

OUR SOLUTIONS & SERVICES
FOR THE OIL & GAS INDUSTRY





How useful is a light bulb... ...without a cable to connect it?

It would be tempting to think that buying cables is easy. They seem like a bulk commodity item and they represent such a small percentage of the global budget of your project, so just pick the supplier with the cheapest price.

But in fact, a wide range of important issues can arise when acquiring, receiving and laying cable. You must choose the proper length, diameter, joints and traction force parameters. You must consider storage conditions, fire prevention, the safety of your teams and whether you can be confident about your project commitments and deadlines.

In real-world conditions, properly buying and laying cables is a real challenge.

That is why you should choose your supplier thoughtfully.

Nexans complete offer of Solutions & Services for Oil & Gas will allow you to...

- **UNDERSTAND** our products
- **DEFINE** your needs & specifications
- **BUY** at the right price from the best suppliers
- **BUILD** your site on time, within budget & safely
- **CERTIFY** your site as fully compliant
- **MAINTAIN** your site across its operating life
- **RECYCLE** cable waste to generate revenue

Learn essential information about our cables & accessories

Your project management, procurement and engineering teams will get the knowledge and information they need to work efficiently and safely, from pre-project to launch. Our training sessions range in length from one hour to several days, as required by the topic.

Some of our more popular training topics include:

Getting Started

- Overview of the Nexans offer for Oil & Gas

Guided Tours

- Visit a Nexans cable factory
- Visit a Nexans accessories factory

Basics & Overviews

- Power cables
- Instrumentation, optical fibres and communication cables
- Connectors, joints & terminations

Deeper Dives

- Flame and fire behavior
- Nexans Hypron® lead-free technology
- MV connectors, joints & terminations
- Managing specific site conditions

Best Practices

- Storing, handling & laying cable

Made-to-Measure Sessions

- Your specific environmental conditions
- Your specific project requirements

Define your unique needs and specifications

Benefit from our decades of experience in oil & gas to identify the proper cable specifications for your site's conditions and parameters.

Identify the right cable specifications for your needs

No matter what parameters – operational, electrical, mechanical, temperature range of the site, fire risks, average local humidity and rainfall, average local rates of sunshine, any other potential sources of risk or damage – Nexans engineers will work with you to analyze these and others, and then translate them into relevant cable specifications that achieve the right balance of efficiency, risk mitigation and cost-effectiveness.

Boost the efficiency of your test campaigns

With our simulated virtual cable installations, you can explore different electrical, mechanical and thermal options. As a result, during the product development phase, you can test the designs that perform the best and cost the least.



Choose the right accessories

The safety of your site depends a great deal on the compatibility of your cables with all their associated accessories. Nexans experts can help define which accessories you need, ensure the compatibility between selected cables and the environmental conditions of your site, and define the proper sizes of accessories for each cable, taking into account your installation conditions.

You could also buy your accessories from us: Nexans is the only cable manufacturer in the world producing our own complete cable accessories.

Show your commitment to sustainable development

To allow our customers to make an informed choice, Nexans evaluates its products using a Life Cycle Assessment. Factors such as carbon footprint or resource consumption are communicated through a Product Environmental Profile declaration known as the **PEPecopassport®**, a standardized, reliable and globally recognized program that is compliant with ISO 14025's Type III environmental declaration.



Outsource all or part of your procurement to an expert

Nexans can help your procurement team optimize their time and results, meet project deadlines and minimize costs — whether by managing vendor relations for you, or by helping you select competent and reliable partners.

Let us manage vendor relations on your behalf. We master all elements of the complex equation, including deep knowledge about current material costs, required lead times, technical compliance requirements — and always a careful eye on the terms & conditions. Furthermore, we can quickly respond to change requests from construction or engineering, and we can source any new material that may be needed, such as cable glands, trays or sensors. **Alternatively, we can provide you with a short list of reliable vendors for you to contact on your own.**



Did you know that Nexans has its own line of factory-prepared cable assemblies?

Save time and reduce risks with our factory-prepared, pre-terminated cable assemblies. We can also provide outer sheath repair kits, transformers, cable glands, busbars, cable trays and more.

Build your site with greater confidence

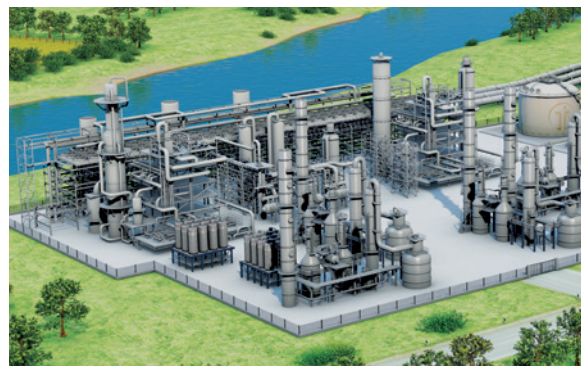
Nexans has a varied offer of services to help boost efficiency and safety as you build your site.

We can provide you with a wide range of **inventory and logistics services**, including site-wide cable management, tooling and equipment for cable laying and advanced expediting services.

We also have experts in **project management and monitoring**. Optimize your trade working capital and financials, receive regular budget updates and benefit from rapid access to technical experts in case of any issue.

Or perhaps you may be interested in our **labor-related services**. We can supply project-appropriate Personal Protective Equipment (PPE) for your workers and help you develop and deploy the best occupational health and safety policies. We can also advise you on achieving OHSAS 18001 compliance.

Finally, Nexans can also provide on-site supervision and support for **drum unloading and handling, cable and drum inspection, field-testing of cables, long-term drum storage, cable laying, installation of accessories and installation in difficult-to-access areas or unusual site or climatic conditions.**



Be compliant

At Nexans, we know that full and complete compliance is mandatory, not optional

Of course, all of our cables and accessories are fully compliant with all major national and international norms and standards.

But did you know that as a qualified, independent third party, we can also **train and certify** your installation and operations teams?



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EAC



IEC



Keep your site running at its best

Nexans can help ensure that your site operates as safely, smoothly and efficiently as possible.

Nexans can provide you with a range of **post-project follow-up services**, such as long-term management of spare parts and safety stock, as well as the proper, safe and compliant storage and management of all your project's documents.

You can also ask us to perform a **global preventive maintenance inspection** of your site, to identify all of its **potential lifecycle shorteners**, such as below-tolerance bending radii, sheath defects, the presence of deteriorating agents, mechanical constraints and so forth.

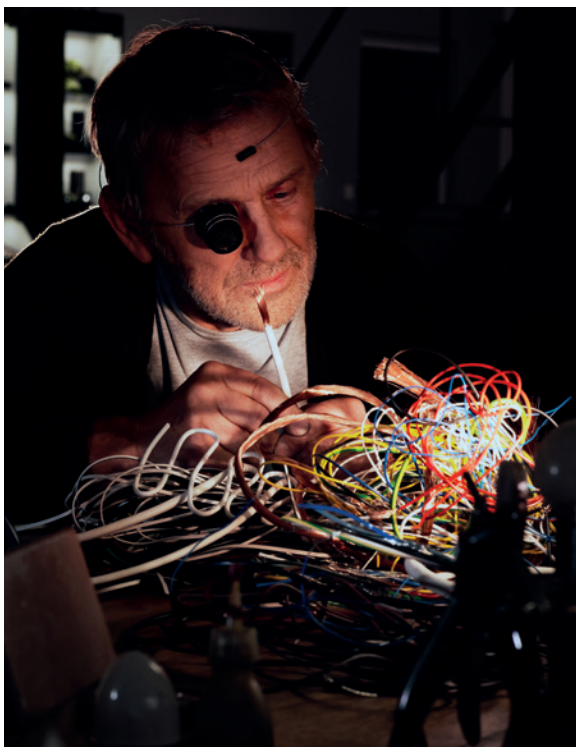
We can also provide **very rapid interventions**: if you have an issue, the right people from our global fleet of experts will be **at your site within 48 hours** to diagnosis the problem and propose clear **solutions**, so that you can return to normal service as quickly as possible.



Transform your waste into revenues

Your cable waste has never been more valuable: with Nexans, turn your leftover and end-of-life cables into a source of revenue.

For over 35 years, Nexans has been recycling end-of-life copper and aluminum cables and cable waste. We take care of everything, including collection and transport, in a fully traceable and compliant manner, using the most state-of-the-art grinding and recycling techniques



Nexans has 21 cable manufacturing plants qualified for Oil & Gas projects, in 17 countries.

We also have 2 TEK (Technology–Engineering–Knowledge) Centers at the service of your projects.

For more information about our services and solutions in this domain, speak with your usual Nexans contact, or visit www.nexans.com/oilgas.



 Manufacturing plant  Manufacturing plant + TEK Center

Nexans brings energy to life through an extensive range of cables and cabling solutions that deliver increased performance for our customers worldwide. Nexans' teams are committed to a partnership approach that supports customers in four main business areas: Power transmission and distribution (submarine and land), Energy resources (Oil & Gas, Mining and Renewables), Transportation (Road, Rail, Air, Sea) and Building (Commercial, Residential and Data Centers). Nexans' strategy is founded on continuous innovation in products, solutions and services, employee development, customer training and the introduction of safe, low-environmental-impact industrial processes. In 2013, Nexans became the first cable player to create a Foundation to introduce sustained initiatives for access to energy for disadvantaged communities worldwide. Nexans is an active member of Europacable, the European Association of Wire & Cable Manufacturers, and a signatory of the Europacable Industry Charter. The Charter expresses its members' commitment to the principles and objectives of developing ethical, sustainable and high-quality cables. We have an industrial presence in 40 countries and commercial activities worldwide, employing close to 26,000 people and generating sales in 2015 of 6.2 billion euros. Nexans is listed on NYSE Euronext Paris, compartment A.

Nexans

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 **Nexans**
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