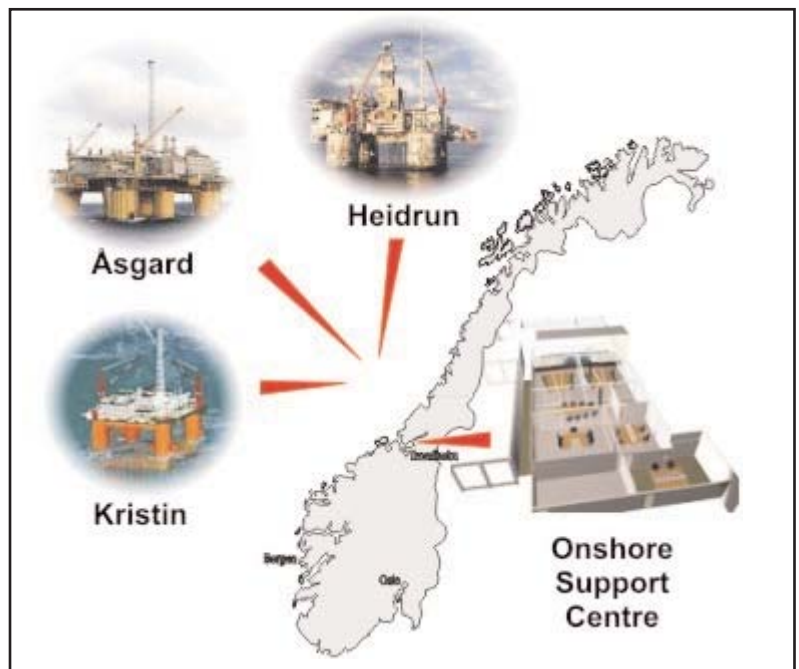


TANDBERG CUSTOMER PROFILE

Statoil ASA
Norway



This global oil company uses video to streamline offshore platform operations

- **CLIENT:** A major oil and gas company with exploration and production operations in 28 countries and total production of 1.1 million barrels per day
- **ACTION:** Installed 6 TANDBERG 6000 videoconferencing units at its new Onshore Support Centre and 3 TANDBERG 6000 units on platforms offshore
- **RESULT:** Expanded collaboration, faster decision-making and lower costs related to offshore drilling tactics and troubleshooting in three oil and gas fields

“ We have just scratched the surface in discovering the potential of videoconferencing for our operations. ”

SVEIN OMDAL, STATOIL

VIDEO HELPS BOOST OIL PRODUCTION

The Norwegian oil and gas company Statoil is on a mission to cut expenses and streamline operations at home even as it expands activities around the world. That's why Statoil has integrated the operations of several major production platforms in the Norwegian Sea and built a single, advanced support centre for them on the rocky Norwegian coast.

This new Onshore Support Centre, at Stjørdal near Trondheim, is a real-time data monitoring and videoconferencing hub. In addition to banks of computers and a virtual-reality reservoir simulator called the "Visionarium," the centre is chock full of TANDBERG videoconferencing equipment. Six elite TANDBERG 6000 systems are in use, and there are plans to add four more.

"Simply put, we wanted to build a centre that would allow us to make better decisions faster," says Statoil employee Svein Omdal. "We wanted a good-quality, robust and flexible solution."

Statoil's new high-bandwidth videoconferencing systems let shore-based engineers consult both with platform personnel -- who are similarly equipped -- and with problem-solving experts elsewhere in the world who might otherwise have to fly to Trondheim and helicopter out to the installations in person.

OIL FUTURE

Statoil is a global enterprise with 19,000 employees and operations in 28 countries, and is one of the world's largest net sellers of crude oil. Despite its growing international footprint, most of Statoil's revenues continue to come from producing oil and gas on the Norwegian continental shelf, where it operates numerous offshore fields. Three of those fields -- named Heidrun, Kristin and Åsgard -- are now linked by fiber-optic cables that reach as far as 300 km to the new Onshore Support Centre.

Since that facility opened in December 2003, engineers, geologists and others have been able to monitor real-time changes in temperature, pressure and other conditions at the tip of a drill string far below the sea floor in the middle of the Norwegian Sea. The sensor data is used to determine where to drill next. According to Omdal, such real-time data transfer in conjunction with expanded video collaboration will have considerable impact on Statoil's long-term revenue.

TANDBERG CUSTOMER PROFILE

FASTER DECISIONS, QUICKER FIXES

Before it built the complex operations centre, Statoil had been searching for ways to integrate operations related to production, drilling, well service, reservoir geology, platform maintenance and logistics. Statoil knew that it needed to improve communication between its installations ashore and those at sea. But that wasn't enough. Much of Statoil's supplier workforce is stationed outside of Norway. When a problem arises on a Norwegian platform, some of the expertise required to fix it might be located in Houston, where many of Statoil's partners are represented. Unfortunately, in the time it takes to fly an engineer from Houston to Norway and then out to the platform, expenses may spiral upward.

Not surprisingly, videoconferencing emerged as a key part of the solution. Statoil hopes it will help cut platform "down time" dramatically.

"Whereas before the Houston-based engineer would have had to travel to the site of the problem to diagnose or fix it, now we can communicate with him using videoconferencing -- and that is often enough," Mr. Omdal explains. "Using cameras, he can get a visual of the problem and provide a diagnosis from thousands of miles away."



Statoil uses the TANDBERG 6000

"EASIER THAN EVER BEFORE"

Videoconferencing has grown to become an integral part of operations at Stjørdal. According to Omdal, feedback from the users has been positive.

"It is now much easier than ever before to get in touch with and get support from land-based personnel," he says. "Through the operations centre and by using videoconferencing, we have access to a much greater range of resources."

The resources he refers to include drilling engineers, geologists, geophysicists, reservoir engineers and logistics personnel, as well as other shore-side experts whose services are periodically needed to ensure the platforms and rigs run according to plan. Since the opening of the centre, the daily meetings between the platform personnel and the operations team onshore have been carried out through videoconferencing.

"Being able to actually see one another -- to see reactions to comments and ideas -- really makes a difference in the quality of our daily communication," says Mr. Omdal.

Videoconferences at the new operations centre typically last 3.5 hours a day, but sometimes they stretch from morning to night.

"We have just scratched the surface in discovering the potential of videoconferencing for our operations," Mr. Omdal says. "Usage will surely continue to rise."

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.



Statoil's Onshore Support Centre design

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