

|  | 50 VACC  | Mark<br>Sr. Subsea Engineer  | Andrew<br>Subsea Engineer   | Frank<br>RTO  |
|--|--|--|---|---|
| Description                              | Operator Side who is in charge running<br>the rig and overring al activates in the rig.  | Responsible for all of the well control equipment. They test repair and maintain all of the associated system. They make sure its all in good order.   | Responsible for all of the well control   | Remote operations center.<br>The "hub" of equipment for<br>IPT. Manages the inventory,<br>sending for calibration, and<br>initial setup of DAQs and<br>transducers.                               |
| Demographics                             | A working professional. Age and gender is indeterminate.   |  |   |   |
| Personal                                 | Busy personal life whether that is do to family or other commitments.  |  |   |   |
| Goals (General)                          | the resources out on the rig   | <ul> <li>Have all of their equipment in good working order.</li> <li>Make sure they have all spare parts on hand to make repairs as needed.</li> <li>Perform there testing on critical path as efficiently as possible without going into down time.</li> </ul>                              | Have all of their equipment in good working order.     Make sure they have all spare parts on hand to make repairs as needed.     Perform there testing on critical path as efficiently as possible without going into down time. | Creating an emotional connection     Preventing future issues     Improving productivity and reducing operating expenses     Retaining customers     Providing an outstanding customer experience |
| What does a day in their life look like? | Shift work: 12 hours-on / 12 hours-off Days usually include handover meeting (pretour meeting) Very hectic people needing them to make decisions and talking with people | Work shifts 12hours on 12hours off     Pretour meeting     Perform most of the equipment maintained (Stacks/ manifolds)  | Work shifts 12hours on 12hours off     Pretour meeting     Perform most of the equipment maintained (Stacks/ manifolds)   | Stressful trying to resolve customer problems in a efficient and timely manner. Continually training on the latest and greatest Problem solvers of complex systems                                |
| Attitudes & Feelings (Motivations)       | Fining new opportunities to bring more efficiency and safety to there operation     Engaging with service providers who understands there needs                          | He wants everything planned out ahead of time.     Flexibility in planning/make changes quickly without interruption     Has lots of pressure on him want to have a tool that guides him though.   | He wants everything planned out ahead of time.     Flexibility in planning/make changes quickly without interruption  |   |
| Fears                                    |  | <ul> <li>They hate surprises or to be caught off guard with there equipment.</li> <li>Being put into situations where they feel they are unprepared. The software can't do something or there is equipment they don't have to do something</li> <li>Anyting that causes down time</li> </ul> | They hate surprises or to be caught off guard with there equipment. Being put into situations where they feel they are unprepared. The software can't do something or there is equipment  | Providing improper, slow, or misguided service. Not being an excellent represented of the company I represent.  |
| Quote                                    | "ITP SureTec Love It"  | "You go some of that TLCD"   | "You go some of that TLCD"  | "Provides direct interaction<br>that offers continuous<br>support."   |