



## Brazil Day 2011

Follow your client to Brazil!

10<sup>th</sup> November 2011





The Peregrino Oil Field Illustration: Statoil

**Venue: Auditorium, Måltidets Hus, Ipark, Ullandhaug**

**Time: Thursday 10<sup>th</sup> November 2011 – 08:30 – 14:00**

Last changed: 3. Nov. 2011

Program		
Time	Activity	Comments
<b>Part One</b>	<b>Brazil opportunities</b>	
08:30 – 08:50	Registration	
08:40 – 08:50	The Stavanger Region and Rio de Janeiro – energy regions in dialogue <i>Mrs. Anna Aabø, Director IRIS, Brazilian Consul in Rogaland and Vest Agder</i>	OK
08:50 – 09:10	Brazil – Norway, relation building over many years <i>Paulo Guimaraes, Chargé d'Affaires, Acting Ambassador, Embassy of Brazil, Oslo</i>	OK
09:10 – 09:40	Opportunities in Brazil! <ul style="list-style-type: none"> <li>• Update on the Brazilian O &amp; G market</li> <li>• Local content requirements</li> </ul> <i>Mr. Erik Hannisdal, Partner, Inventure Management, Rio de Janeiro</i>	OK
09:40 – 10:00	Statoil in Brazil <ul style="list-style-type: none"> <li>• Update on the Statoil projects in Brazil</li> <li>• Local procurement strategy</li> </ul> <i>Ms. Veronica Rezende Coelho Fernandes, Procurement Manager for the Peregrino Project, Statoil Brazil</i>	OK

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10:00 – 10:20	Refreshments	
<b>Part two</b>	<b>Servicing the Brazilian Petroleum Market? What, where and when!</b>	
10:20 – 10:45	Drilling Technologies in Brazil <i>Mr. Ole Paulsen, Vice President Performance Technology Centre Aker MH AS, Stavanger</i>	OK
10:45 – 11:10	NOV in Brazil <i>Mr. Roy Dyrseth, Vice President Sales &amp; Marketing, Europe and Russia, NOV Kristiansand</i>	OK
11:10 – 11:35	FMC in Brazil <i>Mr. Finn Erik Skjelby, Global Supplier Contracting Manager, Supplier Contracting, FMC Kongsberg Subsea AS, Kongsberg</i>	OK
11:35 – 12:00	Solstad Offshore in Brazil <i>Mr. Geir Inge Haugeberg, Fleet Director, Solstad Shipping AS, Skudesneshavn</i>	OK
12:00 – 12:15	Refreshments	
<b>Part three</b>	<b>How to get there....</b>	
12:15 – 12:40	Overcoming the Brazil Entry challenges... Experiences and actions: INTSOK's Brazil Entry Program <i>Mr. Marcio Rigueti de Alencar, Partner Brasca Ltd. INTSOK Advisor BEP</i>	OK
12:40 – 13:05	Case study: Establishment of local representation – A Brazilian Adventure! <i>Mr. Erik Jølberg, Founder, TESS as</i>	OK
13:05 – 13:15	Regional Project Support into Brazil – a practical approach to sharing experiences and information <i>Mr. Åge Eikså, Director, Sub Sea North AS, Stavanger</i>	OK
13:15 – 13:25	The way forward Greater Stavanger Brazil 2012 Project <i>Mr. Jan Soppeland, Managing Director, Greater Stavanger</i>	OK
13:25 – 14:00	Lunch arrangement in open area A taste Brazil	
14:00	End of program	