

BUILDING THE NETWORKS OF TOMORROW

INSIDE THE NUMBERS:

OilComm/FleetComm 2017 | Post Show Report

SAVE THE DATE FOR 2018!

OilComm/FleetComm returns to the Houston
Marriott Westchase, October 3-4, 2018.

For more information on exhibit
and sponsorship opportunities,
contact David Muirhead at
dmuirhead@accessintel.com
or 484-869-2378!



The Big Picture

Having OilComm/FleetComm under one roof gave attendees an opportunity to collaborate and discover new solutions and new capabilities from sources they don't have access to on a regular basis. As the oil and gas industry becomes more stabilized, almost 900 professionals came to OilComm/FleetComm in 2017 to gather information, compare products on the show floor, and meet with new and existing vendors.

HERE'S A SNAPSHOT OF OILCOMM/FLEETCOMM 2017:

- 1,270 total registrants
- 893 total verified attendees
- 73 exhibiting/sponsoring companies
- 46 experts, thought leaders and power players in the oil & gas community leading the sessions



WHAT COUNTRIES ARE REPRESENTED AT OILCOMM/FLEETCOMM?

13% OF VERIFIED ATTENDEES TRAVELLED FROM OUTSIDE THE UNITED STATES.

Australia	Ireland	Oman
Belgium	Israel	Singapore
Brazil	Japan	Switzerland
Canada	Mexico	United Arab Emirates
France	Netherlands	United Kingdom
Germany	Nigeria	USA
Hong Kong	Norway	

Let's Dive a Little Deeper

CONNECTIONS LIKE THESE CANNOT BE MADE AT YOUR DESK!

OilComm/FleetComm connects you with professionals in the oil and gas, and transportation communities who are involved in communications, networking management and IT management in both upstream and midstream operations.

As a provider of communications solutions, it's imperative to get your company in front of your decision-makers. **But how can you do this when you can't just walk into their offices?**

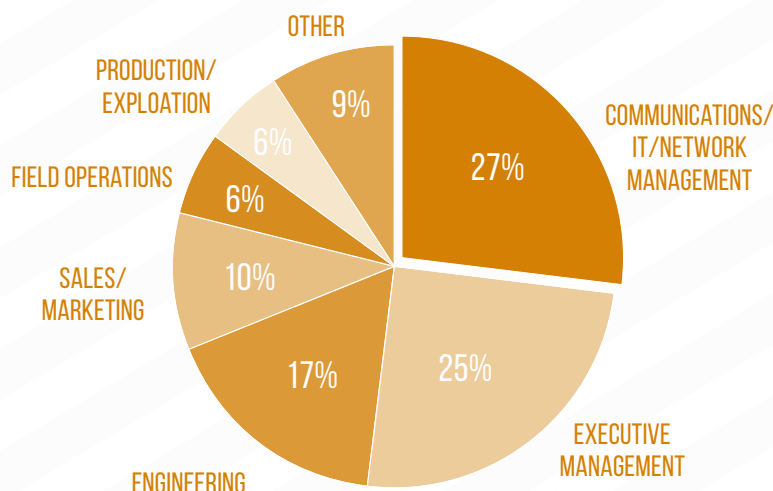
By exhibiting and sponsoring at OilComm/FleetComm, you are taking the opportunity to have your decision-makers test-drive your products and services, network with multiple members of your team resulting in stronger relationships, and enabling your customers to ask real-world application questions that otherwise might not be asked.

MEET YOUR MARKET

DID YOU KNOW THIS ABOUT YOUR CUSTOMERS?

- 45% attended to see the newest technologies for oil and gas communications
- 86% of attendees have the final decision-making authority, recommend, or evaluate new products and services
- 82% of attendees came to OilComm with the intent to purchase a product
- 42% attended the Exposition for the first time in 2017
- 63% spent both days on the exposition floor
- 33% attended 8 or more conference sessions
- 44% of OilComm/FleetComm attendees attend only 1-3 events per year, and 40% said OilComm/FleetComm is the best event for offshore and onshore communication solutions

ATTENDEES' JOB TITLES



According to the **2017 pre-conference survey**, the top ten products/services oil & gas professionals were looking for were:

- | | | |
|------------------------|--|---|
| • Telecommunications | • Cellular | • Network Management - Hardware, Software |
| • Satellite Networks | • IT/Computer Hardware/Software Equipment & Services | • Automation Systems/Safety Equipment |
| • Broadband Technology | • WiFi | |
| • IP Networking | • Satellite Operator/Carrier | |

WHO WILL YOU MEET AT OILCOMM/FLEETCOMM 2018?

Exhibit at OilComm/FleetComm 2018 and showcase your company in front of 1,000+ oil & gas, maritime, and transportation professionals who are looking for the latest communications technology, products, and services they can implement in their organization's operations.

Here's a sneak peek of who attended last year:

Manager, SCADA Systems, **Air Liquide**
 Staff ITS Administrator, **Anadarko Petroleum**
 Wireless Network Engineer, **Anadarko Petroleum**
 Field Communications Supervisor, **Anadarko Petroleum**
 Sr ITS Field Support Analyst, **Anadarko Petroleum**
 Logistics and Distribution Manager, **Ascon Ltd**
 Director Production Technology, **Baker Hughes**
 Product Leader - Digital and Services, **Baker Hughes**
 VP, **BEC Technologies**
 Tech Lead - Mexico, **BHP**
 Manager Technology Engineering, **BHP**
 Specialist Technical Engineer, **BHP**
 Technology Business Partner D&C, **BHP Billiton**
 Telecom Engineer, **BHP Billiton**
 Technology Manager, **BHP**
 Control & Automation Engineer, **BP America Inc.**
 Segment Engineering Technical Authority/Team Lead, **BP America Inc.**
 Instrumentation & Protective Systems Engineer, **BP America Inc.**
 Senior Project Lead Architecture - Connectivity, **BP Energy Company**
 Director, BR&L - **Houston Rail**
 SR IT Manager, **C&J Energy**
 IT Architecture Manager, **C&J Energy**
 IT Network Lead, **C&J Energy**
 SR IT Network Engineer, **C&J Energy**
 Vice President, Global Connectivity & Shipboard Technology Operations, **Carnival Corporation & PLC**
 Project IT, **CB&I**
 IT Program Manager - Americas, **CB&I**
 IT Pros Manager, **CB&I**
 Conflation Manager, **CenterPoint Energy**
 RF Engineer, **Chevron**
 Network Engineer, **Chevron**
 MCP Network and IT Infrastructure Engineer, **Chevron**
 IT, **Chevron**
 RF Engineering Architect, **Chevron**

Network Design Engineer, **Chevron**
 RF Engineer, **Chevron**
 Global Fleet Category Manager, **Chevron**
 IT Business Analyst, **Chevron**
 Network Engineer, **Chevron**
 Team Lead, Global Data Network Operations, **Chevron**
 Project Manager, **Chevron**
 Team Lead, Global Data Network Operations, **Chevron Information Technology Company**
 Comm Tech, **DCP Midstream**
 Manager Data Communications, **DCP Midstream**
 Network Engineer II, **Enbridge**
 Application Specialist, **Enbridge**
 Specialist, **Enbridge**
 Planner, Financial, **eni Petroleum**
 Drilling & Completion Engineering Manager, **eni Petroleum**
 Regional ICT Manager (Americas), **Eni US Operating Co.**
 Sr. Network Analyst, **ENSCO**
 CEO, **Entegra**
 Network Architect, **Enterprise Products**
 Sr Communications Engineer, **Enterprise Products**
 Communications Technician, **EP Energy**
 Communications Specialist, Principle, **EP Energy**
 Regulatory Specialist, **ExxonMobil**
 Senior Telecom Engineer, **ExxonMobil**
 Senior Telecoms Specialist, **ExxonMobil**
 Project Manager, **ExxonMobil**
 Telecommunication Engineer, **ExxonMobil**
 Computer Scientist, Cyber Task Force, **FBI / Houston**
 Project Engineer, **Fluor**
 Strategic Manager, **GE Power**
 Director, **GVW Energy**
 Remote Comms Mgr., **Halliburton**
 CTO, **Hammons Construction**
 IT Manager, Networks, **Hess Corporation**
 Network Engineer, **Hess Corporation**
 Director, Advanced Monitoring, Diagnostic and Operations Services, **Luminant Power**

Senior Solutions Specialist, **Microsoft**
 Quality Systems Director, **Moran Shipping**
 Engineer, **National Oilwell Varco**
 Satellite Network Engineer, Global Network Support, **National Oilwell Varco**
 Data Security Manager, **National Oilwell Varco**
 Project Manager, **National Oilwell Varco**
 Manager, **National Oilwell Varco**
 Senior Analyst, **Noble Energy Inc.**
 IT Program Manager, **Noble Energy Inc.**
 Manager, **NRG Energy**
 Director of Information Systems, **Oasis Petroleum**
 Director of Communications & Applications Development, **Oceaneering**
 Business Development Manager, **Oceaneering**
 Network Operations Manager, **Oceaneering**
 CEO, **Olaks Oil and Gas Resource Ltd.**
 President, **Petro Lucrum, Inc**
 Engenheiro de Telecomunicações, **PETROBRAS**
 Lead Innovation Project Manager, **Pioneer Natural Resources**
 Enterprise Architect, **Pioneer Natural Resources**
 Senior Writer, **Schlumberger**
 Network Engineer, **Schlumberger**
 Telecoms Control Systems Engineer, **Shell**
 Service Assurance Manager, **Shell**
 Project Manager Latin America, **Siemens**
 Principal Business Developer, **Siemens**
 Radio System Manager, **Texas Department of Transportation**
 Chief Information Security Officer, **Texas Homeland Security and Services**
 President, **TPSC Rail**
 Security Technical Specialist (Perimeter/Facility Security), **U.S. Department of State**
 Director of Global Package Mobility Solutions, **United Parcel Service (UPS)**
 Senior Vice President Maritime Affairs, **West Gulf Maritime Association**
 Director, Maritime Affairs, **West Gulf Maritime Association**

Connecting With the Oil and Gas Community

OilComm/FleetComm employs an integrated global marketing campaign consisting of multi-media messages to thousands of attendee prospects. From direct mail to email to print advertising to online advertising...more than 1 million impressions were made during the OilComm/FleetComm marketing campaign. OilComm/FleetComm works for you and is committed to bringing you the buyers!

WHO DOES OILCOMM/FLEETCOMM PARTNER WITH?

Cruise Industry News

North American Shale

Power Magazine

Energistics Energy Standards

Ocean News & Technology

Professional Mariner

Gulf Oil & Gas

Offshore Engineer

Via Satellite

Maritime Reporter

OGGN

West Gulf Maritime Association

Mind Commerce

Oilman

WHAT OTHER EFFORTS DOES OILCOMM/FLEETCOMM USE TO DELIVER USERS TO YOUR BOOTH?

MICRO-SITES AND GROUP DISCOUNTS

OilComm/FleetComm creates individualized micro-sites for board members, speakers, and end-user companies to create a welcoming and personalized experience for participants. Group registration plans offer deeply discounted rates for major oil and gas companies, making it easier for employees of these to attend the event.

FACE-TO-FACE MEETINGS

Each year, the OilComm/FleetComm team meets with drilling contractors, integrators, oil and gas companies of all sizes, as well as service providers to fully understand what they are looking for when they choose to attend OilComm/FleetComm. Some companies and associations we met with were Anadarko, Chevron, Shell, BP, CenterPoint Energy, West Gulf Maritime Association, The Transportation Club of Houston, Energistics, and many more!

CONTENT ADVISORY BOARD

The content in the OilComm/FleetComm conference was driven by the OilComm/FleetComm Advisory Board. The advisory board met several times in 2017 to discuss changes in the industry, how it translates to OilComm/FleetComm and what topics the program would cover that will make the most impact in the daily operations of attendees.

Decision-Makers Want to Meet With You!

OilComm/FleetComm fosters an environment that brings together buyers and sellers and allows them to interact in an educational and dynamic atmosphere. By providing two days of endless networking, new relationships are formed, current relationships are strengthened, and business is done.

Don't just listen to us! According to the 2017 Post-Show Survey, attendees were asked what they liked most about OilComm/FleetComm Exposition. Here's what they said:

"HIGH QUALITY EXHIBITORS AND ATTENDEES SPECIFIC TO VERTICAL MARKET. GREAT CONVERSATIONS WITH DECISION MAKERS."

"THE SPEAKERS WERE GOOD AND VERY KNOWLEDGEABLE."

"OILCOMM IS AN EXCELLENT VENUE FOR USERS AND VENDORS TO DIALOGUE."

"EVERYONE WAS GENUINELY FRIENDLY AND KNOWLEDGEABLE IN THEIR RESPECTIVE FIELD."

"THE KEYNOTES CONTENTS WERE OUTSTANDING!! PANEL SHOWED THE KNOWLEDGE NECESSARY TO CATCH THE AUDIENCE ATTENTION."

"THE LOCATION WAS GREAT AND THE EXHIBITORS WERE EXCEPTIONAL."

OilComm/FleetComm Works For You

When you sign up to exhibit and sponsor at OilComm/FleetComm, you are signing up to be a part of the oil and gas family. OilComm/FleetComm will be back to the Houston Marriott Westchase in 2018, creating the intimate and collaborative environment that our attendees and exhibitors have come to associate with OilComm/FleetComm.

ACCORDING TO THE 2017 POST-CONFERENCE SURVEY, THE TOP REASONS WHY OIL & GAS PROFESSIONALS ATTEND OILCOMM/FLEETCOMM IS TO:

- Gather information about the newest technology
- Visit with a specific vendor
- Learn about the Latest Technology
- Compare products on the show floor
- Network with Colleagues

EXHIBITING ALLOWS YOU TO **BUILD YOUR BRAND AWARENESS** AND LEAVES A **BRAND IMPRESSION** WITH CURRENT CUSTOMERS, PROSPECTS, MEDIA, SUPPLIERS, AND OTHER PROFESSIONAL ORGANIZATIONS.

HERE'S WHAT EXHIBITORS SAY ABOUT OILCOMM/FLEETCOMM:

- 72% exhibit at OilComm/FleetComm to generate new business
- 71% consider it a good opportunity to meet and strengthen relationships with current customers
- 63% meet the attendees that they want to meet
- 64% exhibit to expand corporate brand awareness
- 63% introduced a new product or service at OilComm/FleetComm 2017

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