

TANDBERG CUSTOMER PROFILE

OilCamp AS: Secure Oil Information Link



Video helps Hydro engineers in Bergen control offshore platform operations

- **CLIENT:** Owned by one of Norway's dominant telecommunication providers, OilCamp operates an IP extranet with connection hubs in Stavanger and Aberdeen for 163 petroleum producers and contractors in Norwegian, British and Danish waters
- **ACTION:** Worked with TANDBERG and the oil industry to secure and simplify video communication across the extranet using TANDBERG's Expressway solution for traversing firewalls and creating a universal dialing directory
- **RESULT:** Improved contact and collaboration among corporate allies in the offshore industry; enhanced precision and clarity within multidisciplinary project teams; enhanced subscription revenue for the extranet operator

CONVERGENCE IN THE NORTH SEA

Across the North Sea, each oil platform bears the logo of an oil company. But the oil companies are not alone out there. It takes dozens of technology and service companies to run a platform or subsea installation. Activities are choreographed to the minute and to the millimeter, often with millions of dollars riding on smooth execution.

Collaboration in the offshore oil and gas industry has intensified steadily. Multidisciplinary project teams now cut across corporate and national boundaries. Oil field developments are larger, more integrated and more automated than ever.

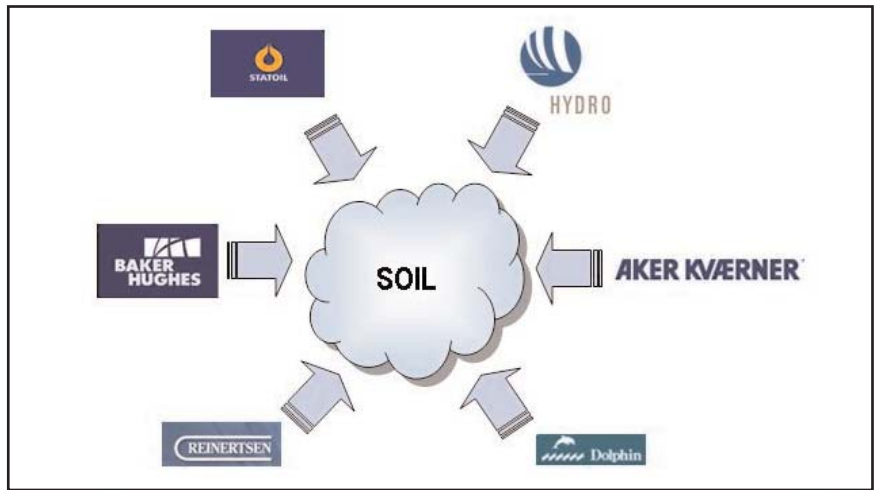
To keep up with the action, communication links between companies have had to evolve quickly. The Secure Oil Information Link has made this possible. Known by the acronym SOIL, this broadband extranet was founded in 1998 by a handful of oil companies to replace the complex dedicated communication lines between them. Today SOIL is run by OilCamp AS. With hubs in Stavanger and Aberdeen, SOIL now links 163 Norwegian, British and Danish companies by data, voice and video across secure fiber-optic cable, radio and satellite networks that reach far out to sea.

VIDEO VIA TANDBERG EXPRESSWAY

In cooperation with TANDBERG, OilCamp recently enhanced SOIL's video communication capabilities, overcoming security and quality concerns that participants had expressed about communicating by video over IP outside their own networks. With OilCamp's new SOIL Meeting service, the video experience is also greatly simplified. In addition to an intuitive user interface, there are common dialing plans and common address books for easy call routing. Additional services and capabilities will soon permit participants to incorporate 3G wireless networks as well as to stream video and integrate with Microsoft Live Communication Server.

SOIL's robust new video capacity relies on the TANDBERG Expressway solution for secure firewall traversal and network address translation. Positioned for optimal effect, TANDBERG Border Controller and Gatekeeper systems allow companies such as Statoil, Hydro, Aker Kværner, Baker Hughes, Dolphin and Reinertsen to hold high-bandwidth, multimedia video meetings across their corporate firewalls simply and

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The SOIL extranet securely links 163 companies in the North Sea and North Atlantic

without compromising security, reliability or quality. The companies can also use the Internet to connect with partners outside the SOIL forum and with employees working from home or remote offices. Gone in any case are the per-minute ISDN charges that used to make video meetings relatively expensive when crossing the corporate perimeter. OilCamp has a variety of pricing solutions to serve each customer's bandwidth needs and the number of video systems deployed.

"CUT COSTS AND WORK MORE EFFICIENTLY"

The Norwegian Petroleum Directorate, which seeks to reduce personnel and transport costs in Norwegian waters, has been a strong supporter of the expanding SOIL infrastructure. The directorate is also a SOIL participant, as is the Norwegian Oil Industry Association.

"The oil companies and contractors are doing everything they can to work more efficiently with their partners so as to improve quality and reduce costs," says Tom Rune Espedal, OilCamp's marketing director. "The ability to meet simply and securely by video increases their confidence in each other. It also increases the number of problems they can solve without having to send experts from city to city or platform to platform."

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TOM RUNE ESPEDAL, OILCAMP

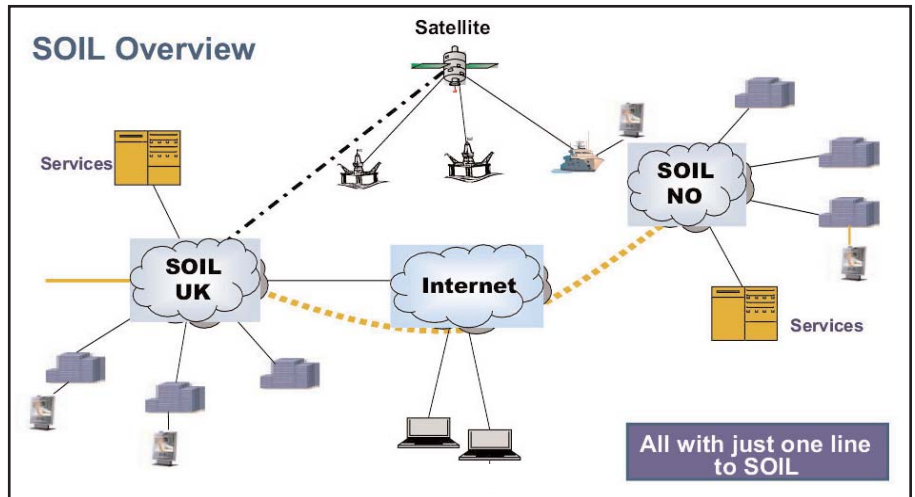
TANDBERG WORLD HEADQUARTERS
Philip Pedersens vei 22
1366 Lysaker, Norway
Tel: +47 67 125 125
Fax: +47 67 125 234
Video: +47 67 117 777
E-mail: tandberg@tandberg.net

200 Park Avenue, Suite 2005
New York, NY U.S.A. 10166
Tel: +1 212 692 6500
Tel: +1 800 538 2884 (toll free in the U.S.)
Fax: +1 212 692 6501
Video: +1 212 692 6535
E-mail: tandberg@tandbergusa.com
www.tandberg.net

DIALING UP GLOBAL EXPERTISE

Hydro and Statoil are among the offshore producers reducing manpower at sea by moving operations to high-tech facilities ashore. A recent company newsletter described a typical morning video meeting at Hydro's Brage Operations Center: "The distance between land and sea disappears as 11 pairs of eyes meet. On the screen, Friday's agenda is displayed in the form of real-time data and action lists."

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Connecting partners via two secure hubs and the Internet as a whole

MORE THAN MEETINGS

At one of Statoil's new onshore support centers, engineers control operations in four offshore fields. The personnel at sea and ashore often maintain an open visual channel from morning to night on their TANDBERG systems. With SOIL's expanded capacity, they can also bring far-flung specialists from other companies into the video discussion.

"We're not just talking about meetings anymore," says TANDBERG's Jørn Mikalsen. "Video communication has become integrated into offshore work routines."

North Sea platform workers often carry handheld cameras to show experts ashore how platform systems are performing, thus adding a real-world view to the sensory data already transmitted. It is rarer now for companies to dispatch contract engineers by helicopter to solve relatively minor problems.

"INVISIBLE TO USERS"

SOIL member companies have found that the TANDBERG Expressway's unique firewall traversal solution is simple to deploy and provides secure pathways through any firewall with no feature loss. Even home offices can become part of the universal dialing plan by plugging a TANDBERG MXP endpoint into a DSL or cable modem. For users, there are no additional skills to master. In fact, to place or receive a video call, workers don't even have to know that SOIL exists.

"It's invisible to users," Mr. Espedal says. "All they have to do is their job."

ABOUT TANDBERG

TANDBERG is a leading global provider of visual communication products and services. The Company has dual headquarters in New York and Norway. TANDBERG designs, develops and markets systems and software for video, voice and data. The Company provides sales, support and value-added services in more than 90 countries worldwide. TANDBERG trades publicly on the Oslo Stock Exchange under the ticker TAA.OL. Please visit www.tandberg.net for more information.

ABOUT OILCAMP

OilCamp helps the oil and gas industry collaborate. Its unique and secure network service, called SOIL, has an unrivaled reputation for quality, innovation and expertise. Since Oil Camp's formation in 2001, the company has gained a deep understanding of its customers' network communication needs, including reliability, security and speed. OilCamp works continually with its customers to maximize their business opportunities, improve operational efficiency and reduce costs.

TANDBERG WORLD HEADQUARTERS
Philip Pedersens vei 22
1366 Lysaker, Norway
Tel: +47 67 125 125
Fax: +47 67 125 234
Video: +47 67 117 777
E-mail: tandberg@tandberg.net

200 Park Avenue, Suite 2005
New York, NY U.S.A. 10166
Tel: +1 212 692 6500
Tel: +1 800 538 2884 (toll free in the U.S.)
Fax: +1 212 692 6501
Video: +1 212 692 6535
E-mail: tandberg@tandbergusa.com

www.tandberg.net