise on the behaviour of soil, rock and snow – and how to build and construct on and with such materials. NGI serves clients globally within four market sectors: Offshore energy – Building, construction and transportation – Natural hazards - Environmental technology.

NGI is an active partner with several universities world-wide. This research extends through our Australian office to world class institutions, such as the University of Western Australia.

EXAMPLES OF RECENT NGI PROJECTS

- Design of a new foundation system for offshore wind turbines at Borkum Riffgrund, offshore Germany.

- Airborne Electro-Magnetic System surveys for a hydroelectric tunnel in Zambia.
- Survey and assessment of the risks (such as floods and slides) that climate change and extreme weather events may pose to vital infrastructure.
- Development of an innovative monitoring system to measure and quantify environmental contamination in the ground and ground water, for example by use of passive samplers.

NGI is a private foundation, established in 1953. Our clients include developers and industrial companies world-wide, governmental institutions, and the public and private sector at large.

Visit www.ngi.no to learn about our research efforts and case histories. These include foundation engineering and analysis of challenging structures, natural hazard risk assessment, instrumentation and monitoring, research on land subsidence, tsunami modelling, avalanche and landslide warning, and waste handling. For more than 60 years, NGI has been a premier provider of geotechnical expertise.

NGI 1953-2013 
www.ngi.no



polyform.no

BUOYS FENDERS FLOATS



Photo: KrossliDrilling

- OFFSHORE
- SUBSEA
- AQUACULTURE
- LEISURE
- YACHTS
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Mooring, Flotation and Buoyancy Systems

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Our skilled engineers are dedicated to provide seamless buoyancy solutions. We possess a solid experience in transforming of thermo-plastics, be it by rotational molding, extrusion, injection molding or a combination of same.

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*Developed
for use in harsh conditions*

INTERGRAPH

– SMART ENGINEERING SOLUTIONS FOR THE OIL & GAS SECTOR



Intergraph® Process, Power & Marine

(Intergraph PP&M) offers integrated design, construction and operation solutions for the offshore industry. Intergraph's **SmartMarine® Enterprise** software provides the largest set of market-leading solutions in the industry, from the schematic design of an asset through to physical modelling, materials management, construction management, fabrication automation and information management.

SEAMLESS DATA INTEGRATION

Intergraph SmartMarine Enterprise solutions are delivered with out-of-the-box integrated architectures that seamlessly integrate the flow of information between them. Data and design parameters are entered only once into the authoring disciplines and reused downstream. The out-of-the-box integration is a change management environment that facilitates publishing, retrieving, reviewing and comparing data and documents electronically between disciplines.

REAL-TIME GLOBAL WORKSHARING

All enterprise applications, including **Smart™ 3D**, deliver global worksharing capabilities, allowing companies to electronically share work internally or externally in real time. In addition to the schedule benefit of leveraging other offices, Intergraph's worksharing capabilities improve quality by electronically enforcing all project

or company standards around the globe and maintaining interface points within an application and between different discipline applications.

OFFSHORE EFFICIENT DESIGN

Intergraph Smart 3D is the most advanced and productive 3D design solution that effectively enables optimized design, increasing quality, interoperability and productivity, while shortening project schedules. In addition, Model Data Reuse (MDR) capabilities enable efficient reuse of design that is not possible in any other 3D CAD application. Users can reuse FEED or old designs with different catalogs and specifications by leveraging Smart 3D's unique rule reuse, tag renaming and specification interchange. Enhanced 3D interoperability capabilities enable the use of 3D data from multiple foreign CAD systems in conjunction with native Smart 3D models. Smart 3D is the only system in the world that allows interoperability with both graphics and data of foreign CAD models, making it an ideal solution for revamp and joint venture projects.

"Agility Group has used **Smart 3D**, **SmartPlant P&ID** and **SmartPlant Materials** in a number of relevant projects in the offshore oil and gas market, experiencing improved productivity and lowered operating costs, thanks to improved project management," said Terje Ørbeck,

SmartPlant Team Group lead at Agility Group in Norway. "Intergraph Smart 3D is currently used in topside modifications on the Gullfaks Rinfaksdalen platform in cooperation with Statoil, Samsung Heavy Industries, BP and Chevron. Intergraph solutions are also facilitating the building of a deep water drilling vessel with STX Offshore and Shipbuilding in Korea."

INTEGRATED LIFE-CYCLE MANAGEMENT

SmartMarine Enterprise's solutions include rule-driven design, relationally linked data between design disciplines, and complete visible management throughout the life of the offshore facility.

"The integrated engineering environment that SmartMarine Enterprise offers enables us to work more intelligently. Intergraph's solutions merge nicely with our growth plans and strategies for the future and will help us getting ahead start in the market," said Nigel John Michaels, CAD Systems Manager at Ramboll Oil & Gas, based in Denmark. "The next phase of our implementation plan focuses on deploying the tools worldwide and fine-tuning them in our global workflows."

HIGHER QUALITY AND SAFETY

Reduce your capital expenditure (CAPEX) and improve your return on capital employed (ROCE) with **Intergraph's SmartPlant Enterprise for Owner Operators (SPO)**. The solution is designed to help owner operators address the issue of interoperability by providing pre-packaged solutions that can be rapidly deployed, incorporating customer-specific requirements at low risk. SPO is built on the Intergraph SmartPlant Enterprise suite.

In the Nordic region you can visit Intergraph in Denmark, Finland, Norway and Sweden. Please visit our web pages to learn more about **Intergraph PP&M Solutions**.



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Cost Cut vs Innovation?

Will cost cuts trigger creativity by standardization of interfaces?

If you were to build a new house, would you customize the electrical sockets and pipe connections? Not likely. Yet, in subsea projects something similar happens. Blue Logic believes that standardizing interfaces will lower costs and increase innovation.

Today, subsea maintenance is performed by Remote Operated Vehicles (ROV). Blue Logic manufactures electrical, mechanical and hydraulic interfaces to ROV maintainable units.

Unless the operators have specified the interfaces, subsea development contractors will use their own. This has both practical and economical implications. The equipment used in one field will not necessarily fit in another. This gives the major contractors a competitive advantage, close to exclusivity, for the production of parts throughout the life span of the field.

PROFITABLE STANDARDIZATION

"The oil companies should presuppose and require standard interfaces. If no suitable interface is available, contract strategy should be divided into one interface part and one functional part," says Helge Sverre Eide, chairman of Blue Logic and company co-founder together with Eirik Kloster Jacobsen and Lars Gunnar Hodnefjell. All three hold key operational positions in the company.

Eide compares subsea standardisation with what the USB connector did to the computer business. The USB standard has led to the development of a device diversity that no one could have imagined. Large volumes production has also been made possible by competitors taking the standard into use, thus bringing the overall cost down.

CREATIVITY AND DIVERSITY

"Likewise, standardization of subsea interfaces will trigger creativity and volume production, with accompanying price drop. Units will no longer be manufactured in small volumes, but in larger batches for stock with shortened lead time from customer order to delivery," Eide says.

"We could have developed and delivered much more, but are all too often stopped by proprietary- or lack of standardized solutions. In the end, this does not benefit the oil companies," he says.

PROFITABLE

Blue Logic has 14 employees and has been profitable since 2010 when the company was

In the opinion of Blue Logic, standardization of interfaces for ROV operations subsea will trigger lower costs and increase creativity and new equipment diversity.

established. The company history goes even further back, to Jon Gjedebo and his Hitec Subsea, via Ifokus Engineering to today's Blue Logic. Key Blue Logic employees have participated in the famous subsea compressor project for Ormen Lange and Åsgard. According to an enthusiastic Eide, Åsgard Subsea Gas Compression is some of the coolest available technology subsea today with combination of magnetic bearings, compressor and antisurge regulation. The antisurge actuator technology was developed in Ifokus and later sold to Oceaneering.

"We have broad experience in both operations, product development and industrialization. Therefore, we can turn around quickly to meet new subsea needs," Eide says.

All our product drawings are available in our WEB Shop: <http://e-sea.bluelogic.no>

PRODUCT RANGE BLUE LOGIC:

Hydraulic Interfaces

- Fluid and Gas Connectors
- Relief and Check valves
- Multi Purpose Pipeline Penetration System

Electrical Interfaces - Subsea "USB" (power and communication in one interface)

- 50W, 500W, 2kW

Mechanical interfaces - intervention

- Linear movement (Gate-valves)
- Rotational movement (Torque Tools)
- ROV manipulator handles

Project Engineering

- ROV Tooling
- Package design by use of Standard Products.



BLUE LOGIC

Creative
Subsea
Solutions

www.bluelogic.no



Perfect welding — Worldwide

From Norway to China, USA and more, NST is expanding its welding supply business. The company provides technical and practical support in addition to a complete lineup of high quality welding consumables and complimenting products. Many years of complying with offshore, subsea and shipyards needs has helped make the company an attractive partner world wide.

■ ■ WELDING IS A CRITICAL TASK.

Incorrectly performed or done with the wrong welding consumables, the consequences can be catastrophic. More frequently, the repair work extends way beyond time frames and budgets with increased downtime.

Expertise included

"Know-how must always accompany welding consumables. Therefore, our business model includes always sending an NST welding engineer for full technical support together with the products to our prospective customers world wide", says CEO Jan Arne Hansen.

For best results, choosing the right welding consumables and using the correct welding techniques and parameter settings are of equal importance. For this reason NST has a highly qualified staff holding IWE, EWE and CEWE welding engineer qualifications on call.



Tailored to customer needs

"Our staff is enabling us to offer full technical support as well as practical welding demonstrations and training as required on site. Also, NST have experience in providing special training programs tailored to the needs of the individual companies," Hansen says.

In addition to Europe, NST supports projects in USA, Canada, Singapore, China, Dubai, Australia and Russia. The company has several offices in Norway, and subsidiaries in Sweden, Poland, UK and Singapore. USA and China are also in the pipeline for further expansion.

Largest stock in Northern Europe

The company's main warehouse is located in Drammen, close to the Norwegian capital Oslo. Holding 2,000 tons of welding consumables, the stock is the largest in Northern Europe.

NST also has warehouses in Poland and England.

"We can offer expertise and high quality products, but many big customers also choose us for our quick delivery of large volumes," says Hansen.

High end

NST holds a strong position within the offshore, shipbuilding, subsea and wind power markets. The welding carried out in these areas must withstand extreme stress. Whether the welding seam is on a 40 meter monopile for wind turbines or for deep water installations, the quality must be un-

questionable. To meet these requirements also in challenging Arctic waters, NST is deeply involved in the product development for seamless flux cored wires from their main supplier, NSSW.

"Throughout 20 years, seamless cored welding wire from NSSW (Nittetsu) has been one of our main products. Excellent weldability and continuous high quality combined with unique properties with regards to low hydrogen content and moisture absorption, has played a significant role in the strong position NST holds in the market today".

In addition, NST also focuses heavily on stainless steel products and can offer a comprehensive program of high alloyed welding consumables.



CEO Jan Arne Hansen

Growth

In step with more stringent quality requirements, Hansen is experiencing an increased demand. "Many shipyards and engineering workshops are

now expanding into offshore and subsea projects where they encounter new and more challenging tasks. It's these tasks that NST, with our expertise and perhaps the highest quality products available on the market, has specialized in solving," says CEO Jan Arne Hansen.



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www.nst.no

SMALL FIRM GREAT CHALLENGES



- We take enormous pride in the fact that oil companies worldwide come to us for answers to their most complex engineering problems. Whatever the magnitude of the challenge, we never hesitate to take it on. We are confident that our engineers and production staff have the skills and experience to find the right solution. With our combination of technical expertise, excellent customer service and short turnaround times, it's no wonder that our customers return to us again and again.

Malm Orstad AS was established in 1946. Malm Orstad is an independent subcontractor and specialised company in the mechanical sector for the offshore and onshore industry internationally. Our main areas are: engineering, machining and assembly. We offer our customers a complete package solution to simplify the projects.

Find out more about us on our website!
www.malmorstad.no

Malm Orstad as
Challenge Us

SOLID PLAYER IN THE MARINE/OFFSHORE SECTOR

'Our products, which are lightweight, flexible, and feature first class insulation properties, are ideally suited to marine and offshore applications,' says GLAVA's Business Unit Manager, Technical Insulation, Lars Fillip Kolbu.

GLAVA® has worked on ship insulation since the 1980s, but it is only during the last decade that the marine/offshore sector has become a focus area.

Long term work

'Marine/offshore differs markedly from the construction industry, in which GLAVA® has operated since the company was founded in the mid 1930s. In the marine/offshore sector, projects require significantly more preparation and long term work before you achieve a sale. Solid knowledge of the industry, products, and regulations are all crucial since all contracts feature highly detailed specifications, certificates, and solid references.

At GLAVA® we have developed a department with highly competent professionals in the marine/offshore field. We do not only sell insulation products,

but also provide advice and knowledge sharing. We have a thorough knowledge of the NORSOK standards, and our prospects for success in the marine/offshore industry are good,' says Lars Fillip Kolbu.

Solid company

He believes that potential marine/offshore customers see it as a strength that GLAVA® is a company with a strong financial backbone, solid expertise, and wide experience in the field of insulation. – 'We can do insulation, but we also have IT systems, finances, and a refined logistics system to manage our deliveries. That's valuable to our customers,' he says.



Lars Fillip Kolbu
Business Unit Manager
Technical Insulation

FACTS



The ULTIMATE Solution

ULTIMATE is currently a preferred insulation material on board ships and offshore installations, where there are several requirements for insulation and fire resistance. Using ULTIMATE provides major weight savings compared to rock wool – the weight is often just half of the equivalent insulation using traditional mineral wool – something which has a very positive impact on the energy use and environmental impact of vessels.

At the same time, the insulation material boasts excellent acoustic properties – ULTIMATE reduces and absorbs sound effectively. This is very important on board ships and offshore installations, where it is crucial to control noise from machinery and other noise sources in steel structures. ULTIMATE is quite simply the ultimate product for the marine sector.



**FIRE
PROTECTION**



**THERMAL
INSULATION**



**ACOUSTIC
COMFORT**

This is GLAVA®

GLAVA® is privately owned Norwegian industrial company headquartered in Askim, with production facilities in Askim, Stjørdal, and Spydeberg. Sales, marketing, and customer service are organised centrally in Oslo, with local representatives based across the country. GLAVA® supplies a wide range of insulation products for use in buildings, ceilings, technical insulation, and the marine/offshore sector. GLAVA® is certified in accordance with NS-EN ISO 9001 (quality) and NS-EN ISO 14001 (environment). The company has around 400 employees.





NORSOK Compliance PSA COMPLIANCE **Atex Compliance**

SAFETY PHILOSOPHY
SPECIFICATION

Firewater Design

**Transient
Calculations**

Fire Risk Assessment (FRA)

Functional
Safety

Fire and
Explosion
Strategy (FES)

HAZOP / HAZID

**Area Safety
Chart**

**Working
Environment
Analysis**

CRIOP

Hydraulic Calculations

SIL / SAR

FMECA

www.pwc.no

Addressing tomorrow's challenges - today!

Success has a price. The increasing cost consciousness in the industry requires operational excellence throughout the value chain from awards to operations.

PwC Oil & Gas Centre of Excellence in Stavanger leads and coordinates projects and global initiatives to develop methodologies and expertise within E&P areas and oilfield services.

- **Pressures to do more with less.** Service companies are looking at various alternatives to generate efficiencies to respond on the pressures from operators service. These include looking externally and growing through mergers, acquisitions and consolidations, or internally generated through targeted improvements in areas such as planning and forecasting, asset management, maintenance, and operational efficiency. We have experienced teams that are ready to guide your organisation through both the complexities of integrating different organisations as well as identifying and acting upon efficiency opportunities.
- **E&P Business process excellence.** Leveraging our internationally proven library of core and supporting processes - we provide an adaptable approach to greenfield or brownfield process development and improvement. While focusing on anchoring across all functions and usability we enable change and secure governing documentation and updates to Business Management Systems.
- **Changes in how the supply chain supports the value chain.** Operators and service companies alike are increasingly looking to their supply chains to ensure that they are generating maximum value and helping contain costs; lowering prices through "hard-ball negotiations" only goes so far. Effectively managing suppliers is a far more effective way of generating recurring value, this is an area that the Oil & Gas industry has traditionally lagged compared to other industries.



Through our global cross industry expertise, and supported by our Oil & Gas supply chain benchmarks we can provide the know-how and tools in order to implement better supply chain and supplier management practices within your organisation.

- **Develop capabilities and a culture - of continuous improvement.** We provide an industry tailored methodology for Talent and Strategic Competence Management. Whether the focus is scaling up, include business areas, lean management - or to secure quality and compliance, our team will help your organisation plan and execute change as a partner to the HR function.
- **Technology enablement.** Good processes, execution and capabilities depend on the availability of information. We provide services related to technology identification, selection and implementation - to ensure that the organisation is capable of utilizing enabling Technology.

For further information, please contact us.

Contact

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PNI Training Center AS



Your training requirements can take place in the North Sea and other international waters. We provide effective and realistic training utilising your equipment in an environment that your team will be required to work in.



Our training is based on OMHEC training standard and Norsok R-003 . The Offshore Mechanical Handling Equipment Committee (OMHEC) is comprised of members from the United Kingdom, Norway, Denmark, and the Netherlands all of whom are involved with the safety of lifting equipment and lifting operations offshore.

Some of our courses;

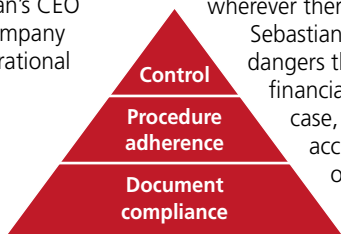
Crane & lifting	HSE	Inspector	Others
• Basic lifting	• Working environment	• G00 General intro	• Packing & load securing
• Offshore crane	• Safety delegate	• G11 Basic lifting	• Scaffolding
• Pipe handling	• Rules and Regulations	• G10 Hand operated cranes	• Resin-Socketed Termination
• Overhead crane	• Norsok R-002	• G08 Lorry cranes	• Dangerous Goods IMDG
• Marine cranes	• Norsok R-003	• G07 Winche, hoists	• Forklifts
• Cherry Picker	• Risk assessment	• G04 Overhead cranes	• Drilling & well
• Rigger	• Chemicals	• Wire	• Working in height
• Winch & pers. winch	• Confined space		• Fallprotection & rescue
• Simulator G5			
• Team training (crew)			

PNI Training Center AS, Roeynebergsletta 30, Forus vest, Stavanger, Norway.
 Web; www.pni.no email; kurs@pni.no Phone; +47 51810370

– WE GIVE YOU THE CONFIDENCE YOU NEED

– Here at Sebastian, we've developed the best tools and gathered the best knowledge with the aim of preventing interruptions to operations, downtime, incidents and accidents.

Those are the words of Sebastian's CEO Johannes Kr. Bjøringsøy. The company specialises in technical and operational expertise relating to systems on advanced offshore vessels and mobile offshore installations. Sebastian provides verification and assurance services to its customers and ensures that procedures are actually adhered to. It can do so through its unique crossover expertise consisting of engineering know-how and experience of captaining ships which makes this Norwegian consultancy firm a world-leader in its field.



– I believe we offer the best tools and have the best knowledge that, combined, can give our customers the confidence they need as regards operational stability, safety and control, says Bjøringsøy, whose customers include oil companies, contractors and shipping companies worldwide.

– This is a global business and we go wherever there's a need for our services.

Sebastian identifies potential dangers that may lead to downtime, financial losses and, in the worst case, environmental damage, accidents and danger to life or health. In that way, undesirable situations can be avoided and better control can be achieved.

The verification services are based on:

- Rules & guidelines
- Industrial standards
- Best practice

– We review the documentation and check



Johannes Kristian Bjøringsøy, CEO Sebastian AS.

the operational procedures in detail. That way, you gain command over and feel confident about the operations. Then we help you with adherence, so that you know you have everything under control, says Bjøringsøy, who also says he often finds people misunderstand the redundancy concept. The fact that the equipment has been duplicated is not always enough.

– I've often been on board an aircraft, looked at the two wings and wondered: What happens if we lose one of them?



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PartnerPlast AS

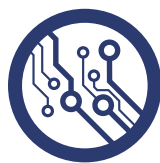
Marine Subsea Group



Seismic



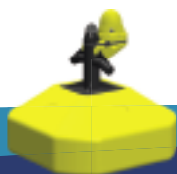
Offshore
& Subsea



Electronics



Industry



partnerplast.com

ANUNATK

We bring standards to the Norwegian petroleum industry

Standard Online serves as the sales company for Standards Norway and The Norwegian Electrotechnical Committee (NEK), providing standards, courses and other related products to our customers.

Services and products

- We take pride in being an important partner for companies in the petroleum sector in Norway, says Sales Manager Bente C. Rusten. - We also recognize the importance of providing a full range of products, which recently resulted in a partnership with Thomson Reuters. This allows us to provide a wide array of international standards, adds Managing Director Harald Hesselroth.

Web subscriptions are among Standard Online's most popular services,

allowing customers to have digital copies of standards available 24/7 online. This service also guarantees that you always have the latest editions at hand.

NORSOK

For companies in the petroleum industry, the Norwegian NORSOK standards are a really important part of everyday business. This is reflected on our website, where NORSOK is one of the most frequent search queries every month.

The preparation and publication of NORSOK standards is supported by the Norwegian Oil and Gas Association and the Federation of Norwegian Industries. NORSOK standards are managed and issued by Standards Norway, and made available through www.standard.no.



Managing Director Harald Hesselroth and Sales Manager Bente C. Rusten in Standard Online.

standard.no

> ACTIVE BUSINESS SOLUTIONS

WHEN QUALITY MATTERS



Jesper Messerschmidt
Managing Director
Active Business Solutions AS

With almost a decade of in-depth experience with Microsoft Dynamics NAV, the complete business solution, we provide you with qualified advice and an active and dedicated business partner.

Your Challenge. Our Passion.

> With Active Business Solutions your company is sure to get results. With almost a decade of in-depth experience with Microsoft Dynamics NAV, the complete business solution, we provide you with qualified advice and an active and dedicated partner.

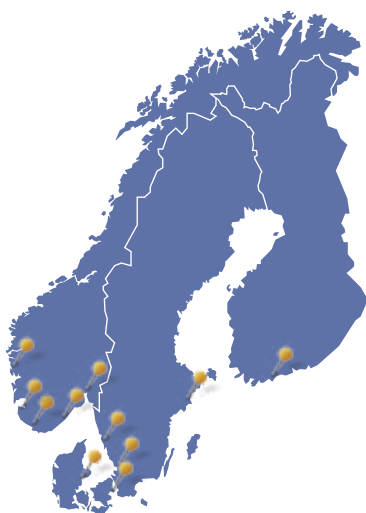
Nordic Microsoft Dynamics NAV Partner

Active Business Solutions is a Norwegian-Danish company that provides project management, consulting, implementation and development services in Microsoft Dynamics NAV.

ACTIVE BUSINESS SOLUTIONS:

- > Established in 2003
- > Offices in Norway and Denmark
- > Fully owned by employees
- > Wide range of customers from all over the world
- > Certified partner of Microsoft Dynamics NAV

Active Business Solutions has customers across the entire Nordic region.



In addition to focusing primarily on supporting customers in the Nordic countries, we also support customers in the following countries:

USA, UK, Spain, Germany, Hungary

Dynamics NAV is a Microsoft business solution available in both the European and the US market. Dynamics NAV streamlines your business and powers it with the flexibility you need to adapt to new opportunities and growth. The solution originated in Denmark in the mid-1980s and today has more than 1,000,000 licensed users. Dynamics NAV handles everything from small businesses to larger solutions with more than 1,500 concurrent users.

Active Business Solutions is a certified partner of Microsoft Dynamics NAV and has steadily increased its market share in the Nordic countries over the years. Our focus on quality has not gone unnoticed by the market.

Quality from start to finish

Before we begin a new job for our customers, it is most important that we do the necessary preparations and make sure that we understand our customers' expectations. It's important to us that our customers get exactly what they have been promised. This means that no changes are allowed to prices, delivery date, or quality after the deal is signed, says Jesper Messerschmidt, founder of Active Business Solutions.

- Dynamics NAV includes everything you need to run and develop a successful business, no matter how specialised your business is or where you are in the world, says Messerschmidt.

At the moment, Active Business Solutions is implementing the latest version of Microsoft Dynamics NAV: **NAV 2015** with our customers. This version is the platform's next generation and uses the latest technologies from Microsoft for cloud computing, web services etc., which makes our customers more capable of expanding their business with these new technologies.

The keyword is accessibility!

Active Business Solutions has developed several modules for Microsoft Dynamics NAV to handle all the challenges our users face on the go. With access to the internet, users can maintain daily routines from all over the world through web interfaces – for example, time registration, project management, reporting and budgeting, and invoice workflow handling.

active®
business solutions

CONTACT



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www.activebs.com



Offshore

Active Business Solutions supports several customers with the offshore businesses. The offshore division in the Norwegian AF Group, which works in HVAC for the marine and oil industry, is one example. These companies use Microsoft Dynamics NAV with several add-on solutions from Active Business Solutions: **Active Workflow, Active Time & Attendance and Project Management**. These solutions allow project managers to access real time project information, approve incoming invoices and allocate costs to projects.

The repeal of Norwegian monopoly on elevator inspection, gives room for a new player on the market.



The Inspecta Group employs more than 1500 professionals within inspection, testing, certification, consulting and training.

The repeal of Norwegian monopoly on elevator inspection, gives room for a new player on the market. Presently in the Nordic countries, Inspecta Group inspects more than 100,000 elevators on an annual basis.

NEW PLAYER ON THE MARKET

For years in Norway, the Norwegian Lift Inspection Company and City of Oslo have had a governmental granted monopoly.

"Elevator inspection is a matter of safety culture and knowledge. Both are core values to Inspecta. We have in-depth knowledge and documentation for most elevator designs. Lately, Inspecta has established a target structure in Norway and is prepared to explore a market in strong need of competition," CEO Lasse Øvreås in Inspecta Norway says.

PRESENTLY ON THE MARKET

For Inspecta Norway, elevator inspection is not a new market area but represents ongoing business across countries.

"This includes elevators on construction sites and service and maintenance lifts also used by personnel. For this kind of equipment, inspection is mandatory every year and the regulations are actually more strict than for regular elevators", Øvreås says.

HOLISTIC SAFETY REGIME

Elevator control is not only the inspection and safety verification tasks within in real estate. The company also does quality assurance and inspects practically everything from small measuring devices to powerful pressure vessels and cranes and other lift components.

"We have been waiting for this change of law for a long time, and it is about time that inspections are performed by companies with risk management skills beyond elevator inspection. Elevator inspection should not be seen as an isolated task, but be a part of a holistic safety regime", he says, and adds that regulatory competence is a core area of business for Inspecta.

1,500 EMPLOYEES

In Norway, Sweden, Finland, Denmark, Estonia, Lithuania, Latvia and Poland, the Inspecta Group employs more than 1500 professionals within inspection, testing, certification, consulting and training.

The company is experiencing strong growth and is recruiting within a number of disciplines.

Inspecta

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