



SBM Offshore

Telepresence increases global collaboration, cuts costs and carbon footprint

“ This solution is helping us to transform our business by changing the way teams collaborate on projects, reducing the amount employees have to travel and ultimately enhancing the services we deliver to our customers. ”

Guillaume Ramey
IT and IS Manager
SBM Offshore

Highlights

- Global leader in the engineering, supply and installation of offshore oil and gas terminals
- Owner/operator of the largest fleet of floating production, storage and offloading vessels
- Global market pressures to reduce costs and bring R&D innovations rapidly to market
- Fully managed global deployment of Cisco TelePresence using Orange Telepresence Connect, the world's largest Telepresence-enabled network
- Significant savings in travel time, money and carbon footprint
- Increased global collaboration reducing solution development time to market
- Improved employee work/life balance



**Business
Services**



Issues and challenges

SBM Offshore is a global leader in the engineering, supply and installation of offshore terminals for oil and gas products based on the single point mooring principle. It is the owner/operator of the largest fleet of floating production and storage systems and employs 5,000 people representing 47 nationalities at 42 sites in 15 countries.

SBM Offshore is renowned for its innovative oil and gas import/export solutions and works with global players as well as national oil companies. However, to maintain its global leadership position, the company needed to reduce time to market of new solutions and was looking for ways to cut costs while increasing communication and collaboration among its R&D teams around the world.

SBM Offshore selected Cisco TelePresence as the solution, but needed a solution provider with extensive experience and the ability to deploy TelePresence globally, connect their sites and manage it for them.

The objective

Deliver the Telepresence solution globally to enhance collaboration among R&D teams and reduce time to market, travel costs and the company's carbon footprint.

The benefits

The deployment of Cisco TelePresence using Orange Business Services Telepresence Connect is making a significant contribution to enabling SBM Offshore to meet its objectives.

Significant savings

- US\$1,135,000 saved in travel costs in the first six months of operation
- Estimated savings of 6,000 hours per year through reduced travel
- Reduced carbon footprint of 400 tons of CO2 the first year

High usage

- Initial usage indicates that 300 employees per month attend at least one Telepresence session with usage expected to build
- Very positive user feedback that Telepresence aids global collaboration

Faster time to market

- Reduced development time of new solutions
- Increased energy and greater collaboration among worldwide R&D teams

The Orange Business Services solution

As recipient of European CEO magazine's Telepresence Network Provider of the Year award, Orange Business Services is providing SBM Offshore with outstanding performance, unparalleled global reach and a complete Telepresence solution that includes:

- Consulting on room readiness assessment and design
- Integration services, project management and deployment
- Initial locations: Houston, Kuala Lumpur, Monaco and Schiedam (Netherlands)
- Connectivity through the world's largest Telepresence-enabled network
- Operational support and management

The results

- Significant savings in time, money, travel and carbon footprint
- Nine-month ROI based on travel savings alone
- Reduced R&D development time
- High usage and positive feedback from staff
- Improved work/life balance

“ Orange Business Services have proved their global expertise and experience in deploying Cisco TelePresence on time and on budget. ”

For more information about Orange Business Services, visit www.orange-business.com

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