



From: Jeff Miller - Sr. Vice President, Gulf of Mexico
Sent: Thursday, February 25, 2010 1:36 PM
To: Richard Vargo
Subject: FW: Playbook - GOM Cementing
Attachments: Core Process Tracking (2010) 022410.xls

I added one step to the end about context for your engineers – you will have to set the expectations that they learn to engineer tuned solutions and you should add an org chart that demonstrates who works for who regarding tuning and executing the solutions,

From: Richard Vargo
Sent: Wednesday, February 24, 2010 9:43 PM
To: Jeff Miller - Sr. Vice President, Gulf of Mexico
Subject: RE: Playbook - GOM Cementing

Jeff,

Could review my Playbook? I have made the modifications that we discussed. I left the safety part in as this is definitely a change from what we have been doing. Let me know if you have any questions.

Richard F. Vargo Jr.

Halliburton
GOM Region Manager - Cementing
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From: Jeff Miller - Sr. Vice President, Gulf of Mexico
Sent: Sunday, February 21, 2010 5:34 PM
To: Richard Vargo
Subject: Re: Playbook - GOM Cementing

How about by friday.

From: Richard Vargo
To: Jeff Miller - Sr. Vice President, Gulf of Mexico
Sent: Sun Feb 21 17:13:49 2010
Subject: Re: Playbook - GOM Cementing

Jeff - when do you need it?
Richard Vargo
GOM Region Manager
Cementing
Cell: 337-315-2582

From: Jeff Miller - Sr. Vice President, Gulf of Mexico
To: Richard Vargo

Sent: Sun Feb 21 17:12:14 2010
Subject: Re: Playbook - GOM Cementing

Please revise as discussed and return to me.

From: Richard Vargo
To: Jeff Miller - Sr. Vice President, Gulf of Mexico
Sent: Fri Feb 19 22:28:02 2010
Subject: Playbook - GOM Cementing
Jeff,

Please take a look at my revised version of the GOM Cementing Playbook and Processes for tracking in the GOM. This will reside on a public server and can be accessed by those that affect the processes. As well I can forward you the link so you may check on it as well if you like.
Let me know if you have any questions.
Thanks.

Richard F. Vargo Jr.

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Playbook for GOM Cementing Jan - June 2010					
Category	Action Item	Person Responsible for Completion	Expected date of completion	Date Closed	Comments
Safety	Determine participation requirements for PPR's for 2010	Mike Gouner	Mar-10		We are changing the way that we will utilize our programs. We will establish participation definitions for our safety programs and work this into our 2010 PPR.
Service Quality	Establish work processes for working with APC in DW and expand to GOM Sales Group and operations for how we will work in DW for the future.	Richard Vargo/Roger Dugas	Jun-10		We will use what we learned in the APC investigation and translate that into our Deepwater Processes for working in Deepwater in the GOM.
	Assure Technical recommendations on slurry designs. All designs must have check off from Technology (either Technical Advisor, Account Rep or Technical Professional)	Mike Serio/George Fuller	Jun-10		All recommendations for cementing work will include the assistance or sign off by either technology or technical sales to insure that the highest quality designs are being considered.
Strategy	Establish new successful job criteria, execute the job as designed. Density requirements met (+/- 0.3 ppg), utilize available equipment (CMS, ADC)	Richard Vargo/Roger Dugas	Apr-10		We will define in a short statement what the term "Successful Job" means to Halliburton. This will include the fact that we will only pump the job as designed, we will use the latest technology (all of our equipment CMS, ADC etc) and we will do it in the most safe, efficient and reliable manner known in the service industry. These standards will be rolled into each Service Supervisors PPR and they will be held accountable.

establish context for training engineers in the form of teaching them how do execute cementing value proposition - tuned solutions.

Core Process Definitions

Core Process #1 - Opportunities (How we track our opportunities to make money)

This is where all opportunities for work will reside. Permits, as well as all identified opportunities will be tracked here. Account reps as well as Account Leaders and Sales Managers can populate an opportunity here. If you are identified as the person to close out the opportunity you will need to do that. This will be reviewed on a weekly basis in our Monday morning call but needs to be a living document that is updated regularly.

Core Process #2 - Threats (How we track threats to prevent from losing money)

This is where all threats to our market share will reside. Any identified threat needs to be tracked here. Account reps as well as Account Leaders and Sales Managers can populate any threat here. If you are identified as the person to close out the threat you will need to do that. This will be reviewed on a weekly basis in our Monday morning call but needs to be a living document that is updated regularly.

Core Process #3 - Proactive Service Quality (How we prevent from giving money back)

This is where our Electronics Maintenance Supervisor as well as our Mechanics Supervisor will update any requests for service on our rigs in order for our BD and Operations group to have visibility to issues which could cause an irregular job or service quality incident. This is updated regularly by our maintenance group.

Core Process #4 - Reactive Service Quality (How we manage investigations and minimize giving money back)

This is where we will track all ongoing investigations so that BD as well as operations has visibility to any investigations that involved a service quality incident. Our Technology group will have visibility and maintain this spreadsheet.

Opportunity Date	Market	Identify Opportunity (Where does it come from)	Rig Name	Rig Status	Operator	Sales Manager Responsible	Assigned to BD by Sales Manager	Made contact with Customer	Customer Contact (Name and Position)	Results	Reason	Change/No-Change	Resolved? (Y/N)	Date Resolved	Notes
01-Feb-10	Land	Permits	Poncha #1		Operator	Roger Dugas									
01-Feb-10	Land	Permits	Maceo-2003-33 #4		Majano Rick	Roger Dugas									
01-Feb-10	Land	Permits	Arroyo Hair #1		ADT/Lead Petro	Roger Dugas									
01-Feb-10	Land	Permits	Pulcan #4		ADT/Lead Petro	Roger Dugas									
01-Feb-10	Land	Monday Salts Call	Weyhassarc18 #1	Drilling	Yuma East Stringa	Roger Dugas	Chris Faulner	Yes	Chris Faulner	Loss	Financial Relationship	No-Change	Y	8-Feb-10	Lost due to price at 75% bid placement
01-Feb-10	Shelf	Monday Salts Call	Seahawk - 3000	En Route	Henry	Roger Dugas	Greg Rochel	Yes	Miss Bum - DM	Win	Relationship	Change	Y	11-Jan-10	Win on installing a unit on this rig next week, weather permitting
01-Feb-10	Shelf	Monday Salts Call	Seahawk - 2001	En Route	energy XXI	Roger Dugas	Greg Rochel	Yes		Loss	Service Quality	No-Change	Y	11-Jan-10	Made an offer to Kall asked for poor service quality on the 2602 will prevent change out.
01-Feb-10	Shelf	Monday Salts Call	CR Luigas	Drilling	BP	Roger Dugas	William Nanson		Kall Acha	Loss					Currently working for ADT/Lead. HHI is considering a unit change out.
01-Feb-10	Shelf	Sales Manager	Seahawk 2004	Cold Stacked	Arrea	Roger Dugas	Greg Rochel	Yes	Gary Hall						HHI is considering a unit change out. Part the rig RED for the 200 or the 257.
15-Feb-10	Shelf	Sales Manager	Hercules 200	Drilling	ADT/Lead Petro	Roger Dugas	Scott Tompkins	Yes	Gary Hall						Picking up the 150 in late Feb to call the Hog Bayou ST.
15-Feb-10	Shelf	Sales Manager	Hercules 257	Hot Stacked	ADT/Lead Petro	Roger Dugas	Chris Faulner	Yes	Gary Hall						See Threats
15-Feb-10	Inland	Permits	Hercules 150	En Route	ADT/Lead Petro	Roger Dugas	Greg Rochel	Yes		Win	Relationship	No-Change			See Threats
15-Feb-10	Inland	Permits	Coastal Rig 20		ADT/Lead Petro	Roger Dugas	Greg Rochel								See Threats
15-Feb-10	Inland	Permits	Coastal Rig 20		ADT/Lead Petro	Roger Dugas	Greg Rochel								See Threats
15-Feb-10	Land	Permits			ADT/Lead Petro	Roger Dugas	Greg Rochel								May be the Precision 77 drilling this one.
15-Feb-10	Land	Permits			ADT/Lead Petro	Roger Dugas	Greg Rochel								We assigned to Chris Faulner. SGP shows to be in 1/yr. The 200 currently has bid and the 257 has bid.
15-Feb-10	Land	Permits			ADT/Lead Petro	Roger Dugas	Greg Rochel								The 200 currently has bid and the 257 has bid.
15-Feb-10	Land	Permits			ADT/Lead Petro	Roger Dugas	Greg Rochel								James said we have this work.
15-Feb-10	Land	Permits			ADT/Lead Petro	Roger Dugas	Greg Rochel								William SWD #17
15-Feb-10	Land	Permits			ADT/Lead Petro	Roger Dugas	Greg Rochel								James said we have this work.
15-Feb-10	Land	Permits			ADT/Lead Petro	Roger Dugas	Greg Rochel								William SWD #17
24-Feb-10	Shelf	Sales Manager	Hercules 200	Drilling	ADT/Lead Petro	Roger Dugas	Scott Tompkins	Yes	Gary Hall	Win	Financial	Change	Y	22-Feb-10	Met with Gary Hall and came to an agreement and units will be installed on the Hercules 200 & Hercules 257. 0 day rate for 1 year and 60% (effective Feb. 15th) discount on materials. The 200 currently has bid and the 257 has bid.
24-Feb-10	Shelf	Sales Manager	Hercules 257	Drilling	ADT/Lead Petro	Roger Dugas	Scott Tompkins	Yes	Gary Hall	Win	Financial	Change	Y	22-Feb-10	Met with Gary Hall and came to an agreement and units will be installed on the Hercules 200 & Hercules 257. 0 day rate for 1 year and 60% (effective Feb. 15th) discount on materials. The 200 currently has bid and the 257 has bid.

2010 Threats

Threat Date	Market	Identify Threat does it come from (where it come from)	Rig Name	Rig Status	Operator	Sales Manager Responsible	Assigned to BD by Sales Manager	Made contact with Customer	Customer Contact (Name and Position)	Results	Reason	Change/ No-Change	Resolved? (Y/N)	Date Resolved	Notes	
01-Feb-10	Sheif	Monday Sales Call	Seahawk 2500	Slacked	Energy XXI	Roger Dugas	Greg Rochel	Yes							Swapping out old unit and will be going to work for Energy XXI	
01-Feb-10	Sheif	Monday Sales Call	Hercules 202	Drilling	LLOG	Roger Dugas	Ron Hall	Yes	Joe Slattery - VP Operations	Remain on Rig	Financial	No-Change	Y		No change at this time.	
22-Feb-10	Inland	Acct. Rep.	Coastal Rig 20	Drilling	Swift	Roger Dugas	Greg Rochel	Yes	Harry Dearing - Drig Eng	Bid					Rig will finish contract with Hess and then go to Brazl.	
22-Feb-10	Deepwater	Coordinator	Ocean Baroness	Drilling	Hess	Roger Dugas	Fred Hardy		?							
22-Feb-01	Inland	Acct. Rep.	Parker 76B	Currently P&A well	Chevron	Kim Boudreaux	Tony Vickhair	Yes	Rod Bazer - Drilling Mgr.							Chevron planning next well 80 days to get pipe located for next well

2010 Unscheduled Maintenance

Date Out	Date In	Rig	Customer	During Job	ETC/MTC	Problem Reported	Reported By	Maintenance order #	Action Taken	Completed By	Responsible	Status Complete (Y/N)	Comments
2/6/2010	2/6/2010	Safwalk 262	Aveva	N	MTC	Radiator was leaking	Carson	10713165	Changed out radiator	David Tech	Mois Bates	Y	Foreign debris picked up by and sent through radiator.
2/6/2010	2/6/2010	Marx Developer	Stabil	N	MTC	HVA seal leaking	Goodman	10713171	Revised pump	Keith Gray	Mois Bates	Y	Old seal pressure set at 25 psi
2/10/2010	2/10/2010	Safwalk 262	Aveva	N	MTC	BVS	Carson	10584103	Increases engine RPM and adjust valves.	Keith Gray	Mois Bates	Y	No Fuel Error
2/6/2010	2/10/2010	Enco 82	Cherone	N	ETC	Pressure & Rate Problem	Berry Poe	10587329	PSI had wrong numbers in Unipro. Bad log file up	Patrick Reading	Elly Crabtree	N	New Enco 82 Backed. Signal noisy. Balance problem is with log file up. Missing device
2/10/2010	2/10/2010	Safwalk 262	Aveva	Y	ETC	Water & Cement Valv is Over-illing	Carson	10714643	Changed Unipro. Set open/Closed Valvops. Set Water Delivery Rate to 8.8	Steve Brown/Gary Beard	Elly Crabtree	Y	Job for 2/13. We will look at charts
2/10/2010	2/10/2010	Discover Synt	Audario	N	ETC	RCM Disconnector Reading 0kV.	Mark Trevillion	No MO	Cold Start Unipro. Auto Call to Water	Kenry Malacca	Elly Crabtree	Y	Fixed over phase. Disconnector set after 10/10/09. Computer said to wait until rig port to be part to replace
2/6/2010	2/6/2010	Alwood Richmond	ADTI	N	ETC	Unipro Not Booting Up Correctly	Tommy Fortsberry	No MO	Cold Start Unipro. Pa enter Call Data	Kenry Malacca	Elly Crabtree	Y	Corrected over phase. Computer did not call back
2/17/2010	2/17/2010	Marx 202	Stabil	n	ETC	Sealing controller for E15	boone	No MO	test mechanics with new tools	demons	Mois Bates	Y	mechanic is still on location
2/10/2010	2/10/2010	ocean trepser	area	no	ETC	4700 tank. Won't fill	mark	10582439	removed connections cleaned and resealed	MSI	Mois Bates	Y	mechanic is still on location
2/6/2010	2/6/2010	Marx Developer	Stabil	N	ETC	travelling valve box up	lockwood	10584168	robbed valve and sent out to separator	Richard Maloney	Elly Crabtree	Y	Cement Water Grants Locals. Problem on Location
2/18/2010	2/20/2010	Ocean Monarch	Marathon	N	ETC	Need Lightbulbs for CMS. No Serial Data from either unipro	Jason Richardson	325818130	Replaced Unipro	Richard Maloney	Elly	N	Unipro will be repaired at stop
2/18/2010	2/18/2010	Enco 99	Exxon/Mobil	N	ETC	Computer not know how to setup the OPMO function on Jita Unipro II	William Randall Johnson	No MO	Wrote Procedure and sent it to center via email	John Thompson	Elly	Y	
2/10/2010	2/10/2010	ENSCO 850	Audario	N	ETC	GPU Power Issue	David Logan	10582659	Part Talan Ion Y-Data Started on yard and setting	Richard Maloney	Elly Crabtree	N	Will be changed by Rig Electrician
2/10/2010	2/10/2010	Safwalk 262	Aveva	Y	ETC	F500 Reading incorrect	H. Hession	No MO	Density Meter? Flow Rate? Hydrates?		Elly Crabtree	Y	Waiting on Computer to set up transportation
2/10/2010	2/22/2010	Discover America	Stabil	N	ETC	Full Light on Pump 1A	Elly Lucette	No MO	Reset P/L System	Elly Lucette	Elly Crabtree	Y	Prepared on rig

Mounting Bracket and Cable Stand sent to rig on 2/15/10

