

Creating the case for a joined-up CCS commercialisation strategy

Context

- A major oil & gas company had been investing heavily in a number of CCS projects and was running into unexpected obstacles and higher than expected costs. There was a concern amongst some management that the business lacked a coherent strategy

Objective

- We were asked to review the potential future commercial development of the business and develop recommendations for a strategy

Geographic Scope

- Global with a particular focus on North America

Approach

- Carried out extensive review of competitor activities in CCS, with particular emphasis on commercial developments
- Reviewed the current and likely regulation of CCS through discussions with regulators and other industry experts
- Developed framework to explore potential development of different commercial strategies

Client benefits

- Developed clear framework for assessing business development and investment opportunities
- Created new understanding of the commercial risks and opportunities, including implementation of an initial partnering programme
- Identified potential to accelerate development of CCS projects and business and at lower cost

Note: This example is a summary of a real client engagement undertaken by the Irbaris team. Irbaris has removed all references to the original client and obscured sensitive information

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