



## **Seminar Series on Above Ground Risk: Identification, Evaluation, and Mitigation Workshop**

May 21, 2019 | 8:30 a.m. – 12:00 p.m. | Houston, TX

### **Program Description**

So, what can go wrong? How many times have you heard this expression just before a major decision is made? There are an infinite variety of upstream oil and gas projects, each having its own unique set of risks. Companies work in rapidly changing political landscapes with rapidly changing technology which present even more challenges to fully appreciating the various risks. Yet, risk management is not standardized. The ability to quantify and monetize risk is subjective, and thus many times underestimated for complex projects leading to potentially catastrophic results. Identifying, evaluating, and managing risk for international upstream oil and gas projects is a critical step toward insuring predictable results.

This short workshop will serve as an introduction to assist project and business owners to appropriately identify, evaluate, and mitigate above ground risks, develop more effective mitigation plans, and more accurately quantify risks, thus giving predictable results and more successful projects. During the workshop, the participants will be introduced to some practical risk management tools and techniques.

Delegates who may be interested in attending this workshop include: oil and gas company commercial representatives, project managers, legal advisors, contract negotiators, business development executives and analysts, government regulators, and technical staff.

### **Workshop Faculty**

#### **Michael Arustamov, Managing Director, Extol Energy Services**

Michael Arustamov is an international business executive with over 20 years of experience in global energy and financial markets. He has developed partnerships, led operations, and conducted business in dozens of countries on 6 continents in multiple industries over the course of his career. Michael is an expert in international business issues, political risk, and cross-cultural negotiations, and has dealt extensively with foreign governments and international corporations. He leverages this experience to assist clients with international strategy, M&A, project valuations, negotiations, and partnerships.

Previously Michael served as a senior executive at Anadarko Petroleum where he was responsible for multiple new country entries in Latin America, Europe, Asia and the Middle East/North Africa. In addition to developing projects and managing government and local-partner relationships, Michael oversaw the firm's extensive security and information services providers.

Michael maintains an extensive network of international business relationships in various regions of the world, helping his clients evaluate and enter emerging and frontier markets.

Michael has degrees in petroleum engineering and business & finance and resides with his family in the Houston area.

#### **Willem Bloem - Independent Advisor**

Willem Bloem is an Independent Advisor to the Energy Industry. He has recently finished an assignment as Business Development Director Asia Pacific for Schlumberger Production Management where he was

responsible for the development of large-scale upstream alliances. His prior experience includes 14 years at Shell, 9 years at Petrofac Energy Developments and 2 years at Lundin Petroleum in various international assignments ranging from technical roles in Facilities Engineering and as Offshore Installation Manager, to a range of commercial roles in Mergers & Acquisitions, Corporate Finance, Business Development and Country Management (Norway 2007, Tunisia 2009, Indonesia 2014/15).

Willem is an active member of the Association of International Petroleum Negotiators and Society of Petroleum Engineers as well as a Fellow of the UK Energy Institute. He holds an MSc in Mechanical Engineering from Delft University (Netherlands) and attended the Corporate Finance Evening Programme at London Business School.

#### **Eric Fry, International Oil & Gas Consultant**

Eric Fry is an International Oil & Gas Consultant with FI Investment and has over 33 years of experience in the domestic and international upstream oil and gas business. He was most recently Director International New Ventures for Anadarko Petroleum Corporation for 6 years where he also led the International Negotiations Group, responsible for all non-U.S. negotiation activities within Anadarko's international exploration portfolio. Previous to his experience at Anadarko, he was Director of Worldwide Negotiations for Pioneer Natural Resources, responsible for negotiating business development and commercial transactions relating to Pioneer's international and domestic portfolio, including a three-year stint with Occidental Oil and Gas Corporation as Manager of Business Development. He started with a 12-year career with Phillips Petroleum, working first as a Landman, and later as Senior International Negotiator, and Team Leader for the Unitization of Bayu-Undan Project in the Zone of Cooperation. He has conducted negotiations and performed business development activities in North America, South America, Europe, Africa, Asia, and Australia. Mr. Fry graduated from the University of Texas, graduating with degrees in Finance and Petroleum Land Management. Since joining the AIPN in 1989, he has held many Committee and Officer Positions and was AIPN President 2000-2001. He has been instrumental in initiating and participating in the AIPN Student Outreach Program for the last twenty years.

#### **Scott Randall, BSCE, MBA, Managing Director Americas region, GBMC LLC**

Mr. Randall runs the Americas Division for GBMC, a company dedicated to improving performance through better project and risk management. He has over 30 years of experience across the fields of project management, financial and operational risk management, due diligence for mergers and acquisitions, international marketing, strategic planning and capital project development. He has taught project and risk management courses to many organizations throughout North America, Latin America, Europe and Asia. He has taught numerous courses in Project and Risk management the US, Venezuela, Mexico, Brazil, Spain and Portugal.

He is currently an instructor for SMU's CAPE Project Management Certificate Program and has been an adjunct professor at the Cullen School of Engineering and the Bauer College of Business at the University of Houston where he taught project management to engineering undergraduates and enterprise risk management to graduate business students.

Mr. Randall has worked domestically and internationally with oil and gas, electric power and service companies such as Boots & Coots International Well Control, Shell, Marathon, Duke Energy International, GDF Suez, BG, PdVSA, Pemex and Aramco to help them identify, assess, and manage their major risks. He is currently working with the International Association of Drilling Contractors (IADC) on barrier analysis and well control and is a regular speaker at the Offshore Technology Conference. Mr. Randall is author of the book on Enterprise Risk titled, Energy, Risk and Competitive Advantage: The Information Imperative published by PennWell Books.

He received a BS in Civil Engineering from Michigan Technological University, an MBA in International Management from Thunderbird and has done post graduate work in Energy Risk Management at the University of Houston and Rice University. He is an active member of the IADC Well Control Committee, the Project Management Institute and the Association of International Petroleum Negotiators.