

# Partnering For Change

Mitch Williams  
GE Oil & Gas



# Partnering for change: Commercial Innovation

- New commercial deal structures focused on customer outcomes
- Service agreements integrating digital
- Aim to reduce operational expenses
- Performance-based approach in time of cost control

**Persistence, Expertise, Partnerships**  
**Focus on the outcome**



Partnering for change:  
**Commercial Innovation**

- ~\$700m service & lease-back agreement guarantees BOP performance
- Reduces downtime using digital capabilities
- Reduces operational expenses
- Performance-based fee with guaranteed outcomes



Resiliency.  
Disruption.  
Collaboration.  
Together  
We fuel the future



# Q&A



