



# Wind powering forward

Operating for nearly 100 years, Peterson is the leading international logistics provider to the global energy industry and prides itself on thinking in generations, which is enshrined as a core company value. PES went to find out all about this reputable world company, which has always kept pace with the latest technology and innovations.



The energy logistics company's appetite for thinking in generations has allowed the company to evolve and respond not just to present requirements, but to anticipate future needs.

This philosophy was behind the adoption of new technologies and innovative business systems, processes and strategies for efficient and cost effective solutions for customers, even before the recent downturn in the oil price.

Therefore, it seemed only natural when three years ago, this global company began to explore the future-focused, renewable energy sector.

Since then, Peterson has responded to requirements to support the offshore wind sector, offering a comprehensive range of safe, reliable and value added offshore

wind logistic solutions to support clients, throughout the energy life cycle. However, with increased commitment from government bodies to enhance the uptake of renewable energy and more companies exploring this fast-moving sector, they have developed a comprehensive strategy that brings benefits to partners, clients and investors looking to work within offshore wind.

#### Inspired by home

First established in 1920 in the Netherlands, Peterson has been inspired by its home country's culture as it establishes an increasing presence in renewable energy, paying particular attention to offshore wind power.

The Netherlands' offshore wind market is predicted to record remarkable gains over the coming six years, driven by strict regulations to meet its energy demands.

The country has invested heavily in green energy, even establishing the largest offshore wind farm in North Sea with a capacity to produce 2.6 TWh of clean energy annually.

With most governments and regulatory organisations across the globe engaging in and undertaking numerous initiatives to adopt renewable energy, the offshore wind industry is estimated to surpass a capacity of 60 GW by 2024, having held a valuation of USD \$60 billion in 2016.

This massive expansion of offshore wind power can certainly be credited to the rising emphasis from both private and governmental entities towards energy optimisation. The move has been further supported by increasing global urbanisation and economic developments, which are increasingly turning to renewable energy sources to fulfil their energy needs and meet their sustainability standards.

#### Transferring skills and knowledge

Peterson has been instrumental in growing the offshore wind market within Europe; supporting many of its clients in developing and strengthening their offshore wind offerings.

Having worked with the energy industry for over six decades, the company has developed and honed its expert knowledge of providing high quality and customer driven solutions. As a key global leader in energy logistics, the company has been a critical and valuable supporter of the energy industry.

The deep understanding of the challenges faced by senior oil and gas leaders, tasked with rebalancing the industry supply chain cost base, has driven the company to share its specialist knowledge with the offshore wind market. This places Peterson front and centre of an industry movement towards renewable energy – using the company's core values and skills of innovation and collaboration to make positive impacts; working with clients on added value to offshore wind logistics solutions based on real time data.

Sander G. van Helvoort, Business Manager, Wind & Renewables, explained: 'As a company, having worked in oil and gas for over 60 years, it is exciting to contribute to the energy transition, to actually offer something different, and we have some key skills that can be applied to a new discipline.'

'Peterson is using skills that it has developed and become specialist in over a number of decades, and is deploying these to shape a new and emerging industry sector.'

#### Energy transition

Based on years of experience in energy logistics, Peterson offers a comprehensive range of safe, reliable and integrated offshore wind logistics solutions from its strategic locations around the North Sea and Baltic Sea.

With an end goal to put its customers in control of their wind assets, the firm offers an integrated model for the support of offshore wind operations and maintenance by means of the Wind Energy Link asset management control system, in combination with their knowledge in offshore logistics.

This intuitive system is based on SCADA data and provides the necessary information to manage operations and maintenance support efficiently through financial, technical and operational reports.



As an innovative problem solver, this company works closely with its customers to make sure all parts of the supply chain are integrated. Its support ranges from analysing data, enhanced planning and procurement - conducted by 80:20 Procurement services, a Peterson company - to full offshore support for operations and maintenance. This means it's possible to review data and procedures, and manage projects predictably and proactively.

Further supporting Peterson's logistics model, the company has its own decommissioning bases around the North Sea, from where it provides the most cost effective solutions for decommissioning assets at the end of their lifetime.

The high demand for qualified personnel is paramount in the current and ever-growing offshore wind industry. With the oil and gas sector still suffering in the downturn, there is currently a huge amount of interest from workers wishing to make the move into renewable energy.

The in house recruitment agency has ample experience in sourcing the right person for the job, especially in an overcrowded and competitive marketplace.

**A wide service offering**

In order to save their customers time and money, Peterson is proud to offer a whole host of services under one roof and the sister company, Control Union Industrial Inspections, can provide inspection services such as rope access, non-destructive testing, offshore containers, helicopter decks, refuelling units, cranes, fall protection and access equipment to make things easier for customers and their work projects. With a worldwide network of companies, it's possible to provide pre-shipment inspection and verification services at customers' suppliers.

Passionate about innovative technology, and looking to power things forward with the help of a digital landscape, Peterson is continuing to develop smart solutions utilising its proprietary suite of digital

applications that enable real time, data driven decisions to improve performance and increase efficiency.

**Understanding the offshore wind sector**

The energy logistics company's new model for offshore wind enables customers to not only gain insight into their uptime, but to increase it significantly.

As an active member of the supply chain, Peterson has first-hand experience of the key challenges and issues which need to be overcome, and how to adapt and improve the service sector to make it more cost efficient with time savings for customers.

This deep understanding of the improvements and solutions required puts Peterson front and centre of an industry reboot where innovation and collaboration are key to making positive impacts.

**Committed to the renewables sector**

Peterson began investing heavily in this area around five years ago, through its own internal suite of services and investing in

digital companies, Core 29 and Streamba. It is now able to create and deliver data-driven solutions focused on sharing resources and bringing energy logistics into the digital age, delivering improved safety, cost reduction and efficiency in the process.

The move to innovative and forward facing technology has been accepted by the industry as a real shift change in terms of the way the global energy supply chain interacts, making it mutually beneficial for operators, vendors and tier one contractors – a key learning and industry discipline that Peterson can transfer to offshore wind.

As well as technological advancements, the vessel sharing platform has also clearly raised awareness of the added value and impact that the company has on the industry, through new and innovative approaches to working.

This includes the management and sharing of offshore vessels for ad hoc shipments, in pursuit of greater efficiency and cost savings across three initiatives: the Aberdeen Marine Logistics Alliance (AMLA), the Southern North Sea Pool (SNS) and most recently Central & Northern North Sea pool (CNNS).

This collaborative approach could be applied in future to the fleets of vessels which do not serve wind farms at this time, additionally, Peterson is pleased to be working closely with other industry partners currently, to support the market place. This includes Wind Energy Link and Peterson and Control Union companies, Ahlman Zerssen, 80:20 and ORCA Geo Services.

These partners all bring a wealth of knowledge to the field, strengthening the Peterson offering to support physical assets management, IT systems, procurement, etc.

#### Proven power

Most recently, the move to renewable energy has seen them awarded two six-year contracts for the Statoil Dudgeon offshore wind farm.

Located in the Southern North Sea, Peterson will provide logistics support for the Dudgeon offshore wind farm, working closely with the operator to deliver comprehensive logistics services including stevedoring, ship agency services, provisions delivery and transportation of personnel for walk to work security. It will

also be responsible for the supply of fuelling services from its facility in Great Yarmouth.

In addition to these long-term contracts they also supported the barge load-out of the 1,800Te Dudgeon offshore windfarm Substation in Lowestoft.

The large-scale Dudgeon field is an extensive £1.5 billion project to harness offshore wind to power more than 410,000 UK homes, located some 20 miles off the coast of Norfolk.

Ron van der Laan, regional director, Peterson said: 'To have been awarded these long term contracts for such a ground-breaking project is a huge achievement for Peterson's team. This strongly positions Peterson as a leading provider of logistics support to windfarm assets in the Southern North Sea.

'The management of logistics services in the renewables industry presents a significant growth opportunity for us. We have the depth of experience and proven capabilities to deliver the services required to meet the needs of operators working in this sector.'

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