

case study

A well-oiled video conferencing machine

The Background

Wellesley Petroleum is an independent company, founded in 2015. It performs oil and gas exploration along the Norwegian Continental Shelf. A routine operation normally involves around 150 people, where the majority – approximately two thirds – operate the rig. The rest work from shore.

Wellesley Petroleum's London office focuses on finance and business development, while its Stavanger location in Norway deals with the operative duties and technical solutions. André Steenmark-Rødde, is the company's IT coordinator. Early on – before the firm was even a year old – he saw the need for video and spoke with an acquaintance at Kinly. Together, we collaborated closely to identify Wellesley Petroleum's needs, constraints and ambitions for its new video conferencing solutions.



The solution

To ensure effective business operations, the Norwegian and UK offices keep in close contact. Video conferences between the two offices have now become a daily occurrence and, on top of that, real-time communication has become vital for offshore operations.

With all the people involved on rigs, land and at various subcontractors, the operations depend on frequent meetings. For example, seismic data and logs from drilling holes must be displayed and discussed. We use the “share” option a lot,” Steenmark-Rødde says.

In Stavanger, Kinly customised and produced three new video conferencing rooms and London is now following suit with two rooms of its own and a third one underway. Steenmark-Rødde says that as a result, the video conferencing rooms are almost always fully booked.

“Without these meeting rooms, we would have to travel constantly. Hopping on a plane, only to participate in an hour-long meeting is far from pleasurable, let alone productive; it is expensive, time-consuming, not to mention bad for the environment,” says Steenmark-Rødde.

The equipment must be reliable. It needs to work. Steenmark-Rødde is the only employee within Wellesley Petroleum, with any IT-experience on video solutions – but he has several other duties keeping him occupied, which is why he opted for the Smart Monitoring service from Kinly.

By letting Kinly take the wheel, he concentrates on performing his duties in full, instead of acting as IT support. He can let go, knowing the equipment is continuously operated, professionally supported and expertly maintained through Kinly’s operations centre.

“This way, Kinly can handle error messages, answer user questions, and ensure that meeting rooms are always running smoothly,” says the IT coordinator.

At Wellesley, and among its partners, multiple different technologies and devices come into play. To secure smooth communication and a continuous workflow, Wellesley has adopted Kinly Cloud. It lets them connect physical meeting rooms to a virtual space where they can easily meet and work together through video. The Meeting Access service allows multiple video systems to participate in the same meeting – such as Skype for Business and Google Hangouts Meet. In addition, the One-Button-to-Push (OBTP) solution makes it easy to connect than ever before.



SECTOR
CORPORATE



LOCATION(S)
LONDON, UK
STAVANGER,
NORWAY



SOLUTION
UNIFIED
COMMUNICATIONS
& COLLABORATION



WELLESLEY
PETROLEUM

The result

With access to cutting-edge video conferencing solutions and services, Wellesley Petroleum now spends far less time and money travelling between their offices in Stavanger (Norway), and London, resulting in improved efficiencies and more sustainable business operations. Daily video-meetings between oil rigs and land-based offices are now seen as essential to maintaining efficiency.

Why Kinly?

Bringing people & technology together for better productivity wherever the work happens — because great things happen when people work together.



The testimonial

André Steenmark-Rødder, IT coordinator, Wellesley Petroleum.

“Interacting and communicating well with each other and with our partners – regardless of time, location and technology – is vital to our success. With such flexible solutions, meetings are now made easy, despite the distances and the different technologies involved.

With One-Button-to-Push, we can start a meeting with a single tap. The system reacts and automatically dials the address listed in the meeting request. We simply forward the invitations to the meeting room now. When the meeting is scheduled to start, the users press the green join-button to enter from our Cisco video conference room.”

