

BACKGROUND

Global Energy Services Ltd. is engaged in the business of providing technologically artificial lift, gas detection, communication, data gathering and management solutions to the oil and gas industry.

The Company operates in two business segments, with the main segment being providing communications technology solutions and service to the oil and gas industry within western Canada. Global Energy Services Ltd. is developing a second business segment, providing artificial lift products and related services to the production side of the oil and gas industry within western Canada.

BUSINESS NEED/OPPORTUNITY

Like many small / medium size oil & gas suppliers in Alberta, GES has looked at the international oil & gas market with fascination and as a potential source of growth but did not have a good grasp on the complexity of doing business outside Canada.

Their challenge was to take their 'artificial lift' technology to National Oil Companies like Pemex and Saudi Aramco but with limited budget and resources and with no international contract yet they looked towards CED for assistance.

GOAL/OBJECTIVES

To assist GED in taking their 'artificial lift' technology to the attention of National Oil companies in different countries.

HIGHLIGHTS

"CED has been instrumental in helping us connect with some key international clients. With the help of CED, we are now involved in a pilot project in Mexico. Many thanks for your help in 2008."

- Farhan Farshori, P.Eng., Vice President, Corporate Development, Global Energy Services Ltd.



STRATEGY & IMPLEMENTATION

CED first contacted GES in Feb 2008 to offer them a place on the CED led trade mission to the Middle East. Due to timing of the trip, GES declined. However, CED's BDM Energy, upon returning from Middle East, did an outreach with GES, where he was given a detailed tutorial on GES technology.

It was agreed that CED would utilize every opportunity to put GES in front of international NOCs that may be visiting Calgary. Over the course of 2008, CED has made strides towards the above outlined goals and objectives, as follows:

1. A procurement delegation of Pemex visited Calgary in April 2008. Amongst the Calgary companies selected by CED to present to Pemex was GES. Not only a one-on-one presentation arranged but a tour of GES facility by the Pemex engineers was arranged.
2. GES was put in front of the visiting Saudi Aramco exec, where Farhan Farshori presented GES capabilities with follow ups resulting from that meeting.
3. When Sofcon Group from Saudi Arabia visited Calgary looking for joint venture partners, GES was short listed by CED and introduced to Sofcon's CEO.

OUTCOMES

The direct result of the introduction to Pemex was the winning of a contract by GES for a pilot project. Success of the pilot will mean a long term multi-million dollar opportunity for GES in Mexico.

The introductions to Saudi Aramco and Sofcon has allowed GES to explore the lucrative Middle East more thoroughly and currently they are in negotiations with Sofcon regarding a joint venture.

CONTACT DETAILS

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