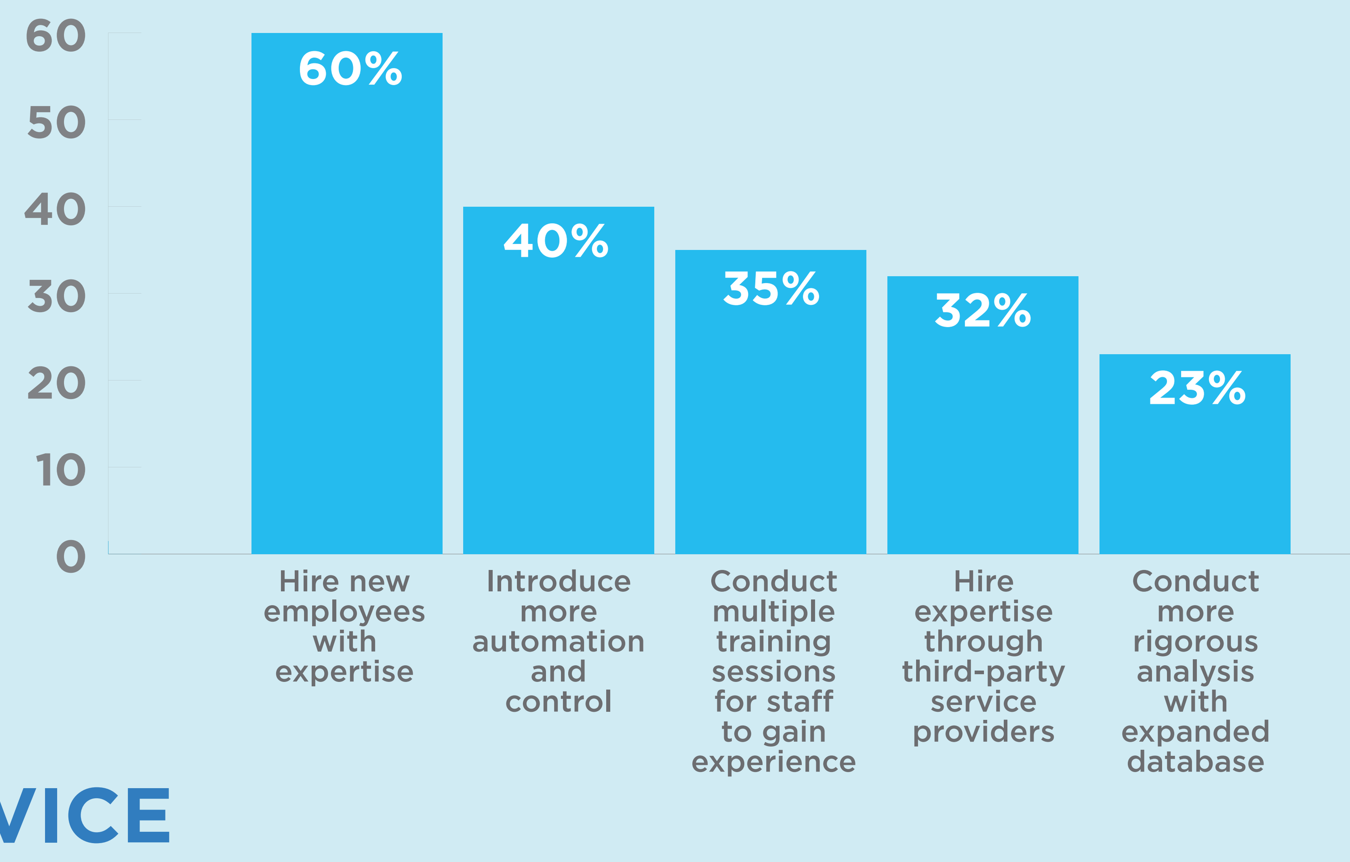
The correlation between Asset Owners, Service Providers and Asset Data for POWER and O&G

ASSET OWNER DATA

	ASSET EXPERT RETIREMENT in the past 5 years (N=57)	ASSET EXPERT RETIREMENT in the next 5 years (N=57)
AT 26-50% OF O&G COMPANIES	19%	23%
AT 26-50% OF POWER COMPANIES	23%	31%
AT 26-50% OF ALL COMPANIES	21%	26%

ADDRESSING RETIRING EXPERTS

ALL COMPANIES (N=65)



ROLE OF SERVICE PROVIDERS

In Asset Performance (N=50)

	IMPORTANT ROLE	EXTREMELY IMPORTANT ROLE
O&G COMPANIES	31%	10%
POWER COMPANIES	10%	5%
ALL COMPANIES	22%	8%

In Operations & Maintenance (N=50)

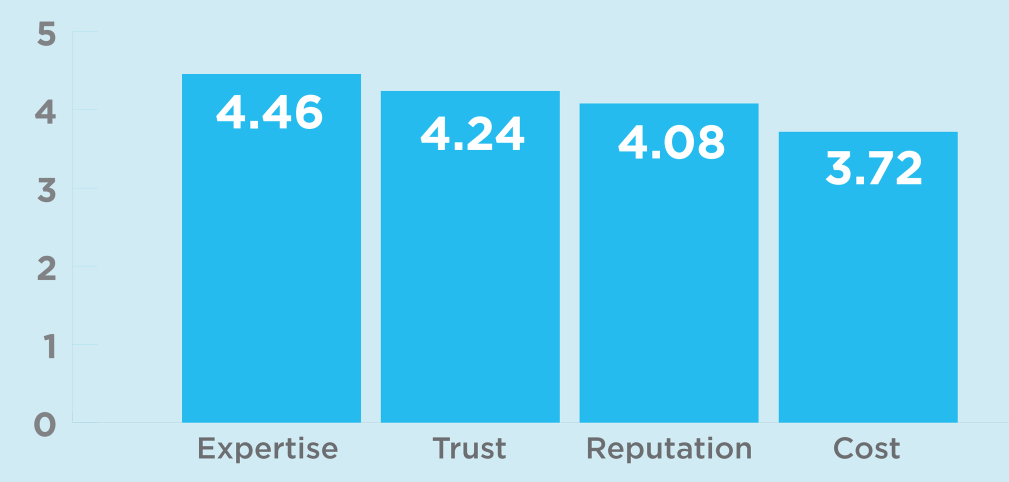
	IMPORTANT ROLE	EXTREMELY IMPORTANT ROLE
O&G COMPANIES	38%	24%
POWER COMPANIES	14%	10%
ALL COMPANIES	28%	18%

In Lifecycle Management (N=49)

	IMPORTANT ROLE	EXTREMELY IMPORTANT ROLE
O&G COMPANIES	32%	14%
POWER COMPANIES	10%	0%
ALL COMPANIES	22%	8%

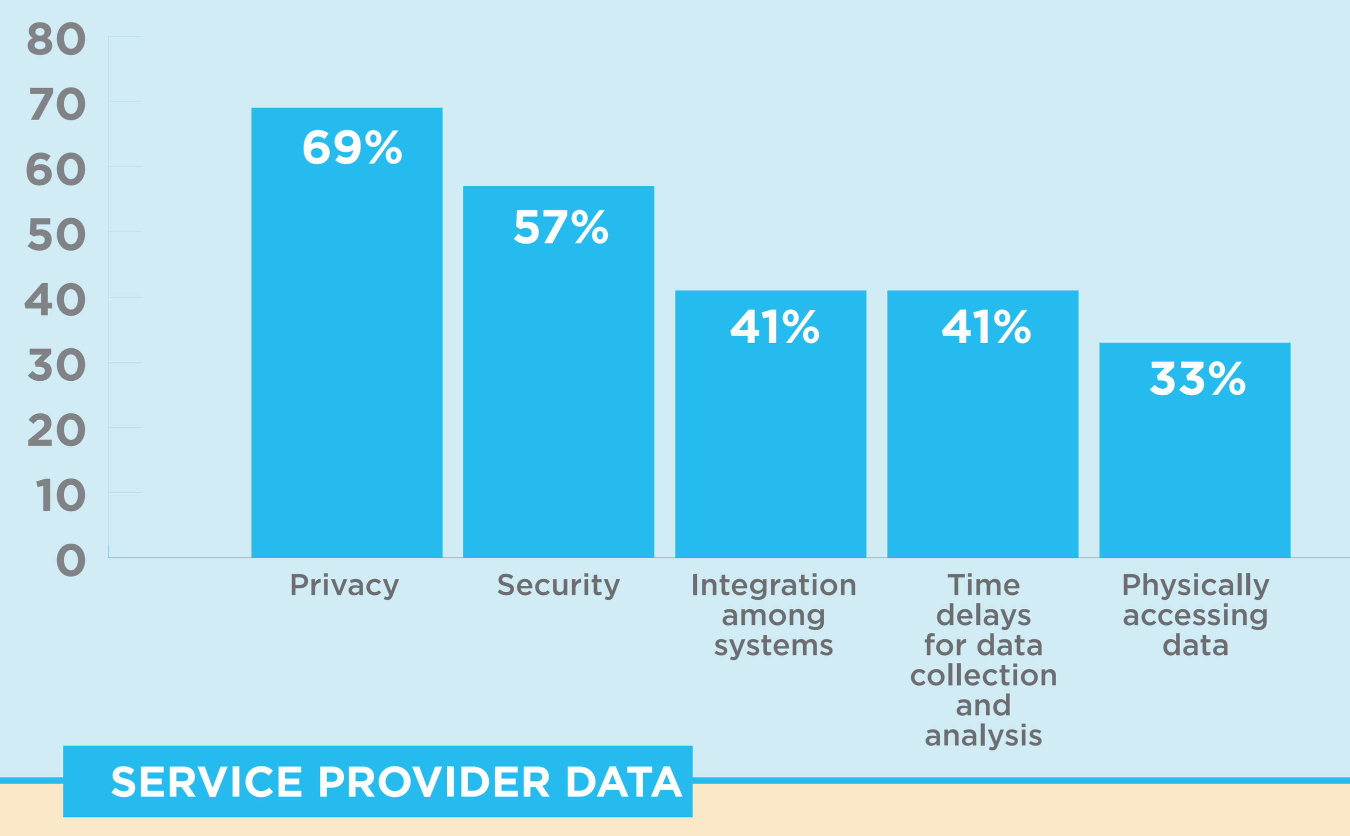
FACTORS WHEN CHOOSING A SERVICE PROVIDER (1=NO ROLE, 5=EXTREMELY IMPORTANT ROLE)

ALL COMPANIES (N=51)



CHALLENGES PROVIDING DATA TO SERVICE PROVIDERS

ALL COMPANIES (N=51)



SERVICE PROVIDER DATA

ROLE OF SHARING/ANALYZING ASSET DATA WITH CUSTOMERS (N=66)

	IMPORTANT ROLE	EXTREMELY IMPORTANT ROLE
O&G COMPANIES	23%	9%
POWER COMPANIES	32%	6%
ALL COMPANIES	27%	8%

IMPORTANCE OF SHARING/ANALYZING ASSET DATA IN THE NEXT FIVE YEARS (N=66)

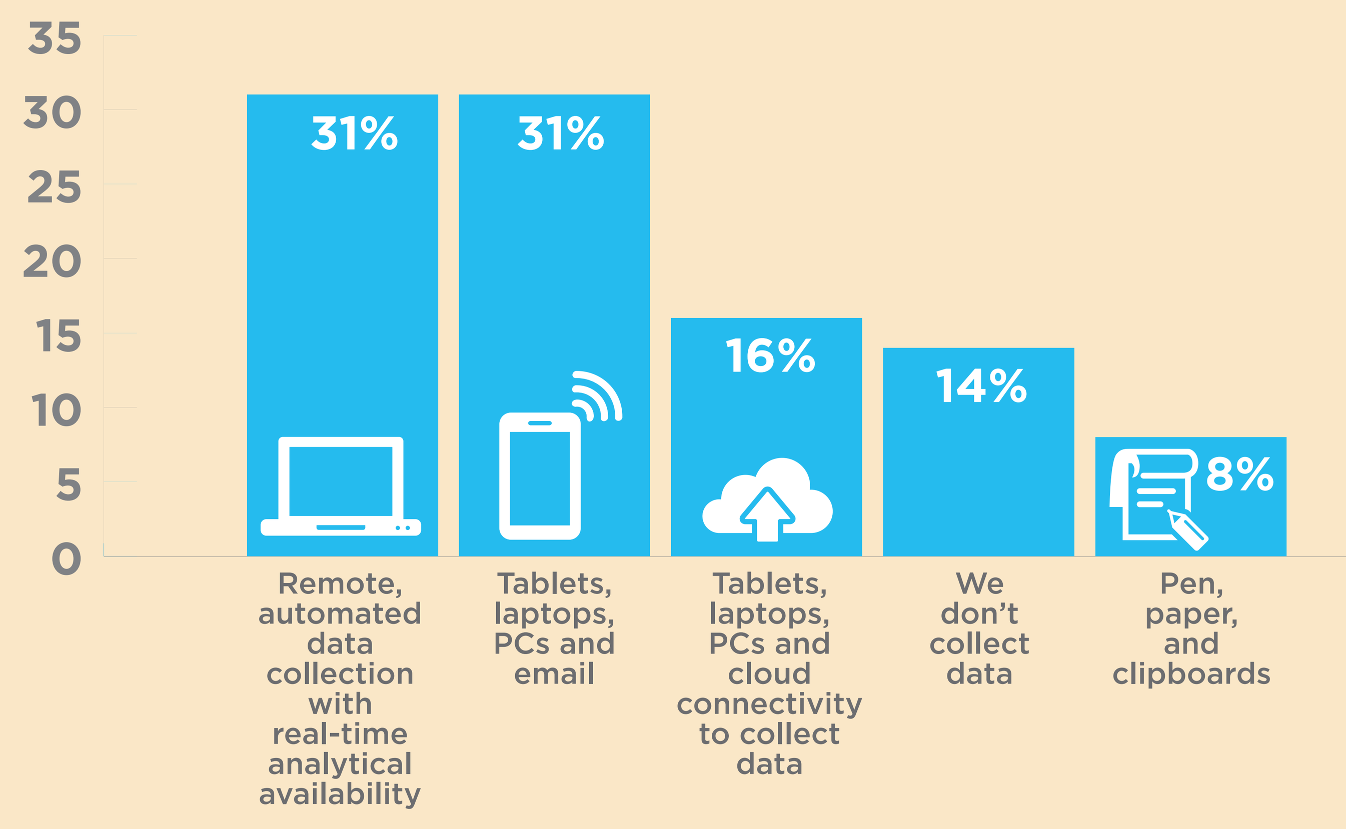
	STAY SAME	WILL CHANGE
O&G COMPANIES	29%	71%
POWER COMPANIES	38%	63%
ALL COMPANIES	33%	67%

PERCENT OF CUSTOMERS ALREADY SHARING ASSET DATA WITH SERVICE PROVIDERS (N=65)

	51 - 75%	MORE THAN 75%
O&G COMPANIES	13%	9%
POWER COMPANIES	13%	6%
ALL COMPANIES	12%	8%

HOW ASSET DATA IS CURRENTLY COLLECTED BY SERVICE PROVIDERS

ALL COMPANIES (N=64)



BIGGEST HURDLE FACING SERVICE PROVIDERS WITH DELIVERING BETTER DATA CONNECTIVITY

(N=56)

O&G COMPANIES
- 41% Obtaining/retaining personnel with expertise
- 28% Protecting intellectual property

POWER COMPANIES
- 48% Upfront capital investment
- 26% Obtaining/retaining personnel with expertise

ALL COMPANIES
- 36% Upfront capital investment
- 34% Obtaining/retaining personnel with expertise

Asset owners in the energy industry rely more and more on outsourced expertise to manage asset health, process optimization and quality control. There is a lot of excitement around the opportunities to share asset data among these service providers and asset owners in power and oil & gas, but what is really happening in the energy industry? We talked with 136 companies to find out.

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