

International Plans

- **PIDX are expanding and becoming a truly global standards organisation**
- **Laura has updated us on the US activity**
- **Here we are in Europe with Chris**
- **Alan will indicate the activity of PIDX ME**
- **And now we are moving into South America**





We put the **e** in energy.

- **After much discussion and dialogue over last 12-18 months, by both PIDX staff and with great help from OFS Portal**
- **We are excited to announce the first Latin American PIDX conference**
- **Hosted by Petrobras on May 13th in Buenos Aries**
- **Participants will be drawn from Ecuador, Bolivia, Chile, Mexico**
- **Companies invited include Tenaris, Pemex, Repsol, Shell, Chevron, Hubwoo, Pan America and a mail shot to other Regional Players**
- **There are around 30 Oil & Gas companies in Argentina alone.**



- **Setting up this conference has taken significant effort to achieve - many thanks to OFS Portal & Petrobras**
- **Concerns identified so far – similar to those we all face**
 - **Legal constraints regarding invoice processing, digital signatures of Europe**
 - **Company resistance to change**
 - **The need for Latin American standards – and to ensure compatibility and standardisation of standards**
 - **Trust and relationship management play an important role as everywhere**





API's e-business committee

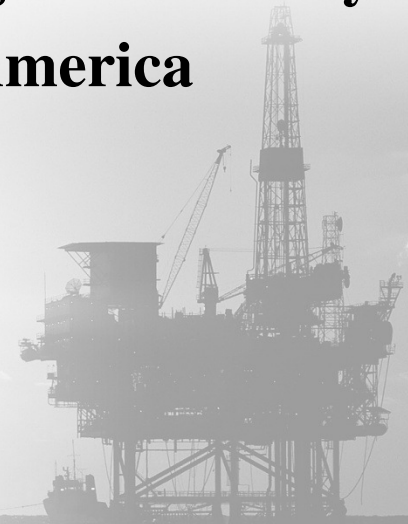
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- **Current activity has mainly been promoted by Petrobras**
- **They have an internal marketplace Petronect based in Rio**
- **Rolling out their solution over next 12 months and moving into Gulf of Mexico**
- **They are expected to be a significant partner for PEMEX**



The May 13th Agenda will include

- **Petrobras eCommerce Experience, Global lesson learned, Chevrons global roll out, Developing eCommerce projects for Latin America, and Legal Considerations re eCommerce in Argentina, PEMEX's end to end solution which address the Latin American requirements.**
- **Copies of the full agenda are available here today**
- **We need your help in promoting this new Regional Activity**
 - **Please advise us of your interest in Latin America**
 - **Companies you think may be interested in attending**





PIDX Middle East

Newly formed



Chair: Alan Perro – Schlumberger
Vice Chairs: Andrew Stafford – Quadrem
Sumit Sethi – Halliburton

Kick-off meeting: February 21st, 2008



Ultimate Goal:

- Adoption of PIDX standards in the area
- Regional participation in PIDX charter/committees/meetings
- Regional O&G Operators to join PIDX

2008 Objectives:

- Target the major O&G players in this area
- Presentations to regional groups and events
- Road-show (at NOC's offices) planned for Q4

