



Does your completion brine have  
**hidden costs?**



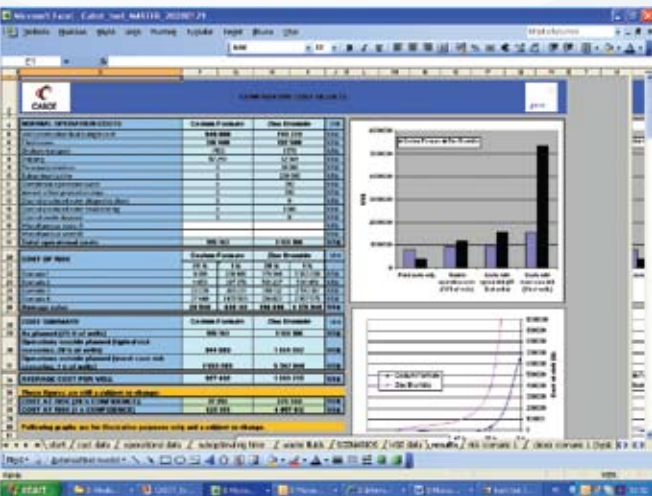
Check now with BrineWise

# Get wise to the **true cost of your**

The true cost of your completion brine is more than just its original purchase price. Handling, transport, waste disposal and HSE risk all add significantly to the final price tag. If you don't have a clear projection of the true cost when making the purchasing decision you may end up choosing the least cost-effective brine. This is where BrineWise comes in.

## What is BrineWise?

BrineWise is the management decision-making software that allows easy and fast comparison of the full costs of well completion and workover brines. It helps informed decision making by giving you a full and comparative overview of your real fluid costs beyond simplistic unit price/ bbl comparisons. Significantly, BrineWise gives you the opportunity to translate your HSE policy into comparative cost units. HSE factors are evaluated in a consistent and transparent manner to aid your company's brine purchasing decisions.



**BrineWise is a user friendly and flexible tool based on Excel**

## BrineWise is:

- Systematic
- Fast
- Easy-to-learn and simple-to-use – uses an Excel platform
- Comprehensive – takes all costs into account, from purchase through to the brine's impact on production stream treatment
- Tailored to your operation – you choose which variables to include or exclude
- Flexible – can be applied to all locations and different brines

## Who is it for?

BrineWise is designed for asset managers, well construction engineers, fluid coordinators and HSE professionals.

## Do you need BrineWise?

If your current decision-making model allows for *all* of the following costs then you don't need BrineWise. If, however, you are unable to tick all of the boxes below then BrineWise could help your decision-making process.

- Cost of fluid
- Onshore transport/shipping/ship-to-shore and standby time
- Personal protection
- Sub-optimal rig time, e.g. flow back time for well testing
- Clean-up operations
- Waste transport, waste volumes and disposal
- Production delays
- Transportation of produced water/treatment offshore
- Handover costs to production
- Current HSE risk
- Potential legal costs and liabilities

# completion brine



**BrineWise lets you collate and compare all fluid-related costs in one easy process**

BrineWise allows HSE risks to be costed in a systematic and consistent manner. You can either use preset estimates or tailor the evaluation to your company's own experience and risk aversion levels by establishing specific incident frequencies. Values can be set on HSE concerns through the use of weighting factors. This means corporate values and HSE policy become part of the decision in a simple and repeatable way.

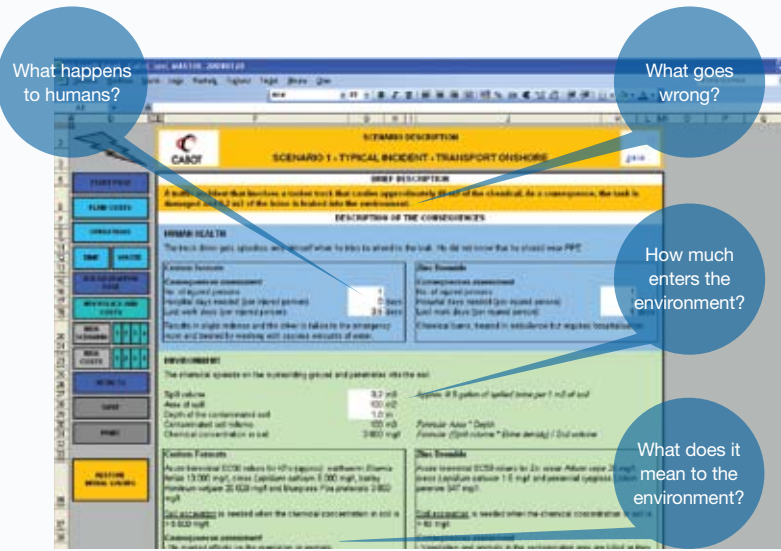
BrineWise gives you eight predefined risk scenarios, which can be used to specify HSE related costs. The scenarios can also be tailored to fit your experience. Risks from the entire logistics chain are accounted for, including typical incidents, such as small chemical spills, as well as larger incidents, such as burst hoses during loading. A price tag is set on each possible outcome, including health and safety costs originating from employees and the public, environment liabilities and legal consequences. The costs for different scenarios are automatically calculated giving you a comparative cost picture for more informed decision making.

**BrineWise translates HSE risk and policy into tangible costs**



### How does BrineWise work?

BrineWise is not based on rigid assumptions or statistics, but provides a flexible framework for complex calculations, where the values of all variables are defined by you. Simply add or remove cost factors depending on your specific operation. Brine unit volume costs and sales terms from vendors' price lists form a base line for the assessment and also allow for predicted fluid losses. The program moves forward systematically to incorporate all of the cost items listed before, including HSE risks.



**What happens to humans?**

**What goes wrong?**

**How much enters the environment?**

**What does it mean to the environment?**

**When assessing HSE risks you can add factors relevant to your specific operation and weight them accordingly**

### How can I use BrineWise?

If you'd like to learn more about BrineWise or view a demo please contact Cabot Specialty Fluids using the information on the back page or send a mail to [brinewise@cabot-corp.com](mailto:brinewise@cabot-corp.com).

### Developing BrineWise

BrineWise has been developed by Gaia Consulting on behalf of Cabot Specialty Fluids. Gaia is a leading consultancy within the areas of risk management, energy and the environment. Long-term clients include the EU, government departments in Finland and other European countries, the UN, and many private sector companies from national energy providers to multinational corporations across the globe.



Cabot Specialty Fluids is the leading supplier of cesium and potassium formate brines to the oil and gas industry. Formate brines meet the demanding environmental standards set by CEFAS (Centre for Environment, Fisheries and Aquaculture Science) in the UK, the Norwegian Pollution Control Authority (SFT) and many other environmental authorities around the world. In addition, the benign nature of these brines gives significant health and safety benefits when compared with traditional bromide brines. Used in highly sensitive environments from the Barents and North Seas to onshore use in Alaska and Hungary, formate brines have reduced the environmental impact from E&P operations of companies such as StatoilHydro, BP, ExxonMobil, TOTAL and Petrobras over the past twelve years.

**Cabot Specialty Fluids produces cesium formate brine for operators around the world concerned with reducing HSE risk**

#### Cabot Specialty Fluids Ltd.

Cabot House  
Hareness Circle  
Altens Industrial Estate  
Aberdeen. AB12 3LY  
UK  
Tel: (44) 1224 897229  
Fax: (44) 1224 870089

#### Cabot Specialty Fluids Inc.

Waterway Plaza Two  
10001 Woodloch Forest  
Drive, Suite 275  
The Woodlands, TX 77380  
USA  
Tel: (1) 281 298 9955  
Fax: (1) 281 298 6190

#### Cabot Specialty Fluids AS

Bygg K8  
P.O. Box 4,  
NO-5347 Kystbasen  
Ågotnes, Bergen  
Norway  
Tel: (47) 56 32 31 56  
Fax: (47) 56 32 31 10

#### Cabot Specialty Fluids (S)

**Pte Ltd**  
One Raffles Quay  
North Tower Level 25  
Singapore 048583  
Singapore  
Tel: (65) 6622 5520  
Fax: (65) 6622 5523

