

# COLIN I BROWN

Colin has a total of 25+ years' in the oil and gas energy sector with experience in project, construction and engineering management, winning business and detailed design in – subsea field development, Concept, FEED, technical assurance, IVB, detailed design, fabrication, construction and installation of subsea marine systems. A strong technical and commercial background with business development, sales, contracts (review, writing, negotiating and managing), client management, commercial, contractual, financial and management accounting, business development and managing projects (up to £850M) gained in numerous countries. International assignments and Project Management in USA (Houston), Rio de Janeiro, Norway, Canada, Australia, Malaysia and India. Strong business and commercial acumen and motivation to generate and win business combined with a proven positive man management and leadership capability to drive multi-disciplined teams to achieve results.

## KEY COMPETENCIES AND SKILLS

Strong analytical skills – technical, commercial and business	Project Management – Concept, FEED, Construction and Installation, Full P&L, EPIC	Customer Relationship Management, CRM, Salesforce
FEED, Concept – Subsea Field Development	Bids, Tenders and Commercial Contract Management; Business Development	Client negotiations & relations
Results-oriented with a positive outlook and a clear focus on high quality and business profit.	Budget and Project Control - keeping control of business expenditure, ensuring it's within agreed budgets and on time delivery.	High level of commercial awareness and financial acumen
Managing multi-disciplined teams and resolving any conflicting priorities	Team building, Leadership, Accountability and Ownership	Technical Assurance – system integrity
Contract, Bid writing, negotiation & Product/Service marketing	Results driven, Self-motivated team player	Strategic Planning, Project governance
System and Interface Engineering	Budget, Scheduling, Planning software – MS Project, MS Excel, Mathcad, PowerPoint	Employee Motivation

## FORMAL EDUCATION AND CERTIFICATIONS

BSc (2:1 Hons) Technology with Industrial Studies (Mechanical Engineering)	1988
MBA International Business Management	2003
MSc International Marketing Management	2006
PMP with PMI pending exam	2019

## PROFESSIONAL HIGHLIGHTS

CTE Ltd, UK my own Ltd Company  
Business Consultant for WD Close Ltd

June – July 2018

- Bid Manager for WD Close Ltd (fabrication company) for a large British defense ITT contract;
- Duties included – compile, write and issue tender contract (technical, commercial, contractual and legal) in response to the Invitation To Tender.

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Engineering Consultant for DEEP OCEAN Group (Darlington UK)  
**Senior Project Engineer** (Project on hold until 2019/20)

March – June 2018

- Senior Project Engineer on the Nord Stream 2 Project (World's longest gas pipeline – 1200km, Dia 48"). Prepare task plans, route UXO clearance study, Pre Lay Grapnel Run (PLGR) operations, plough launch and recovery procedures, design deck layout, catenary calculations, risk management plan and plough ITP for the AMP 500 subsea plough.

GREEN PALM MARINE CONSULTANCY, UK (Company did not pay me for 2 years)

**Operations / Project Director**

April 2015 – March 2018

- Operations Director for GPMC UK - Oil & Gas, Marine and renewables business – oversee the day-to-day activities of the company - duties included full P&L accountability, financial & budget planning, business development, implement company policy, develop strategic plans, lead, build and mentor a team of engineers, ensure the business operates to achieve the company's overall strategy, delegating tasks with strong leadership and effective communication skills;
- Project Director for Waste to Energy Project (India) – full EPCI project taking 300T a day municipal solid waste and converting to 10MW electricity – Kochi, India. Duties included: Product R&D for waste management system to operate within design parameters. Responsible for contractual, commercial and technical negotiations with the stakeholders, bankers, financiers, government technical representatives and Sub-contractors.
- Project Study Manager for the Concept and FEED for the Bokor Phase 3 Re-development Project (Malaysia)
- Project Study Manager for the FEED for the Batu Mandi Field Development. (Indonesia)
- Study Manager for Concept and Pre-FEED for Midia Gas Development Project (Romania)
- Project Engineering Manager for the B&52 Omon Gas Pipeline Project – FEED (PetroVietnam)
- Project Manager for service life extension for 6" WI Flexible for Petrofac Asia
- Support GPMC projects as Technical Authority for all subsea engineering activities – detailed design.
- Plan, prepare, implement and control the QMS and BMS, in line with ISO 9001 for GPMC UK, GPMC India, GPMC Dubai and GPMC KL
- Bid / tender manager for all Oil & Gas Subsea bids from India, KL and UK, duties included writing contractual bid documents, Pre-Qualification Questionnaires, Invitation to Tender and response to tenders – utilising Shipley 96 step proposal management process.
- Contractual, Financial and Technically responsible for all Subsea Projects within GPMC – duties included ensuring that the Contract, Financial and Technical obligations are aligned and ensure that each party is legally responsible for the contract agreement.

DEEPFLEX Inc, USA

June 2014 – March 2015

**BD and Sales Director for NS & Europe**

- Responsible for setting up the UK office and introducing Composite flexible flowlines into EU market;
- Responsible for the Marketing, Sales, strategy, CRM, Budget and growth;
- Progress R&D programme to strategically position product in market;
- Prepare marketing material for trade fairs and conferences;
- Conduct strategic economic plans for introducing new product to market, and
- Duties included preparing bid responses to ITT – contractual, commercial, technical and legal using the Shipley 96 step bid management process

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DEEPSEA (US) Inc company sold to McDermott Subsea, Houston USA Feb 2012 – June 2014

### **President for DeepSea (US) and Subsea VP for McDermott Subsea Inc**

- Responsible for the Company P&L, business development and corporate growth of DeepSea (US), managing stakeholders interests and building design team;
- Project Sponsor for all work scopes within office – technical authority, R&D, engineering, Sales and Marketing, HR and Budget management;
- Account manager for service contract with GE Oil & Gas Houston – DeepSea seconded up to 20 resources into GE Oil & Gas. Duties included negotiating and contract preparation for secondments.

GE **Account Manager** seconded into GE Oil & Gas (Aberdeen) February 2012 - October 2012

I was seconded into GE Oil & Gas Aberdeen from DeepSea UK awaiting my USA visa

- Responsible for performing & package managing engineering work scopes / studies on GE Oil & Gas Projects;
- Chevron Gorgon XT Well Kill Study – to design piping equipment hardware to be retro-fitted on XT;
- Ithaca Stella FEED - X-Over Spool, Wellhead Conversion - H4 to SG-1 – design a conversion ring;
- High Angle Release Connector, and
- High Set Bore Selector FEED.

BIBBY OFFSHORE Ltd (UK) (Consultant - employed for 1 Project) 2011 – 2012

### **Construction Project Manager**

- Responsible for the project management for the installation and engineering campaign for the Apache Forties Delta and Charlie Pipeline Replacement (PL 2887) Project, full P&L accountability and vessel management – installation of 2off new rigid risers and clamps/guides on FD & FC Platforms, associated tie-in spools, commissioning and lay concrete mats using the DSV Bibby Sapphire.

DNV Ltd (UK) 2010 – 2011

### **Head of Section for Technical Assurance**

- Responsible for 3rd Party and Consultant work in Pipeline Integrity & Design Verification,
- Asset Risk Management of Aging Units and Technical Qualification of new products to the offshore industry,
- Responsible for building Technical Assurance team, technically and commercially accountable for Technical Assurance section, and
- Technical Leader for IVB activities for Gas de France - Cygnus FEED, BG Norge Jordbaer, BP Machar South East, EoN Ruhrgas Huntington, HAZID's and HAZOP's.

AKER SOLUTIONS 2006 – 2010

**Concept & FEED Manager** Sep 2008 – Feb 2010

- Responsible for Concept & FEED Field Developments of Aker Subsea Solutions;
- Assist with the development of the Project Execution Model (PEM) to incorporate the Concept and FEED field development phases.
- Manage a team of engineers, sales and business development personnel.
- Actively promote the Concept & FEED group – internally within AK and externally to potential Clients
- Commercial and technical support on bids and tenders – write contracts – technical, commercial and contractual;
- Prepare marketing material for trade fairs and conferences;
- Manage contacts & close more deals with Salesforce CRM;
- ExxonMobil Canada - Hibernia South Pre-FEED – Project Manager for the Subsea Well Template and Manifold System Conceptual Analysis

Seconded by AK to (AKCS) AKER KVAERNER CALHILL SNC (CANADA)

Oct 2006 – Aug 2008

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### **AKCS Subsea Manager / Senior Project Execution Manager**

Based in St John's, Newfoundland, Canada:

- Set up AKCS office and team in St John's, NFLD, Canada – P&L accountable
- Competitively bid (write contract, CTR's, method statements, contractual, commercial and legal) and negotiate the tender for the Concept, FEED, Detailed Design, Fabrication and Installation;
- Senior Project Manager for the EPIC, Husky Energy, Sea-Rose FPSO Tie Back Project – 21 wells, 8 Prods, 11 WI, 2 GL, 63,000 b/d - Subsea manifolds, drill centres, flexible flowlines and risers (Technip), subsea wellheads controls (Cameron) and FPSO modifications. Responsible for the Concept, FEED, Detailed Design through to Construction and Installation.

J P KENNY Ltd (UK)

2001 – 2006

J P KENNY NORGE AS (STAVANGER)

2005 – 2006

### **General Manager / Senior Project Manager**

- Set up JP Kenny Norge office in Stavanger – P&L accountable, BD, tendering, win work and build team – duties – compile ITT responses, write contracts, bids, win work, interview and hire team)
- BP Valhall Re-development subsea FEED – FEED for the 4off 20" expansion spools and electrical power subsea cable (294km) from shore to power the Valhall Platform.

J P KENNY CALEDONIA

2001 - 2005

### **Senior Project Manager / BD Manager**

#### **BD Manager**

- Prepare (write) method statements, CTR's, commercial, financial documentation for the bid responses to ITT's.

#### **Project Manager** for a series of Shell Expro Projects: -

- Scoter Manifold – project manage the FEED and Detailed Design, 4 slot, 120 Tonnes;
- Scoter Riser on Shearwater 'A' Platform – project manage a retro-fit rigid riser along with riser supports;
- Shell Penguin Manifolds – 5off – project manage the FEED, detailed design and fabrication;
- Guillemot Riser Base Mods – project manage the detailed design;
- Brent Spar – decommissioning plans for the mooring chains and tow to deep water disposal.

#### **Project Manager** for a series of Technip Offshore UK Projects:-

- Scoter Pipeline, 4 months, project manage a FEED and Detailed Design;
- Guillemot Pipeline and Valve skid, project manage the FEED and Detailed Design;
- Marathon Greensand – 4 slot manifold, pipeline and riser, project manage the FEED and Detailed Design.

#### **Senior Design Engineer**

- BP Rhum - 44km subsea tie-back to Bruce, pipeline detailed design of the insulated 16-in x 22-in. CRA pipe-in-pipe system which was clad internally with 316L, the gas was corrosive and sour, 6% CO2 and 10 ppm of H2S.

HALLIBURTON SUBSEA UK LIMITED (UK)

1997 – 2001

### **Principal Riser and Pipeline Subsea Engineer**

- Petrobras, Albacora Leste – Lead a team of engineers for a Concept field development for the GoM project (800 to 2000m WD) - Study Leader;
- Vessel Management – operational duties, asset utilization, logistics, contracts for Rockwater 1 & 2 DSV's and semi Regalia

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- Kerr McGee, Leadon Project – Lead a team of engineers for the delivery of the flexible system, design, contract, installation and commissioning - Lead Riser System Engineer & Flexible Package Manager
- Elf Exploration inc, Canyon Express Project, part of the tendering team preparing the technical submission for the Canyon Express Project – Tender/Bid Engineer
- A/S Norske Shell, Draugen Gas Export Pipeline (Subsea – Aberdeen), project engineer dealing with scheduling, document issue, specification issue and “closing the project out” – Senior Project Engineer
- Norsk Hydro, Troll C Project (**Wellstream, Newcastle**), lead a team of riser design engineers for a new riser system (42 risers) install on the Troll C semi-sub , World’s largest riser 15” ID – Lead Riser Engineer
- Conoco, Banff Field Development – offshore engineer in Dive Control preparing dive plans and dealing with engineering issues for the offshore installation campaign, responsible for “As-Built” documentation - Offshore Installation Engineer
- BP (Houston), Neptune Development (**Brown & Root – Houston**), lead a team for a Concept study on a new riser tower concept with SCR’s (1200m WD) – Study Leader
- Petrobras, Barracuda and Caratinga (**Brown & Root – Rio de Janeiro**), technical specialist in solving complex riser system issues (785 & 1035m WD) – Technical specialist
- A/S Norske Shell, Voring Plateau Field development, Concept design of riser system for a deep water (1400m WD) field – Principal Riser engineer
- Elf, Elgin Franklin – Concept & Detailed design of a Pre-Stressed Bundle - Principal Pipeline / Bundle Engineer – HP/HT at 1,100 bar and 190° C, as well as 3-4% CO<sub>2</sub> and H<sub>2</sub>S at 30-40 ppm.

KVAERNER RJ BROWN PTY LTD (AUSTRALIA)

1995 – 1997

### Senior Subsea Pipeline Engineer

- Woodside Offshore Petroleum, Laminaria Completion Riser – responsible for the detailed design of the completion riser, supervised 3 engineers - Project Manager
- FMC – Lambert Completion Riser – detailed design of completion riser using a composite model using Flexcom FE software
- Apache – Stag Development – Seconded into Apache to perform bid review and ITT preparation
- Woodside Offshore Petroleum, 2<sup>nd</sup> Trunkline Survey – Survey Engineer responsible for the technical appraisal of the proposed pipeline route selection, analysis of the geophysical data and offshore survey data – offshore survey crew for 3 weeks.
- BHP – Jabiru Field – Project Manager – design of 4 off 40 tonne DMA’s using thick steel plate
- Apache East Spar – Sn Design Eng – System dynamic design for SPAR tethers and buoy.
- Compile EPRS for Woodside Offshore Petroleum 1<sup>st</sup> Trunkline

BROWN AND ROOT UK LTD

1994 – 1995

### Lead Pipeline Engineer

- British Petroleum – Cyrus Field Development – Lead engineer for the detailed design of the 7km Bundle, Engineer at spool base and fabrication yard – Lead Pipeline / Bundle Engineer
- Agip – Thelma Development –Prepare umbilical specifications, procedures and Scope of Work for ITT – Lead Umbilical Engineer
- Texaco – Captain 18 slot Manifold, subsea manifold – designed the Manifold piping using Caesar FE software – Lead Piping Engineer
- Seconded to Rockwater – installation analysis of Flowlines, Risers, PLEMS using Orcaflex software for the Terra Nova Project.

ANDREW PALMER & ASSOCIATES (UK)

1993 – 1994

### Lead/Specialist Engineer

- Total Oil Marine Plc – Dunbar Co-axial Pipe-in-pipe, using FEA Ansys to design the Pipe-In-Pipe interconnector “Tulip” system – Senior Specialist Engineer

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- Repsol Exploration – Algaba Project, designed symmetrical Wye piece using FEA Ansys – Senior Specialist Engineer
- Phillips Petroleum Norway – Norpipe Ekofisk – Teeside Pipeline Wye, designed a Wye piece using FEA Ansys software – Senior Specialist Engineer

### BRITISH MARITIME TECHNOLOGY OFFSHORE (BMT)

1992 – 1993

#### Senior Design Engineer

- Subtec Middle East – Fujairah CBM Pipeline Study, design field layout for subsea, pipe wall thickness, span analysis – Senior Design Engineer
- Coflexip Apache – designed replacement bearing for Carousel on Apache reel vessel
- Consafe (Burntisland Limited) – Shell Nelson Subsea Manifold, designed a manifold lifting trunnion using FEA – Senior Design Engineer
- Consafe (Burntisland Limited) – Shell Nelson Super Duplex Wye Piece, designed a complex Wye piece using FEA software – Senior Design Engineer
- Balmoral – Ampolex Wandoo Field Development, designed riser system for CALM buoy using Orcaflex software – Senior Design Engineer
- Oceaneering – Captain Field Extended Well Test, performed a dynamic hose design using Orcaflex software – Senior Design Engineer
- Kerr McGee – Gryphon FPSO mooring analysis, ship modifications design – Senior Design Engineer
- Victoria Oil Field Services – scheduling & planning using MS Project software for a tanker conversion to FPSO.

### GEC FERRANTI (UK)

1988 – 1992

#### Stress/Mechanical Design Engineer

- **Stress Engineer** - Responsible for the completion of finite element analyses (FEA) of aircraft structures. Non-linear problems addressed included material non-linearity, CFD, buckling analyses and fracture mechanics. Structural concession resolution.
- **Development Engineer** - Responsibilities were to act as interface between design and production departments with the primary function of to solve production problems.