



Gulf Coast Section

ESP Workshop

All courses are subject to change and may be cancelled if minimum participation requirements are not met.

THE SEVEN SECRETS OF MANAGING ESPs SUCCESSFULLY

Monday/Tuesday, 22-23 April 2013 – 8:00AM to 5:00PM

INSTRUCTOR: Sandy Williams

COURSE DESCRIPTION

This two-day course is designed for progressive career oriented decision makers, who wish to deliver increased value to their company. This course will enable you to make informed decisions that will directly hit your bottom line. A Certificate of Completion will be provided to the student.

COURSE OUTLINE

Do you know how many millions of dollars your company is losing per year, because your ESPs are underperforming? Do you want to know? If you have a nagging sensation that your ESP operations could be improved, this is the course you must attend.

There are many courses relating to ESPs, most of these courses focus on aspects of the equipment. And, if you work for an operator, as well as knowing the 'nuts and bolts' of the ESP, you really need to know how to manage the application of this amazing technology to deliver value for your company.

This course will explore the following must know secrets, from an operator perspective:

Secret	Topic	Theme	Analogy (Car based)
1	Artificial lift process	Stages we need to manage. What is focus? The life cycle.	Things we need you do – what is our destination?
2	Lift selection philosophy	How do we make sure we have the right method? How to select the correct method.	What kind of transport do we need? Bus, car, train, plane, bicycle.
3	Equipment selection and design	What is required? How to design and select the appropriate equipment.	If we need a car: SUV, coupe, saloon. sports car? What size engine is it?
4	Equipment specification (customization)	What are the customization options that make it work? Each part of the ESP system has many sub components with many options. Know how to evolve the system to address solids, scale, temperature, corrosion, flowrate.	Engine size. Leather or cloth seats, sunroof, sound system
5	Contracting philosophy	How do you make or break your success? Examine commercial models and what works under different scenarios. How to make your service provider perform.	Do we lease, buy or finance?
6	How to monitor wells	State of the art monitoring technology and how to protect ESPs from adverse operating conditions	Fuel gauge, engine temperature, fuel consumption
7	How to diagnose and troubleshoot – Identify what is wrong and opportunity cost to replace equipment	Are you getting maximum production? Diagnose lost production, know when to proactively change ESP (or run to failure), manage operations proactively.	When to repair the old car vs. get a new one

If you want to unlock the secrets of more oil at reduced cost, avoid frequent costly workovers and improve your management of ESPs, then this is the course for you. This course will equip you with a toolset that enables you to challenge your suppliers, tighten your contracts, optimize your infrastructure and deliver genuine production improvements

Trainer: Sandy Williams (Production Optimization Expert, Artificial Lift Performance Inc)
 Assisted by: Will Hill (Chief Subsurface Engineering and Operations, Oxy)
 Stephanie Grande (VP Operations, Magney Grande)

About the instructor: **Sandy Williams** has worked in the Petroleum Industry for 21 years and is a trainer and consultant specializing in design, optimization and troubleshooting of artificial lift systems. Sandy has worked on a number of projects involving application of automation systems, development of staff competency programs, well modeling and analysis and use of measured data to optimize production. Sandy has authored and co-written a number of technical papers and has been a frequent presenter (and instructor) at ESP and PCP workshops. In his career Sandy has worked for ALP Limited (current employer), Engineering Insights (2 years), Phoenix Petroleum Services (3 years) and Amoco Production Company (9 years) in locations such as Ecuador, United Kingdom, USA, Venezuela and Oman. Sandy is fluent in Spanish and frequently teaches courses in Spanish. He graduated in 1990 from Heriot-Watt University in Edinburgh with an honors degree in Offshore Mechanical Engineering.