



# Profile portrait

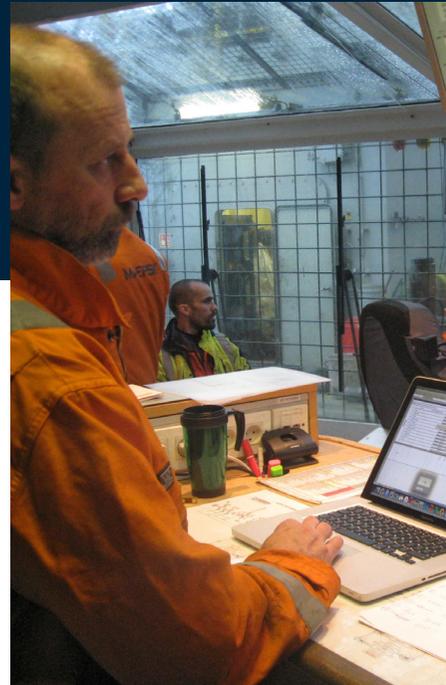
## Senior Drilling Advisor

Name: **Steve Climie**

Age: **50**

Joined Maersk Drilling: **2005**

Experience: **Nearly 30 years experience in oil and gas**



### Background and experience:

- Started in the oil and gas industry aged 21
- Before joining Maersk Drilling, worked in North Sea, Middle East and Africa.
- Experience on a mix of jack up and floating rigs.
- Roles included working up to Driller, Tourpusher and Drilling Section Leader before joining the Performance Team.
- Has also played key role in the Commissioning team and Client Acceptance on several units.

### What I believe makes Maersk Drilling different

It's no longer a case of turning up with your rig and an excellent safety record. Today being lean is a priority and being smart is a must-do, and focus is on getting it right first time, every time. Our word is our bond: we never promise something we can't deliver.

### What my role really involves

We liaise very closely with the customer throughout the planning and execution phase, including

challenging third party suppliers. At the same time we're communicating very closely with the guys at the sharp end – my role is about building a bridge.

Having a Senior Drilling Advisor in house takes away a lot of the customer's pain and frustration. From having to wait for what could be a trivial but very important answer to discussing a major change to operation, having immediate access to front line information is invaluable.

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### Smarter Drilling for Better Value

Efficient well delivery drivers  
achieved with this service:



Reduce Waste



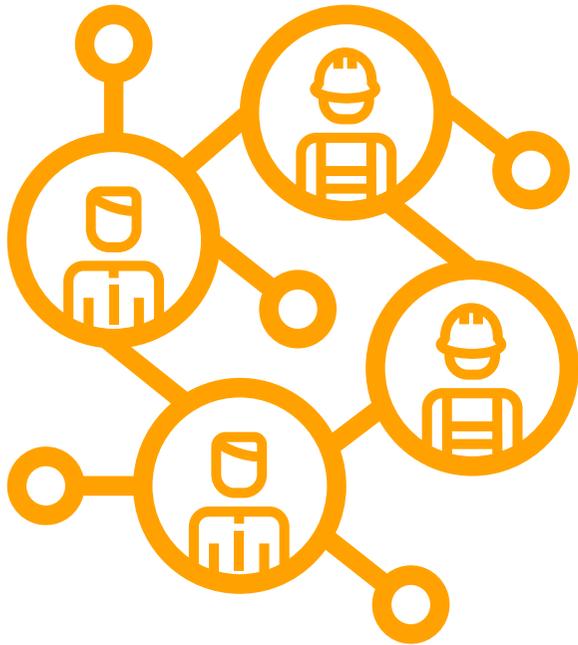
Increase Certainty



Reduce Time



## The Senior Drilling Advisor must promote a 'One Team' approach



### The single most important part of my role

Actually, there are two important parts. First is monitoring, maintaining and building on performance. Second is communication - with the teams on the rig and with the customer. Trust is absolutely paramount.

### The most enjoyable aspect of my role

Getting involved from the beginning and being able to contribute towards implementing change is one of the most rewarding aspects of the role.

How we communicate across all the different contributors to the operation is key to being efficient and putting the customer first. My real satisfaction is when a proposed process is accepted and implemented, and the offshore crews respond positively.

### My proudest moment at Maersk Drilling

On a previous posting when I was a Drilling Section Leader we worked with a customer who was used to operating with an older rig design and didn't quite grasp the benefits of our approach. By communicating well we built a partnership based on collaboration and trust, and in the end we established a mindset of 'no problems, only solutions'.

The Unit went on to win Rig of the Year within the company and also received national awards from outside the oil and gas industry.



### How would I sum up my role in 3 words?

I need to use four words!  
Plan... Do... Study... Act.

*"We liaise very closely with the customer throughout the planning and execution phase"*

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