


IoT in Oil & Gas

Marty Reed, CEO



Fueling the energy transition

The IoT World Today



Honeywell
THE POWER OF **CONNECTED**

SCADA
PLCs
Configuration



**BAKER
HUGHES**

SCADA
PLCs
Configuration



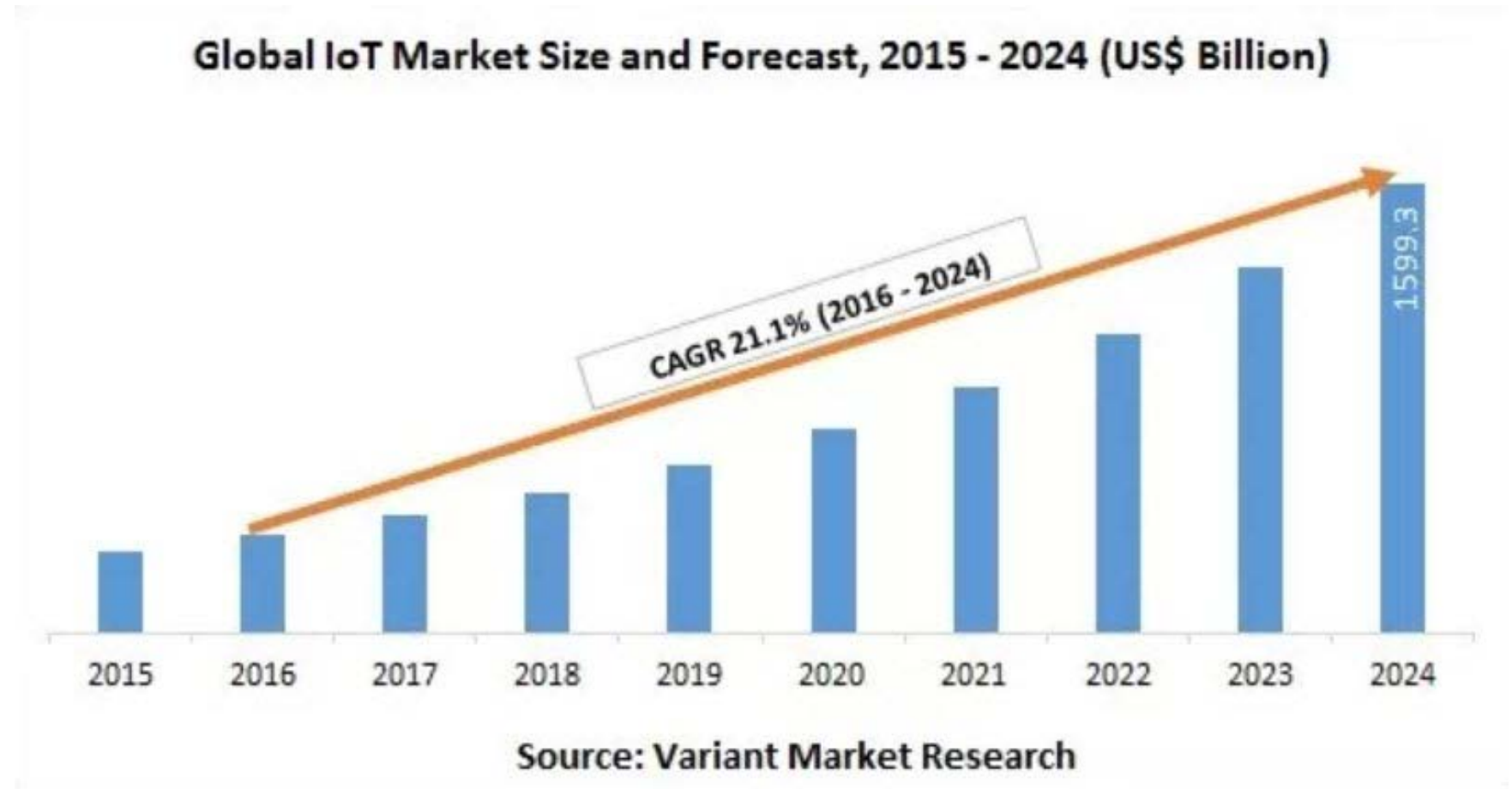
SUNCOR
ENERGY

Proprietary, legacy systems
SCADA
PLCs
Configuration



Drill rig operator

Doesn't scale in a world like this:



Why should we care?

Just One Example: Windshield time is Expensive, Dangerous and Wasteful

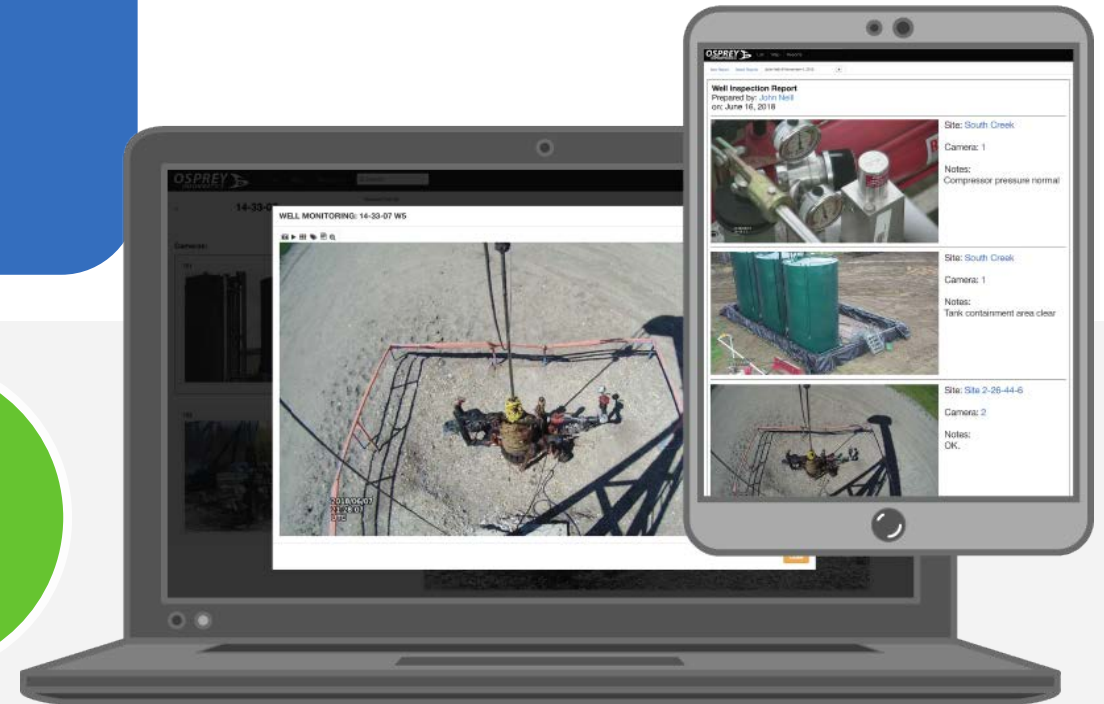
Solution: Inspect sites remotely, get proactive alerts

- Simple, efficient online site inspections
- Check for leaks, pumpjack movement, tank levels
- Automated activity & equipment notifications

Results:

- 50% labor and vehicle cost reductions
- Improved incident response
- Reduced tailpipe emissions

250%
ROI



Reduce CO₂ emissions by 10 tons/operator

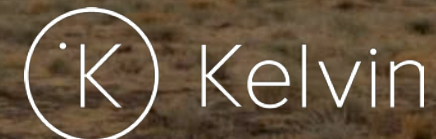
Focus on Operational Excellence and Environmental Impact

74% reduction in methane venting

20% increase in production

22% reduction in costs

Brian Pugh, BP's head of Lower 48 operations, is thrilled. "In six months we went from concept to proven. It works on every type of well—plunger, rod pump, all of them." Early results are more than promising. "In 10 years every new well will have these sensors," says Pugh.



What do we need to work on?

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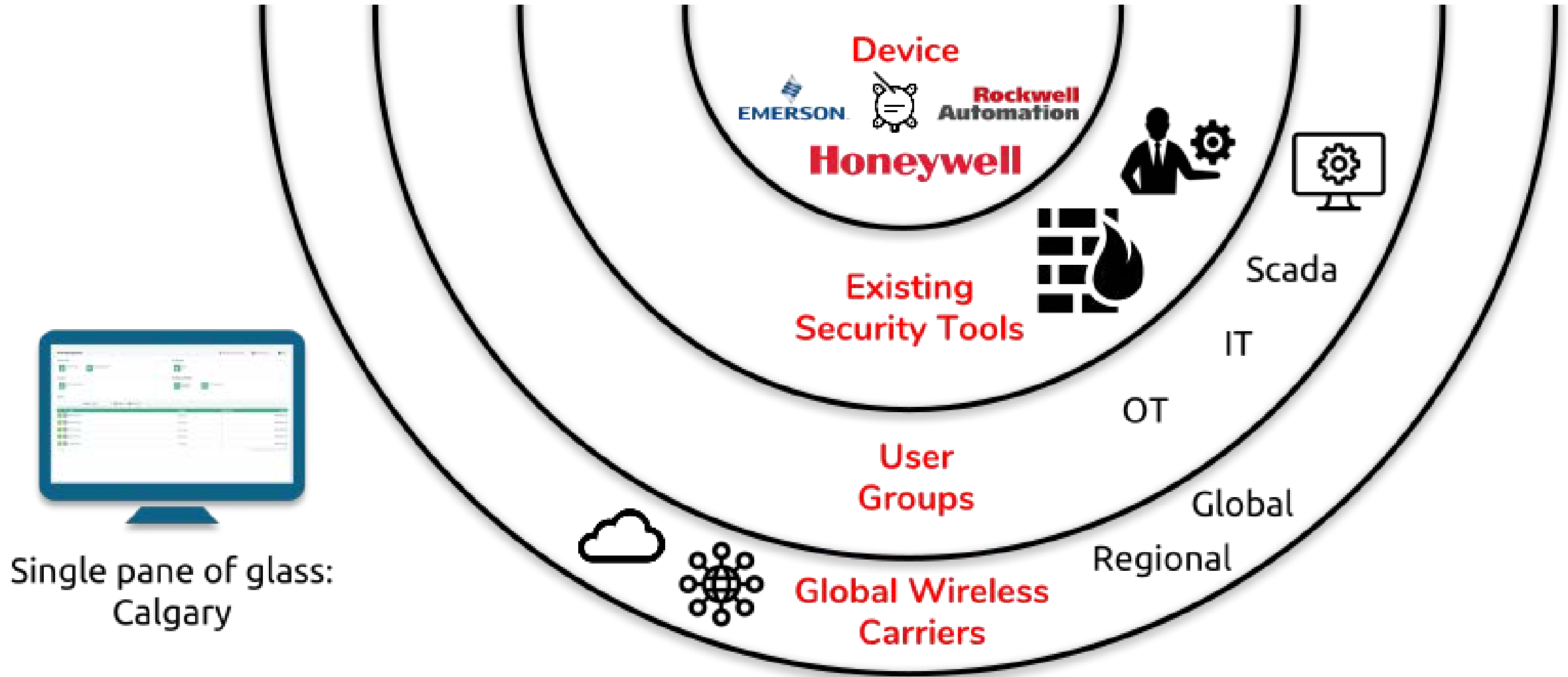
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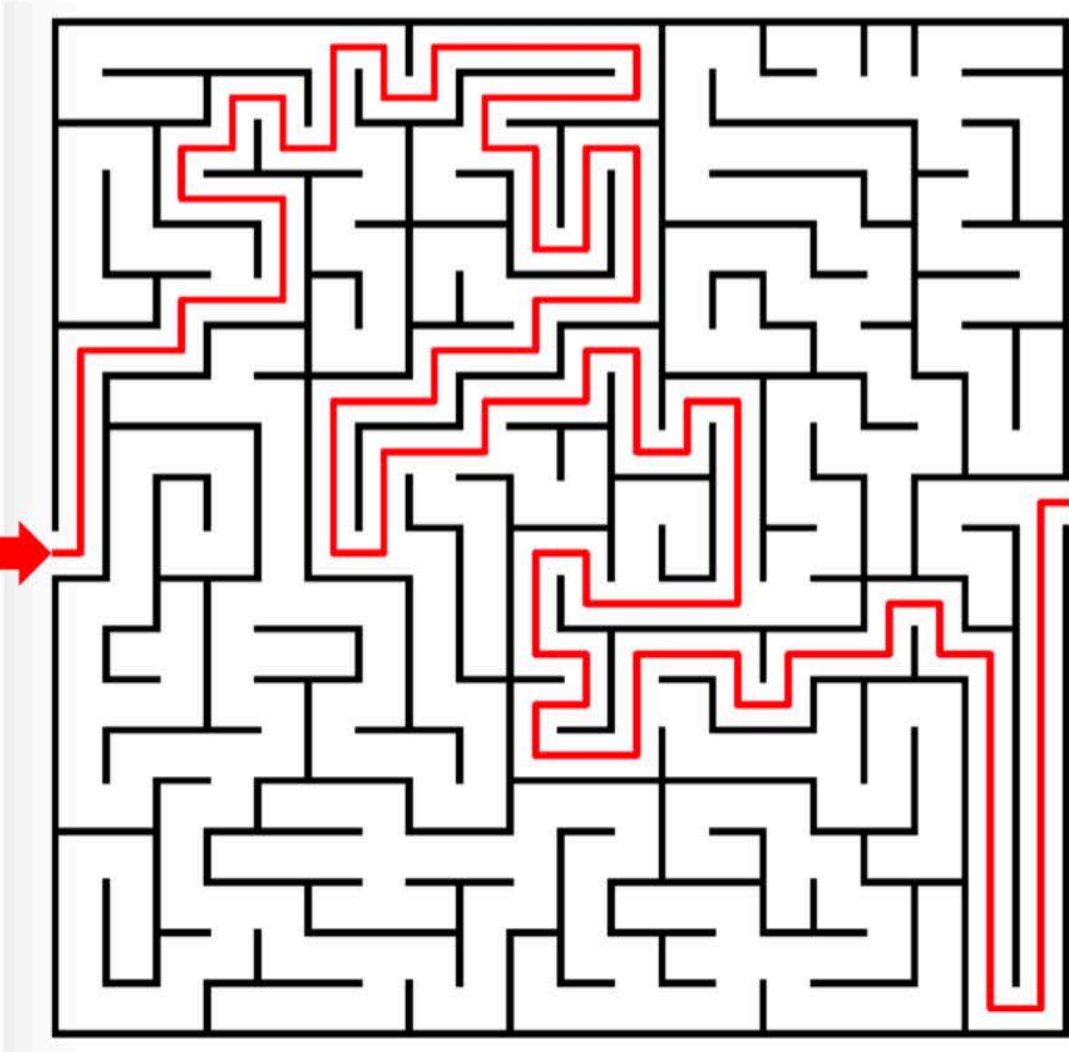


Drill rig operator

Breaking down silos:



Any Device



Any Application





**10
Million**

New 'things' are
connected to internet



IoT

Devices go dark to
device makers and
device owners

The greatest hackers
playground ever
created

Thank you.

