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FALCON GLOBAL  
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Your Ref: FGL-L-3175

Attention Alan Mills, Managing Director

Dear Alan

I would like to take this opportunity to provide a written endorsement of your companies **Masterclass Foundation Course in Systems Completion and CSU with API RP IFSC.**

I have used your course on two separate occasions with two companies, and for two very different projects, but with the intention of achieving the same result.

I have been on the delivery side of several major greenfield mega-projects, and the operations manager for a North Sea producing asset brownfield expansion project, and the one thing that has been a consistent factor in the success of these projects is the commissioning and start-up.

There is a great misnomer in the project world that because commissioning is at the end, it has no relevance in the early stages of the project, and can be dealt with "Mañana" which is where the problem lies.

On the Stones project for the Turritella FPSO in the Gulf of Mexico I wanted to get the importance of CSU across to the management team of both the owner (Shell) and the EPIC contractor (SBM), and also the project and operations operatives from both teams so that they got an understanding of the principles of commissioning, the importance of the early implementation of it, and the need to make it become part of the design, construction, and operations readiness DNA of the project.

The Falcon Global Masterclass Foundation Course in Systems Completion and CSU provided that. There was nothing else in the market like it, and certainly not with the level of quality and detail that their course delivered.

Falcon Global were able to take their standard course and tailor it to meet the specific needs of the project, and use the terminology and documentation references to Shell standards and processes which add significant weight to the course as it wasn't seen as a "generic" course, but a bespoke product especially for the team. This went a long way in opening the minds of the teams to receiving and absorbing the material.

The result was a resounding success with all disciplines of the project taking the importance of CSU into their design, construction, manpower planning, vendor selection, and execution management.

The net result was a unified view of the importance of getting the construction and mechanical completion done right first time, the handover and systematic planning of the system and sub system pre-commissioning and readiness for live commissioning on site.



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I truly believe that the Stones project would not have been the resounding success it was were it not for the seeds that were so successfully planted by the course in the define phase of the project.

With regards to its relevance to brownfield expansions, and even shutdown/turnaround projects on producing assets, the FPF-1 facility in the central North Sea was where I wanted to inject the principles and understanding of the commissioning process to predominantly production operations biased teams, both onshore and offshore, (including management) that had very little project experience.

The rationale behind this was to ensure that the operations team understood what the project team was trying to deliver and why.

The course was very well received by all, and was pivotal in the integration of the teams, the co-ordination of the planning and manpower, and the execution of the project with minimal disruption to production uptime, and project execution efficiency.

Once again, the ability for the Falcon Global course to be tailored for PETROFAC was fundamental in the way in which it was received.

I am a true believer in the importance of Operations Readiness and Assurance processes, which includes the commissioning and start up readiness, as well as project-to asset handover.

I am a great believer in educating the teams that will do the work in the principles and further more with the tools to allow them to efficiently execute the scope of work.

The **Masterclass Foundation Course in Systems Completion and CSU** provided this in both circumstances, and from a business perspective was fantastic value for money. The capital outlay for the training was dwarfed by the value created from improved schedule delivery, improved start-up times, and reduced downtime due to historical teething problems being minimised.

Yours Sincerely

A handwritten signature in blue ink, appearing to read "Simon Warren", with a long horizontal flourish extending to the right.

Simon Warren  
Managing Director