Enhanced Recovery

Adding Value to Your Bottom Line Through Your Technicians
Mission Statement

• QED Energy Associates is committed to providing the best engineering and geoscience technician training in the petroleum upstream industry.

• QED Energy Associates encourages technicians to:
  • Be proactive,
  • Think critically,
  • Persevere and find solutions to complex problems,
  • Increase efficiency,
  • Document training and work,
  • Have an attitude of service,
  • Interface with your team to add value to your organization.
Our Core Beliefs

Aptitude for Math and Logic

Attitude of Service

Reservoir Engineering Technician
Functional Level Continuum

Low Functioning

High Functioning

(-)
Types of Distributions

- Log Normal
- Triangular
- Normal
- Exponential
- Beta
- Uniform
Distribution of Technicians

![Distribution of Technicians](image)
Distribution of Technicians

LOWEST FUNCTIONING TECHNICIANS

They may say things like…

• *That is not in my job description.*
• *I don’t know how to…*
• *That will take for-e-ver!*
• *You want what?!*
• *What safe copy?*
Distribution of Technicians

**Highest Functioning Technicians**

They may say things like...

- *Not a problem*
- *Right away*
- *I can do that*
- *Can I make that file?*
- *I will call QED and find out*
Distribution of Technicians

These are the people that can be the source of tremendous value creation on your team.

Why?

Conversely these are the people that can detract value from the team.

Years of Experience
Engineers Doing Tech Work?

TANGIBLE VALUE LOSS

Data courtesy of CSI Recruiting
http://www.csirecruiting.com/salary-report
Engineer or Eng Tech?

Pulling Production Data
Engineer or Eng Tech?

Cotton Valley Active Wells Oil IP Breakout from 2008 - Present

Oil IP Breakout
- <50%
- 50 - 70%
- 70 - 100%
Engineer or Eng Tech?

Distribution of EUR’s

- **Min**: 0.03 MBOE
- **P10**: 609 MBOE
- **Average**: 1,922 MBOE
- **P90**: 3,540 MBOE
- **Max**: 17,589 MBOE
Organizational Study

Worst  Typical  Best  Future
Trusting Techs to do the Work

How do we get the work of the technician out of the hands of the engineer and back where it belongs?
How Do We Reclaim Value?

• Utilize Technicians to perform your Technician duties!
  • Don’t trust them? Train them!
  • Don’t have time to train them? Send them to QED!
• Make smart investments in your technicians
  • Target training for the duties they perform
  • Send them to applicable conferences
• Trim the untrainable and unwilling to learn
• Recognize and Reward the Superstars
  • Provide a career progression for the overachievers by increasing their responsibilities
  • Empower those that go beyond the role to help the team
QED Certification Levels

Competency

Reserves
Production
Big Data
Economics
Industry

Hand Holding by Engineer
Distribution of Technicians

Is this really true?
Experience vs. Competency

Years of Experience
Distribution of Technicians

So How do we find these professionals?
A good technician is not an option, it’s a requirement, especially in the A&D arena. We rely heavily on the technician to help us interpret play trends, well results and to predict future activity.

-Ward Polzin,
Centennial Resources
Behind every good engineer is a good technician.

-Kris Binnion, Highmark Production
Quotes about Great Technicians

We at Blue Tip feel a good technician is invaluable. Our ability to be nimble in a competitive marketplace often revolves around our ability to intelligently and timely manipulate and utilize large quantities of data (often the same data our competitors use). We found that a skilled technician increases our ability to be competitive dramatically.

-Bruce Taylor, Blue Tip Energy
Quotes about Great Technicians

A good technician (knowledgeable, outgoing, in tune with the strategic objectives) effectively adds two geoscientists or engineers to my staff by making the whole team more efficient. A quality technician who is fully integrated into the group is the most cost efficient way to grow a team.

-Dr. Eric Hathon, Marathon Oil Company
A good technician can simplify your life by validating work through their analyses, shortening the time needed for analysis and developing alternate ways to obtain a complex solution.

-Senior Vice President,
Large Investment Bank
A good technician adds tremendous value to our team, absolutely.

-Andy Taurins, Lantana Oil and Gas Partners
In our experience a good technician, who is trained and resourceful, is the difference between success and failure in our clients ability to realize the full value of our tools.

-Peter Tyler, EnerSight
Quotes about Great Technicians

A good tech is one who knows the answer to your question before you ask!

-Martin Buckley, San Jac Oil
Quotes about Great Technicians

A good technician multiplies the effectiveness of an engineering group of two or three by a factor of two.

-Dr. David Nordt, Credit Agricole
Quotes about Great Technicians

A solid engineering tech can help an engineer be more efficient with his time and allow the engineer to focus on value creation.

-Don Cordier, RBC Capital Markets
Quotes about Great Technicians

A proactive technician has the opportunity to be the source of tremendous value creation.

-Doug Brooks, Aurora Oil and Gas
Questions?

QED Energy Associates is committed to providing the best technician training and consulting services in the upstream petroleum industry.

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- Increase efficiency,
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- Have an attitude of service,
- Interface with your team to add value to your organization.

By developing a technician's overall professional skill set in addition to teaching tech-specific tasks, we train technicians to adapt to new software and technologies in an ever-changing industry.

Contact us for more information about our training and consulting services.

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