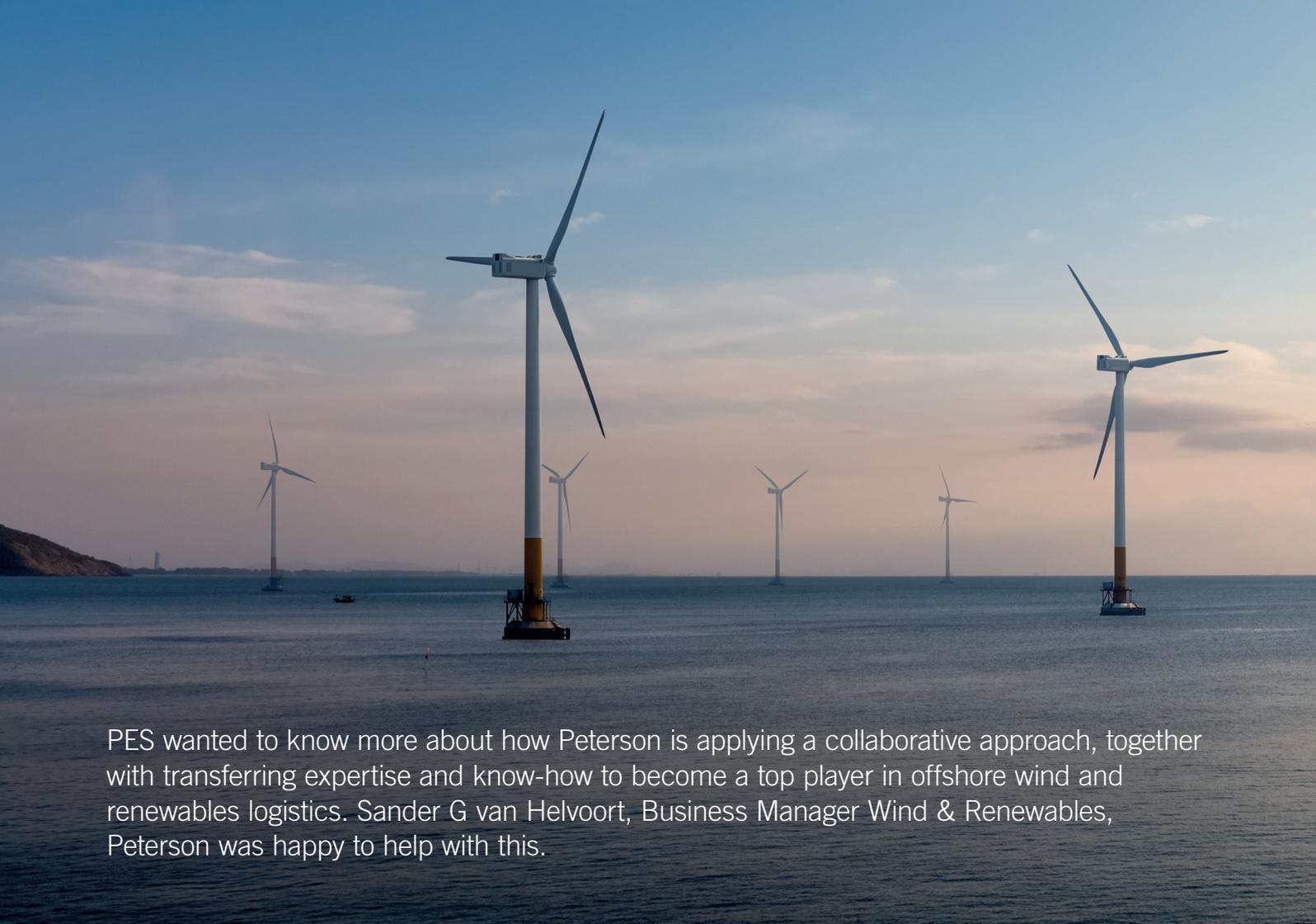


# Renewing the energy industry



PES wanted to know more about how Peterson is applying a collaborative approach, together with transferring expertise and know-how to become a top player in offshore wind and renewables logistics. Sander G van Helvoort, Business Manager Wind & Renewables, Peterson was happy to help with this.

The global energy industry is currently under-going a change in direction with leading innovators and companies across the globe working to speed up the transition towards clean and renewable energy sources.

Access to sustainable and clean energy sources is essential to the goals set by the Agenda 2030 and the Paris Agreement on climate change. Not only does this lead the charge in sustainable energy, but renewables also contribute to a higher standard of living, as well as better health

and education, and is crucial for the productive activities that can raise people out of poverty.

With its origins rooted in the Netherlands, Peterson has long been inspired by the culture of its home country, and, as it moves towards renewable energy, paying particular attention to offshore wind power.

The European offshore wind market is predicted to record remarkable gains over the coming six years, with the UK, Germany, Poland and the Netherlands all

driven by the strict regulations to meet the energy demand.

Closer to home, the Netherlands has invested heavily in green energy, even establishing its largest offshore farm across North Sea with a capacity to produce 2.6 TWh of clean energy annually.

As part of its on-going goals, Peterson is clear in its objective to become a preferred partner for renewable energy projects.

We are committed to becoming a serious service provider for renewables, as we are



helping to transform the burgeoning offshore wind industry.

Applying a collaborative approach to the renewables supply chain is key to a successful take on the energy transition. By joining together vessels, helicopters, warehousing and additional resources, so much more can be gained than a reduction of emissions: a reduction of costs. It actually maximises the assets you are using. It's a win for everybody.

In previous years, we at Peterson have created innovative, industry-leading vessel sharing initiatives such as Aberdeen Marine Logistics Alliance (AMLA), the Southern North Sea (SNS) Pool and the Central and Northern North Sea (CNNS) pool, that are designed to maximise efficiency and reduce marine logistics costs through the sharing of vessels. The SNS pool, which was formally established in 2002, now delivers annual saving in the region of \$23 million, as well as reducing fuel consumption and unnecessary stress and expenditure to its participants.

Most recently, we opened our new helicopter passenger terminal in the south west of the Netherlands. The new terminal at Zeeland Airport, which represents our significant commitment to the growing renewables industry, is expected to support up to 4,000 passengers through hundreds of helicopter flights every year, offering new transportation options to the offshore wind energy industry. The first of these flights, operated by business-to-business helicopter operator NHV, took off carrying passengers from marine contractor Van Oord to the East Anglia ONE wind farm in April 2018.

Using our years of experience in energy logistics, these are just some examples of our range of safe, reliable and integrated offshore wind and renewable logistics solutions, from our range of strategic locations, operating around the North Sea in Aberdeen, Blyth, Great Yarmouth, Lovestoft and from Flushing and Zeeland Airport via Rotterdam, IJmuiden, Den Helder and Eemshaven, all the way to Hamburg. Together with Ahlmann Zerssen, a Peterson company, we also have a strong presence around the Baltic Sea from Kiel to Rostock, Szczecin and Gdansk.

Peterson believes it is important, in the modern energy industry, to make sure all parts of the supply chain are integrated and we work closely with our customers to ensure this is the case. Our 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 allows us to review data and procedures, and manage projects predictably and proactively.

The high demand for qualified personnel is

for oil and gas. Having worked with the energy industry for more than six decades, we have developed and honed our knowledge of providing high quality and bespoke customer solutions, using key skills that we have developed and become specialist in, over a number of decades. Working alongside key industry players, we can now use this to shape a new and emerging industry sector.

### Transferring skills and knowledge

As the industry continues to grow at rapid

speed, clients are increasingly looking for integrated solutions that can better support this and help reduce the overall costs. Wind and solar have become so cheap on a levelized cost of electricity (LCOE) basis, that they are increasingly becoming the go-to source for new electricity generation projects.

Clients are now looking to key industry players, who can support them with the same collaborative approaches and innovative strategies, which have been tried and tested for the oil and gas market,

paramount in the current and ever-growing offshore wind industry. With the oil and gas sector still facing challenges as a result of the downturn, there is currently a huge amount of interest from workers wishing to make the move into renewable energy.

**Powering renewables forward**

We are passionate about innovative technology, and looking to power things forward with the help of a digital landscape. As a result, we are continuing to develop smart solutions utilising our proprietary suite of digital logistic services that enable real time, data driven decisions to improve performance and increase efficiency.

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 our customers.

Not only this, but our innovative procedures have seen us push forward with digital technology to help improve onsite

efficiencies and safety.

While many firms are still using multiple, complex systems and programs for operational procedures, our range of inter-connected, intelligent logistics tools and applications address global supply chain challenges by improving operational efficiencies.

This includes the eCargo application that has built in safety controls, an incident data capture tool. Innovate and future plans to incorporate video bursts and visual procedures for running through work procedures.

This type of real-time information and analytics are at the heart of Peterson's intelligent logistics suite that help customers understand real-time, historic and predictive usage patterns, events and inventory, enabling them to manage their safety predictably and proactively.

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

**Committed to the renewables sector**

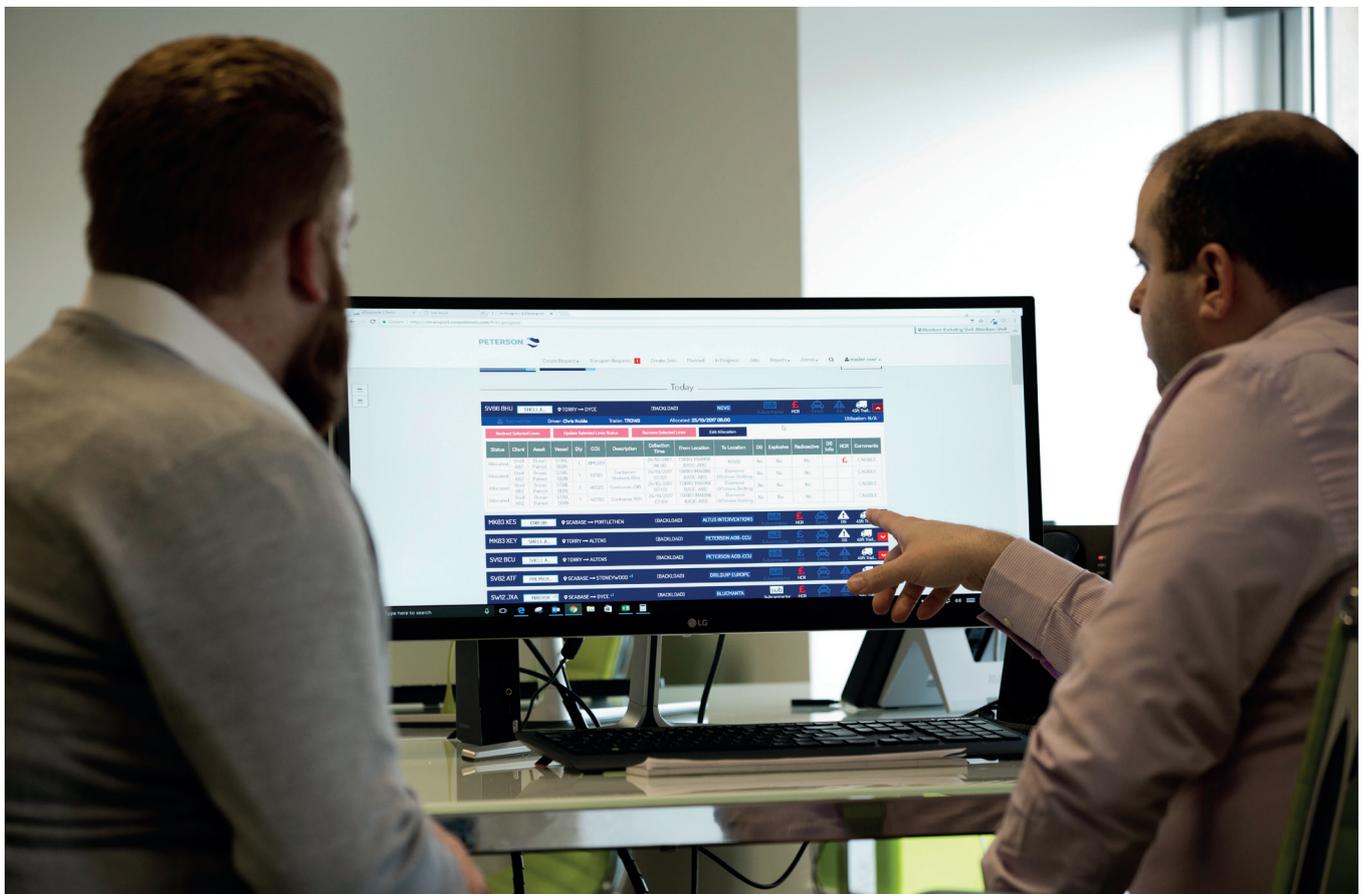
We began investing heavily in this area

around five years ago, through our own internal suite of services and investing in digital companies, Core 29 and Streamba. The company 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.

Our 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. This is a key learning and industry discipline that Peterson can transfer to offshore wind.

We are experiencing a bit of a change in the mind set of offshore wind farm operators. A few years ago, there was a lot of breaking down of contracts, where one wind farm could potentially have over 100 contracts. Now, wind farm operators are looking for multi-contracts - outsourcing to one party who takes more responsibility and therefore more risk.

This is similar to oil and gas where you take on a large scope and have to manage the risks associated. This new attitude can



*‘Worth around a billion pounds per wind farm; the exciting projects are propelling Peterson ahead.’*



accelerate supply chain players but also pass on cost savings for operators.

From installation to the operation and maintenance phase of your offshore wind assets, Peterson is trusted to deliver. The international logistics services span the entire energy life cycle, bringing benefits for partners, clients and investors at every stage.

The specialist services are backed by our e-logistics suite, and through our sister company, Control Union, we are now working collaboratively to offer integrated services for inspection and certification services.

Most recently, we have been active with renewable projects, Aberdeen Wind Farm and the Dudgeon Wind Farm, with new engagements with East Angular ONE.

We are providing logistics support for the UK-based offshore wind farms, working closely with the operators to deliver comprehensive logistics services including stevedoring, ship agency services, provisions delivery and transportation of personnel for walk to work security.

Worth around a billion pounds per wind farm; the exciting projects are propelling Peterson ahead.

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

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.

[www.energylogistics.onepeterson.com](http://www.energylogistics.onepeterson.com)