



Enhanced Recovery

Adding Value to Your Bottom Line
Through Your Technicians

(1)

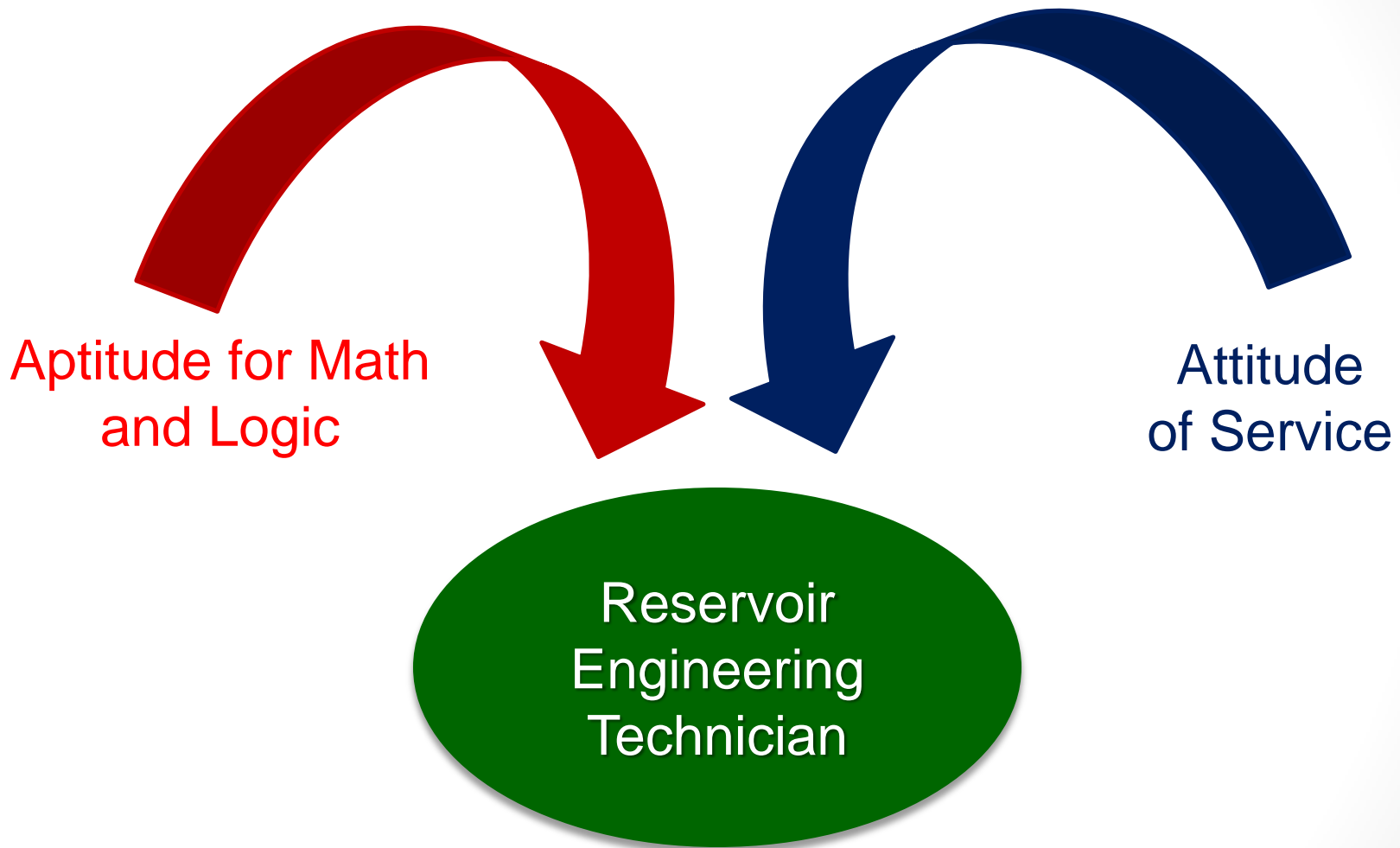


Mission Statement

- QED Energy Associates is committed to providing the best engineering and geoscience technician training in the petroleum upstream industry.
- QED Energy Associates encourages technicians to:
 - Be proactive,
 - Think critically,
 - Persevere and find solutions to complex problems,
 - Increase efficiency,
 - Document training and work,
 - Have an attitude of service,
 - Interface with your team to add value to your organization.

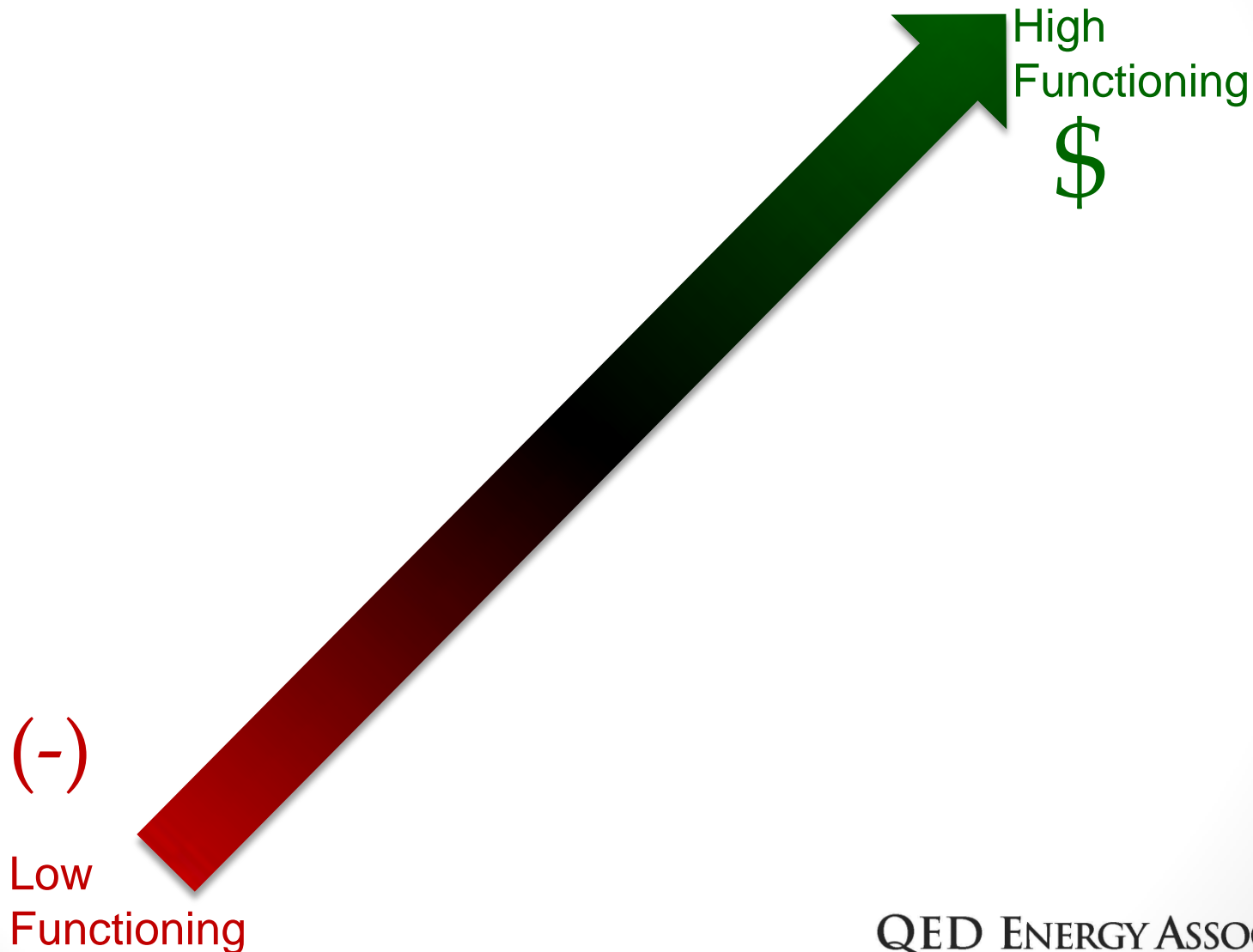


Our Core Beliefs

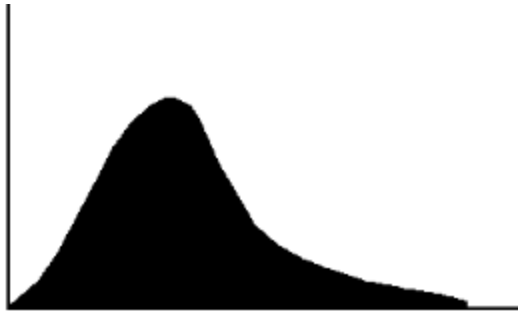




Functional Level Continuum



Types of Distributions



Log Normal



Triangular



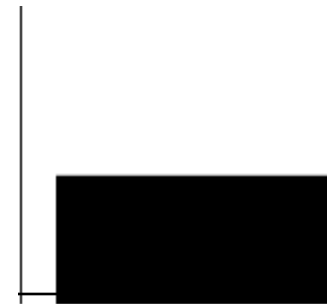
Normal



Exponential



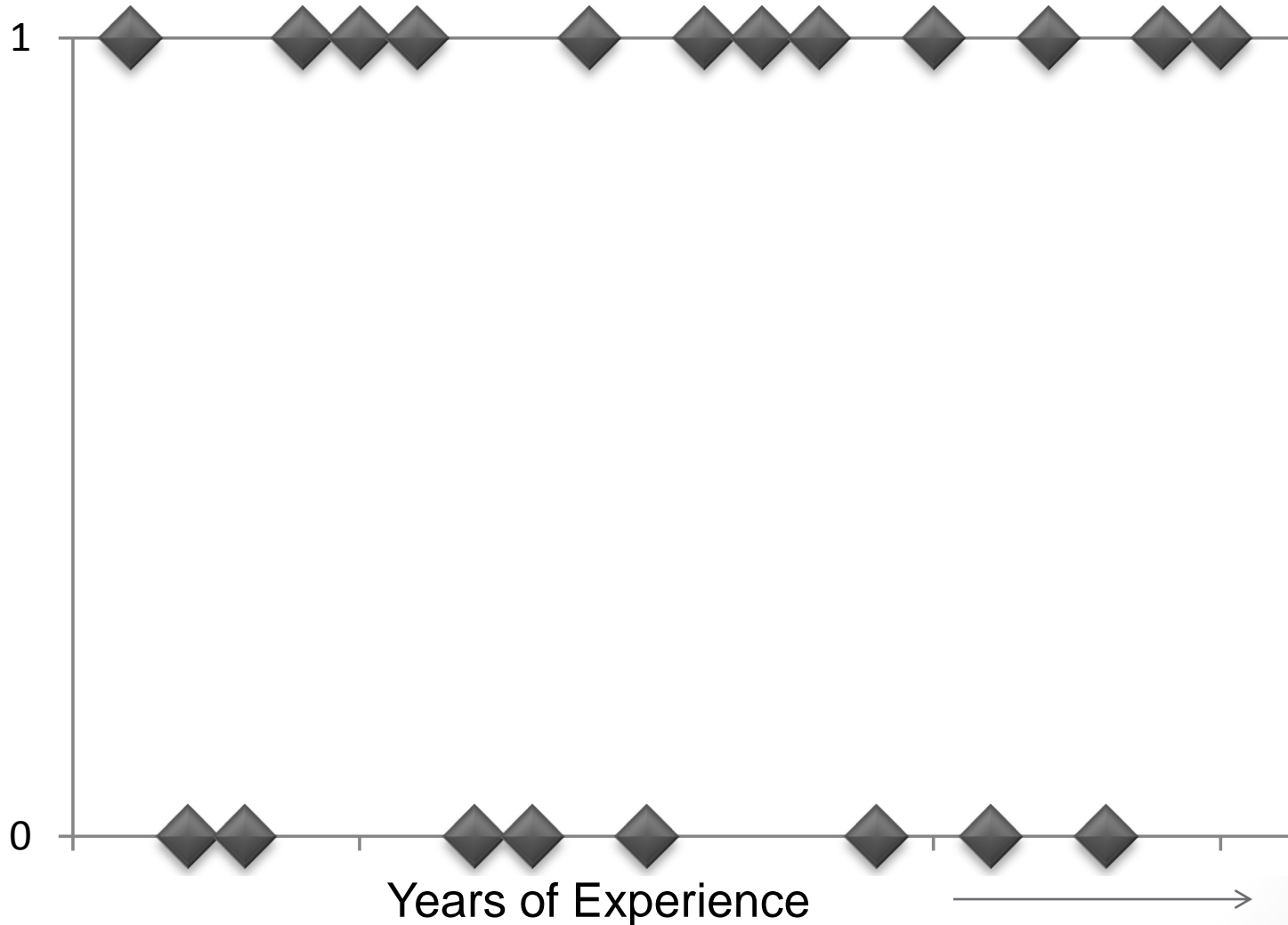
Beta



Uniform



Distribution of Technicians



Distribution of Technicians

LOWEST FUNCTIONING TECHNICIANS



They may say things like...

- *That is not in my job description.*
- *I don't know how to...*
- *That will take for-e-ver!*
- *You want what?!*
- *What safe copy?*



Distribution of Technicians

HIGHEST FUNCTIONING TECHNICIANS



They may say things like...

- *Not a problem*
- *Right away*
- *I can do that*
- *Can I make that file?*
- *I will call QED and find out*

Distribution of Technicians

1



THESE ARE THE PEOPLE THAT CAN BE
THE SOURCE OF TREMENDOUS VALUE
CREATION ON YOUR TEAM

WHY?

CONVERSELY THESE ARE THE PEOPLE THAT
CAN DETRACT VALUE FROM THE TEAM

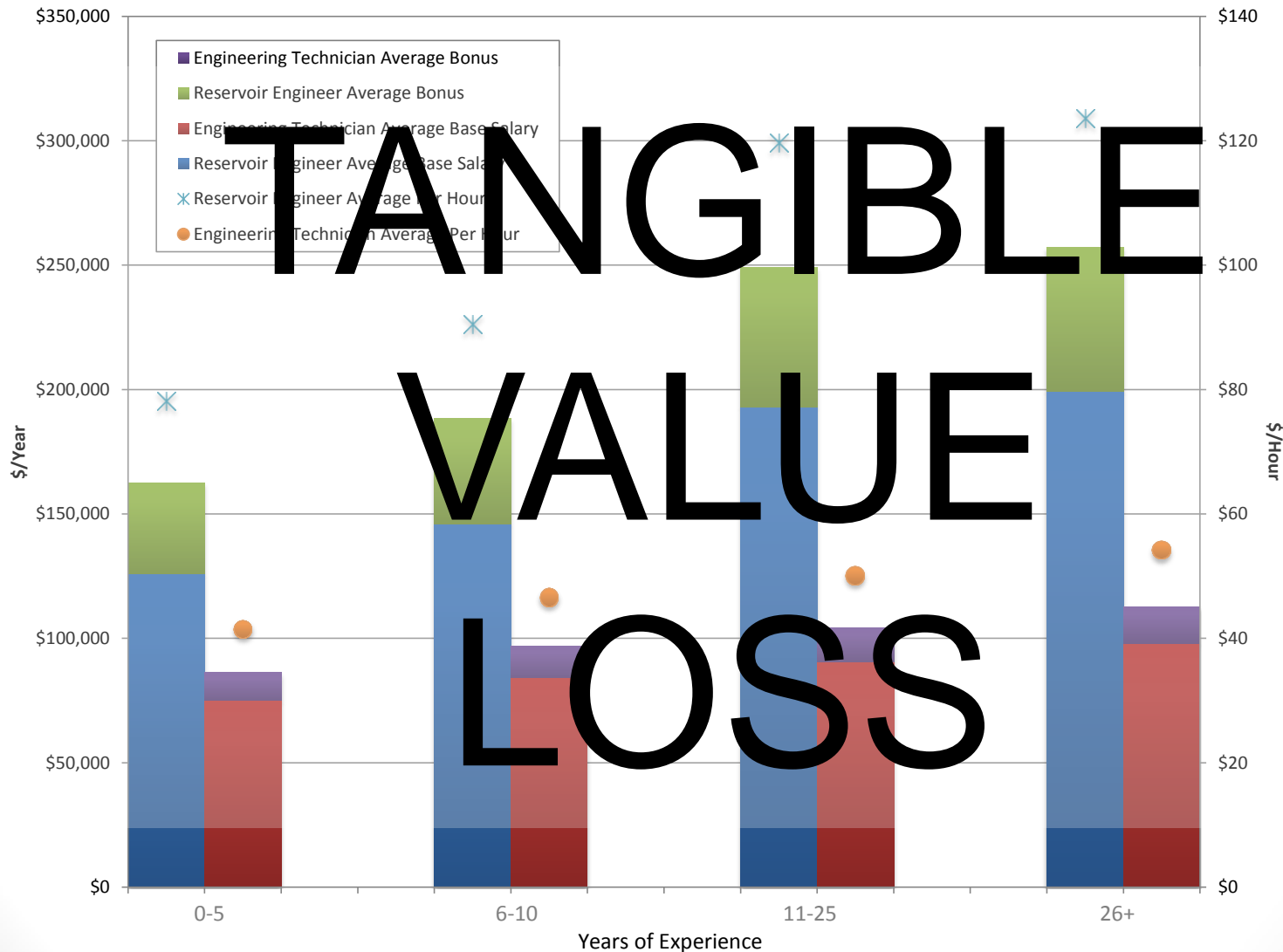
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Years of Experience



Engineers Doing Tech Work?





Engineer or Eng Tech?

File View Window Help

Selection Summary Details Graphs Reserve Reports Economics

Operator: [] Include/Exclude [In ▼]

Lease/Well: [] Include/Exclude [In ▼]

State/Country: [] [In ▼] Include/Exclude [In ▼]

District: [] Include/Exclude [In ▼]

Field: [] Include/Exclude [In ▼]

Reservoir: COTTON Include/Exclude [In ▼]

County: [] Include/Exclude [In ▼]

Status: [] Include/Exclude [In ▼]

Abs/Sur/Blk: [In ▼] [In ▼] [In ▼]

Sec/SSur/Scr: [In ▼] [In ▼] [In ▼]

Daily Liq: [] [] Liq Gravity: [] [] First Prod: [] []

Daily Gas: [] [] Gas Gravity: [] [] Last Prod: [] []

Cum Liq: [] [] Depth: [] [] Comp. Date: [] []

Cum Gas: [] [] Wtr Depth: [] [] Months Prod: [] []

Peak Liq: [] [] Upper Perf: [] [] Max Active Wells: [] []

Peak Gas: [] [] Lower Perf: [] []

Peak Liq Daily: [] [] Peak BOE: [] []

Peak Gas Daily: [] [] Peak MMCFGE: [] []

Lease No: [] Include/Exclude [In ▼]

Well No: [] Include/Exclude [In ▼]

Well Type: [] Include/Exclude [In ▼]

API No: [] Include/Exclude [In ▼]

Entity ID: [] Include/Exclude [In ▼]

Other No: [] Include/Exclude [In ▼]

Gas Gath: [] Include/Exclude [In ▼]

Liq Gath: [] Include/Exclude [In ▼]

Drill Type: [] Include/Exclude [In ▼]

Basin: [] Include/Exclude [In ▼]

OCS Area: [] Include/Exclude [In ▼]

PGC Area: [] Include/Exclude [In ▼]

Twp-Rng/Sec: [] [] Include/Exclude [In ▼]

Advanced Twp-Rng-Sec Search...

Latitude: [] []

Longitude: [] []

Available Reservoirs

COTTON	6
COTTON GROVE	2
COTTON GROVE, CHESTER, OSWEGO	1
COTTON VAL DAVI	1
COTTON VALL RA	1
COTTON VALL E	4
COTTON VALLEY	13288
COTTON VALLEY "	5
COTTON VALLEY & HOSSTON	2
COTTON VALLEY & LOWER HOSSTON GAS POOL	1

Selections Map

Properties Selected: []

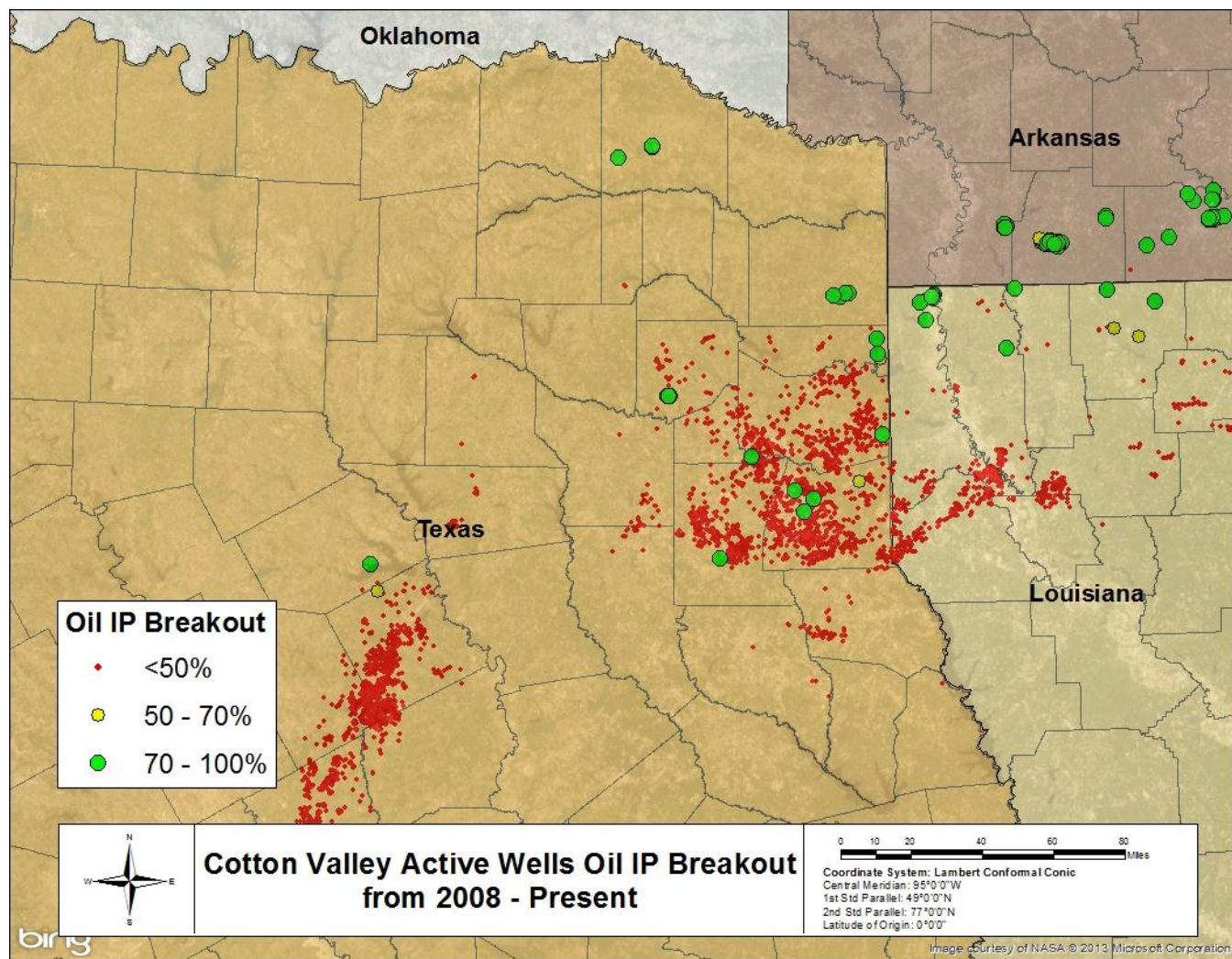
Clear Selections

Clear All

Pulling Production Data

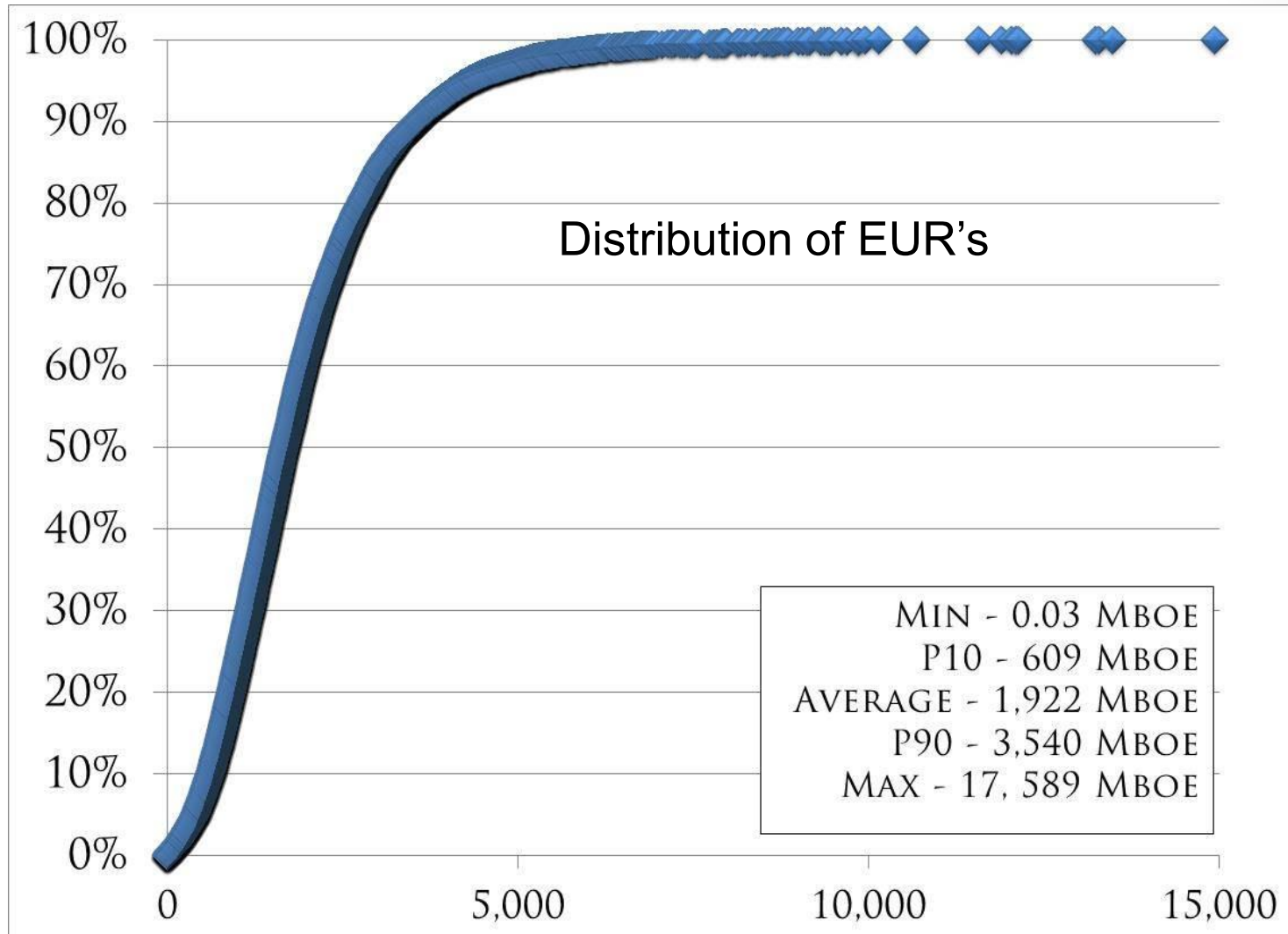
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Engineer or Eng Tech?



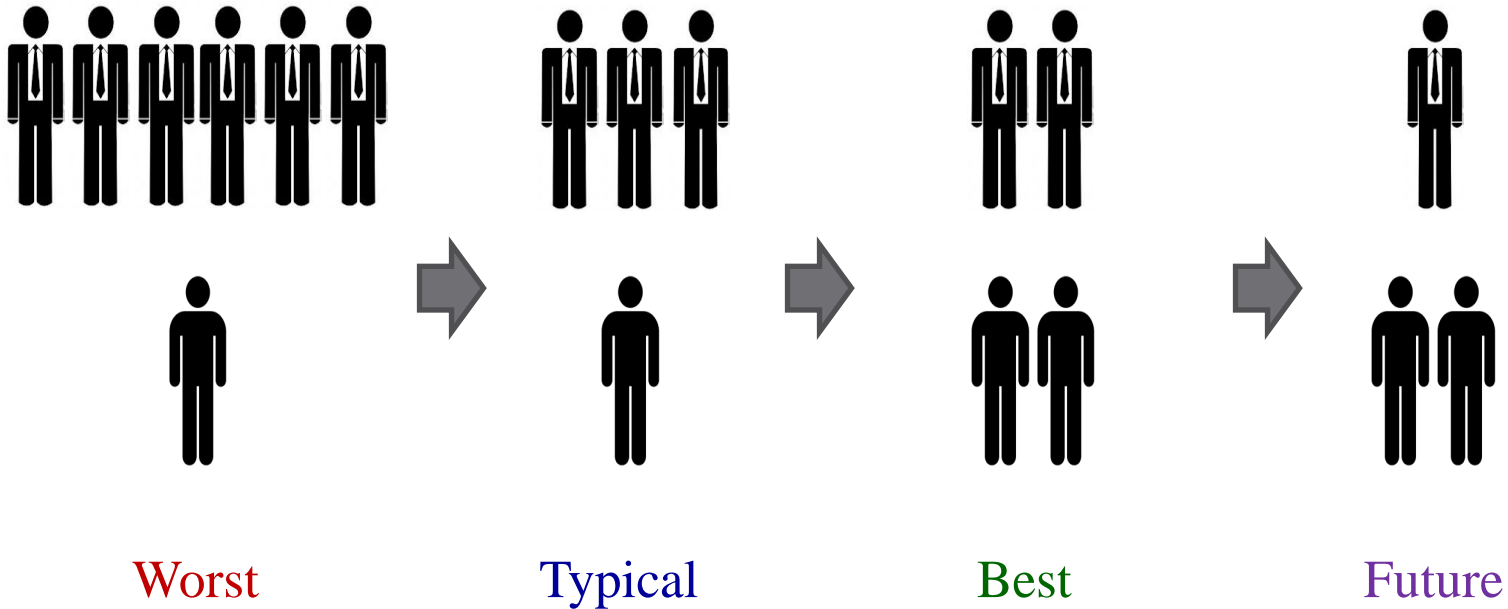


Engineer or Eng Tech?

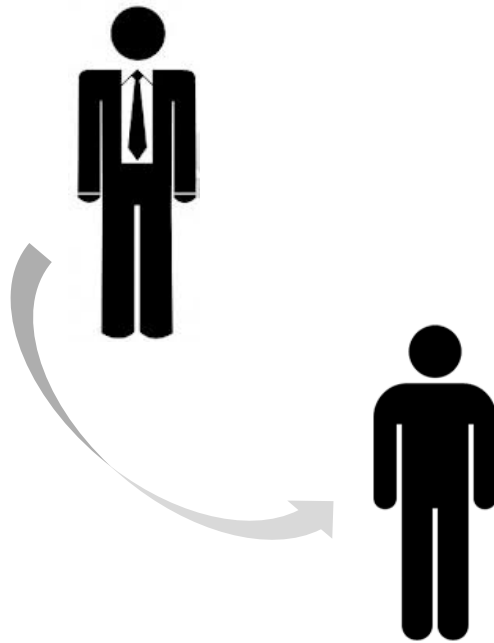




Organizational Study



Trusting Techs to do the Work



How do we get the work
of the technician
out of the hands of the
engineer and back where
it belongs?

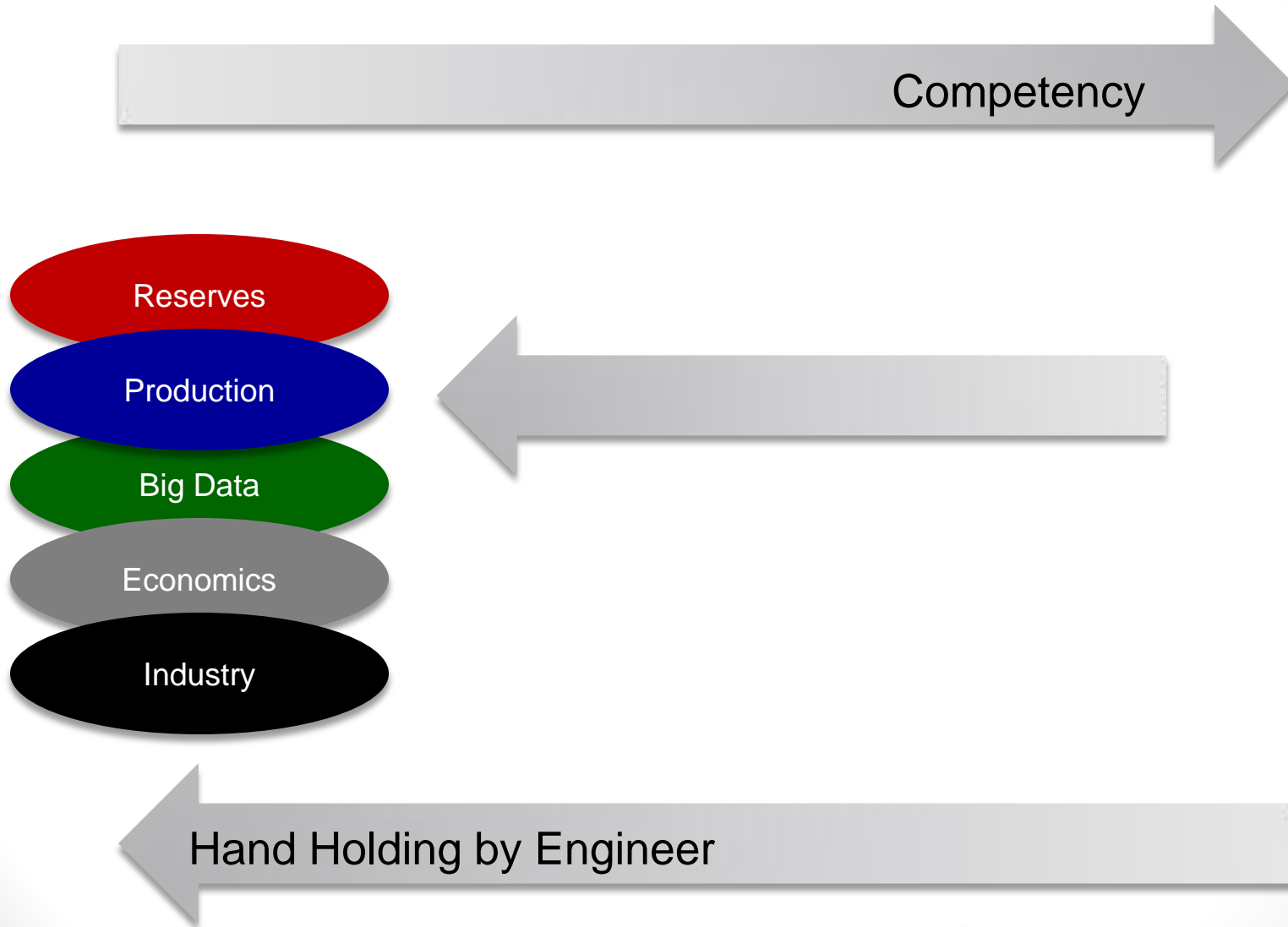


How Do We Reclaim Value?

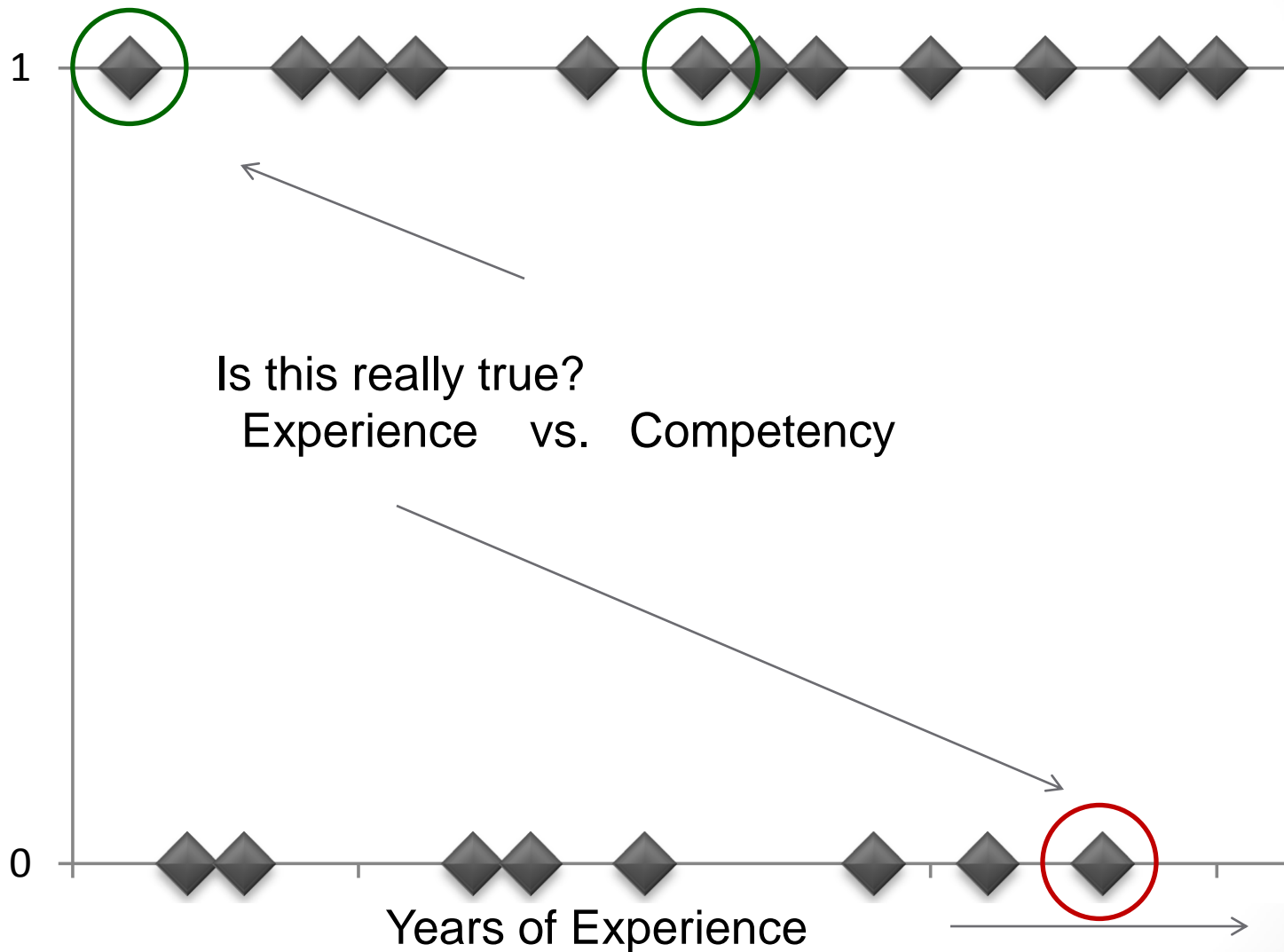
- Utilize Technicians to perform your Technician duties!
 - Don't trust them? Train them!
 - Don't have time to train them? Send them to QED!
- Make smart investments in your technicians
 - Target training for the duties they perform
 - Send them to applicable conferences
- Trim the untrainable and unwilling to learn
- Recognize and Reward the Superstars
 - Provide a career progression for the overachievers by increasing their responsibilities
 - Empower those that go beyond the role to help the team



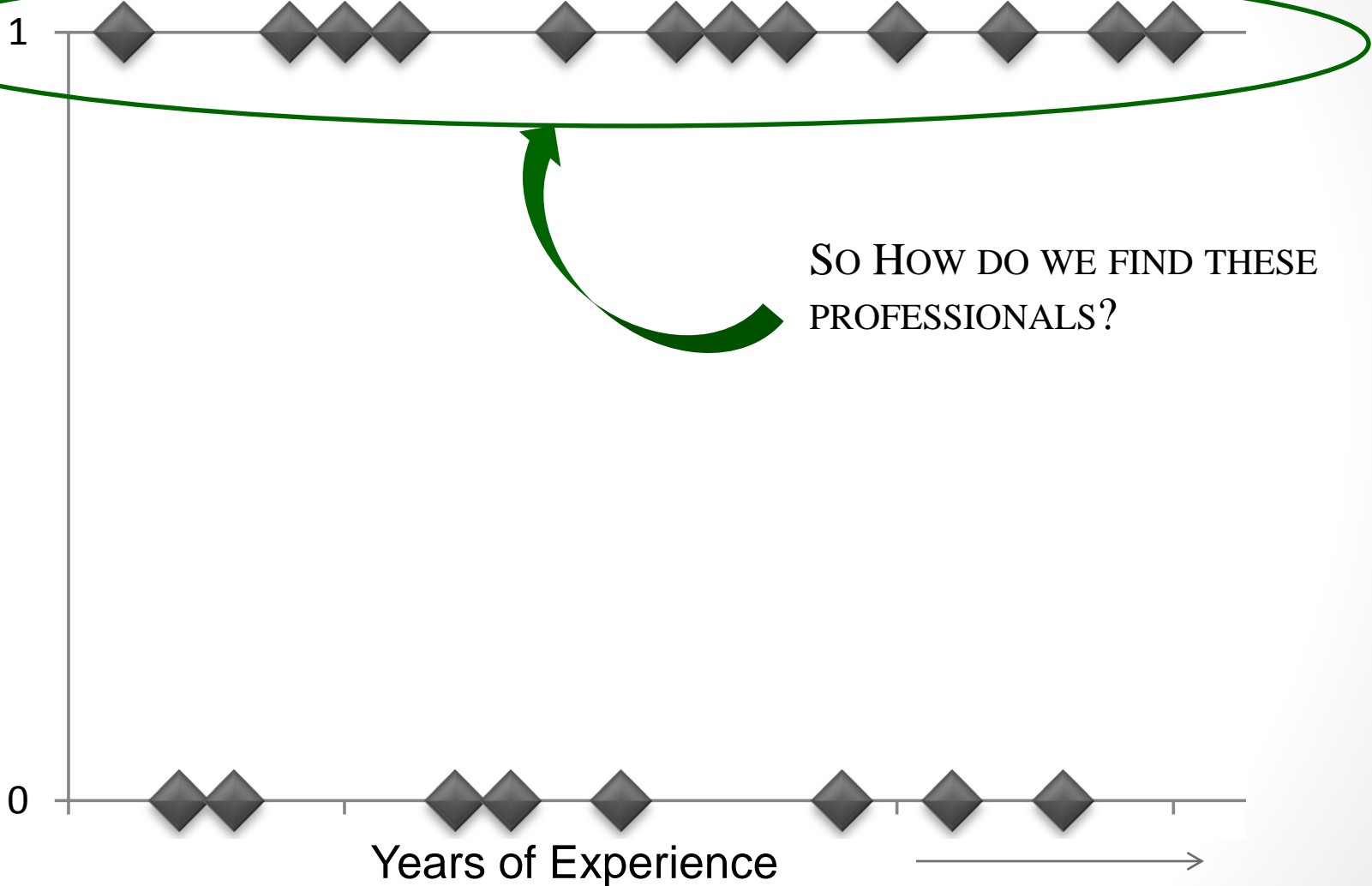
QED Certification Levels



Distribution of Technicians



Distribution of Technicians



SO HOW DO WE FIND THESE PROFESSIONALS?



Quotes about Great Technicians

A good technician is not an option, it's a requirement, especially in the A&D arena. We rely heavily on the technician to help us interpret play trends, well results and to predict future activity.

-Ward Polzin,
Centennial Resources



Quotes about Great Technicians

Behind every good engineer is a good technician.

-Kris Binnion, Highmark Production



Quotes about Great Technicians

We at Blue Tip feel a good technician is invaluable. Our ability to be nimble in a competitive marketplace often revolves around our ability to intelligently and timely manipulate and utilize large quantities of data (often the same data our competitors use). We found that a skilled technician increases our ability to be competitive dramatically.

-Bruce Taylor, Blue Tip Energy



Quotes about Great Technicians

A good technician (knowledgeable, outgoing, in tune with the strategic objectives) effectively adds two geoscientists or engineers to my staff by making the whole team more efficient. A quality technician who is fully integrated into the group is the most cost efficient way to grow a team.

-Dr. Eric Hathon, Marathon Oil Company



Quotes about Great Technicians

A good technician can simplify your life by validating work through their analyses, shortening the time needed for analysis and developing alternate ways to obtain a complex solution.

-Senior Vice President,
Large Investment Bank



Quotes about Great Technicians

A good technician adds tremendous value to our team, absolutely.

-Andy Taurins,
Lantana Oil and Gas Partners



Quotes about Great Technicians

In our experience a good technician, who is trained and resourceful, is the difference between success and failure in our clients ability to realize the full value of our tools.

-Peter Tyler, EnerSight



Quotes about Great Technicians

A good tech is one who knows the answer to your question before you ask!

-Martin Buckley, San Jac Oil



Quotes about Great Technicians

A good technician multiplies the effectiveness of an engineering group of two or three by a factor of two.

-Dr. David Nordt, Credit Agricole



Quotes about Great Technicians

A solid engineering tech can help an engineer be more efficient with his time and allow the engineer to focus on value creation.

-Don Cordier, RBC Capital Markets



Quotes about Great Technicians

A proactive technician has the opportunity to be the source of tremendous value creation.

-Doug Brooks, Aurora Oil and Gas



Questions?

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*Be proactive,
Think critically,
Persevere and find solutions to complex problems,
Increase efficiency,
Document training and work,
Have an attitude of service,
Interface with your team to add value to your organization.*

By developing a technician's overall professional skill set in addition to teaching tech-specific tasks, we train technicians to adapt to new software and technologies in an ever-changing industry.

Contact us for more information about our training and consulting services.

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