

UNBRIDLED ESP Systems increased production 200 BPD vs. adjacent well with superior customer engagement throughout the project lifecycle

CASE HISTORY

CHALLENGES

- ▶ A Rockies operator did not have experience with ESP systems and required timely support from an ESP provider
- ▶ The current ESP provider was inaccessible during installs and startups
- ▶ High gas content and solids in the fluid stream impacted well performance

SOLUTIONS

- ▶ UNBRIDLED® ESP Systems team engaged with the customer to provide guidance on a competitor's equipment
- ▶ When the customer released a bid for two wells, the UNBRIDLED team responded quickly and did a formal presentation to ensure all system design questions were addressed
- ▶ Design review revealed that a GRINDSTONE™ abrasion resistant pump, a WHIRLAWAY™ GKX gas-handling device, and tandem WHIRLAWAY gas separators were required to address high-gas concerns
- ▶ Unlike competitors, the team recommended a de-sander and cable clamps for greater reliability

RESULTS

- ▶ Based on superior customer engagement, UNBRIDLED ESP Systems was awarded the two-well package and subsequently two additional wells
- ▶ Increased customer's daily revenue by \$10,000*
- ▶ Doubled run life on trouble wells compared to competitor systems that failed in just days
- ▶ Achieved smoother start up and operation of ESP systems via weekly optimization meetings
- ▶ Collaborated with the customer to implement best practices and procedures

*Based on \$50 per barrel of oil

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Vermilion's decision to move away from the prior ESP provider to Apergy was entirely due to the high level of support that Apergy provides. Earlier this year, when initially starting up two ESPs with the previous provider, there was a severe lack of both support and effective communication.

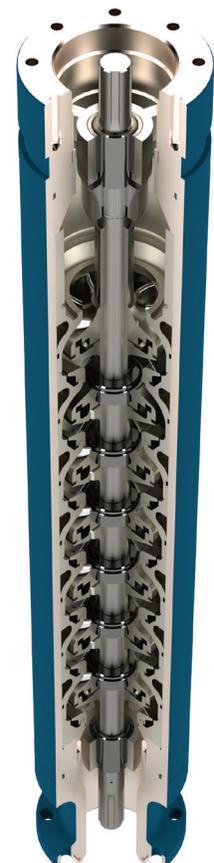
During this time, I relied on the Apergy team to help diagnose these ESPs, which were not Apergy equipment. The team I worked with went above and beyond. So, when it came time to bid out the next set of ESPs, the decision on who to award the work could not have been easier. We went with Apergy and we haven't looked back!

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Senior Operations Engineer



WHIRLAWAY
gas separator



GRINDSTONE pump



Apergy[®]