



Profile portrait

Workshop Facilitator

Name: **Søren Weiss Hartmann**

Age: **57**

Joined Maersk Drilling: **2014**

Title: **Senior Drilling Performance Superintendent**

Experience: **30+ years' experience in oil and gas**



Background and experience:

- Mechanical and Drilling Engineer - Copenhagen University and the University of Texas at Austin.
- Worked in different roles from roustabout up to Senior Drilling Supervisor including Rig Manager Training Programme.
- Worked worldwide as Senior Drilling Supervisor, from jungle to offshore deep water.
- IWCF level 4 qualified Well Control Instructor and Assessor.
- Extensive track record of successfully delivering high yielding optimisation workshops such as DWOP and AAR as well as Stuck Pipe Prevention and Deepwater Drilling courses.

What I believe makes Maersk Drilling different

Our mindset, Smarter Drilling for Better Value. The market and the industry have changed, and our customers' expectations of our services have increased. This opens up a lot of opportunities to utilise our existing in-house competencies and the rigs' capabilities to a much greater extent, adding significant value for our customers.

What my role really involves

Thorough preparation is key to understanding the operation in detail. I explore various approaches to

help the customer reach their objectives, not only in the most efficient manner but also focusing on continuous improvement. It's of paramount importance that my work and the workshop are

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The DWOP brings the customer, Maersk Drilling and third party suppliers together as One Team

Smarter Drilling for Better Value

Efficient well delivery drivers achieved with this service:



Reduce Waste



Increase Certainty



Reduce Time



“When I delivered a workshop that unlocked a 24% time saving in a customer’s operation, that was a good feeling”



carried out in a transparent manner so the customer is kept in the loop throughout the process, and comes across as the host of the workshop.

I ensure I understand what’s important to a customer, identifying opportunities to improve the operation by saving time and cost as well as improving safety. It’s key to discuss how the outcomes from the workshop will be actioned and implemented, as the tasks identified only add value when they’re actioned and implemented. Workshops aren’t only about optimising numbers, but also about building a One Team mindset and trust amongst all the stakeholders to ensure efficient communication and alignment on how to execute the operation in a safe and efficient manner.

It’s important the outcome is delivered swiftly, straight after the workshop and in a format that’s easy to implement.

The single most important part of my role
Understanding our customers, their needs and their operation, so I can design and deliver a bespoke DWOP or AAR workshop that adds the highest possible value.

The most enjoyable aspect of my role

Interacting with customers, learning about their operation and identifying ways of optimising their operation. Also exploring how we can continuously improve our solutions and ways of delivering our service to customers – delivering beyond customers’ expectations.

My proudest moment at Maersk Drilling

It’s a satisfying feeling every time I deliver a flawless high-quality workshop in a smooth and efficient manner. Adding significant value to the customer, even though there have been plenty of obstacles and challenges to overcome. But a specific example? When I delivered a workshop that unlocked a 24% time saving in a customer’s operation, that was a good feeling.

How would I sum up my role in 3 words?

- Ownership
- Knowledge
- Customer-focused

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