



Faroe Tele preparing for exciting oil industry future

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A Faroe heavyweight attending Offshore Europe 2013 in Aberdeen last week was Faroe Tele. They are continuing to develop its services to the international oil industry operating west of Shetland and in the North Sea.

-“We also use the exhibition to meet our contacts and clients working west of Shetland and are always on the lookout for new clients”, says an optimistic Mr Páll Vesturbú, who together with two colleagues represented Faroe Tele at Offshore Europe 2013.

Faroe Tele has something to offer the oil companies operating west of Shetland and in the North Sea, which others cannot, e.g. hi-speed optic-fibre telecommunications

connections. This is possible through the two Faroe Tele cables Shefa-2 and Cantat. Up to now all has gone according to plan and two oil companies, BP and Total, have bought telecommunications services from this Faroe supplier. Also two companies in the Danish sector of the North Sea, Mærsk and Hess, have bought services from Faroe Tele. The experiences gained to date are good enough to merit more new clients and all is looking very promising for the future.

At Offshore Europe, one of the topics was how the oil companies operating west of Shetland and the North Sea could become more competitive, and this is where Faroe Tele could enter the picture. By acquiring hi-speed optic-fibre telecommunications from Faroe Tele, the companies stand to save large amounts of money and time. Instead of dispatching specialists onboard the platforms, these are able to conduct their work ashore, as all the data is sent through the Shefa-2 optic fibre cable ashore to them. In addition is the social aspect, whereby the platform crew have a hi-speed internet connection, improving the quality of life while they are onboard the platform.

Mr Vesturbú says they have held several good meetings in Aberdeen with several of the companies operating west of Shetland and talks are now with Chevron, which seem set to develop the Rosebank discovery. There seems to be a good opportunity to link up with this oilfield, when it begins producing, hopefully in 2017.

Faroe Tele is also working to link up a new BP well, the Clair Ridge and talks are on-going with the company to tie in the FPSO vessel on the Scheihallion oilfield, to the Shefa-2 cable.

Further afield, Faroe Tele is eyeing the two oilfields by the UK/Faroe border, Cambo and Tornado. These will no doubt be subject to a development in the quite near future.

So they are very busy at Faroe Tele.

Mr Vesturbú confirms that there were some problems with the Shefa-2 cable recently, but these did not affect the oil companies data transmissions too much and they had no negative comments regarding the cable break.

Mr Vesturbú points out it is very important to inform the oil companies immediately about any irregularities and restore service as soon as possible, as was the case in this instance.

It is now some years ago since Faroe Tele took the leap into the international oil industry. It was regarded as a huge step when they managed to sign a contract with one of the world's largest pioneering oil companies BP. This preliminary cooperation is now benefiting Faroe Tele and it is now much easier to acquire the correct connections and hopefully contracts in the end.

The Danish connection

After having signed contracts with two of the oil companies operating in the Danish sector of the North Sea, Mærsk and Hess, Faroe Tele is now looking at their options to

strengthen their foothold, by participating at the conference in Copenhagen, organised by the Danish company; Olje og Gas Danmark.

The conference will be attended by some 350 delegates representing all sectors of the Danish oil industry. Talks will be held by prominent politicians and people from the industry, among others Mr Martin Lidegaard the Danish Cabinet Minister for Energy and Climate.

Mr Vesturbú says this conference is very important to assess what will happen in this market in the future, as another bidding round is nigh.

-“At the moment we are delivering a service to Mærsk and Hess and such a conference presents us with a golden opportunity to meet other operators in the North Sea”.

Through this comment he is most likely referring to Dong, which operates several platforms in North Sea.

They have the option to tie into the Cantat cable.

Apart from Faroe Tele, the reasonably new offshore shipping company Krúnborg Offshore participated at this conference and oljan.fo will monitor events at this conference