



FEATURE STORY

Flexible Standards for Your World

By Dan Piette, OpenSpirit President & CEO



Each month I eagerly look forward to Neil McNaughton's *OiIT Journal* that I have conveniently mailed to my office as a physical newsletter. Neil is clever, and he covers a good bit

of the energy Information Technology infrastructure as it develops around the world.

Neil also attends all the conferences that cover oil information technology, which means that I don't have to. It is amazing to think what you can learn from a little ink and wood pulp.

So, Neil's editorial in the June 2009 issue (the only part of the newsletter that is available free online at www.oilit.com) was particularly interesting to me.

It is a recap of a panel discussion held at the 2009 PNEC Data Integration Conference held in May in Houston. The subject was "standard data models" and how, or rather if, they could be implemented in the upstream oil and gas world. The article is very interesting, and I would encourage everyone to read it.

If I had to "tweet" the article, it would go something like this:

O&G data management site specific. One size does not fit all. Data management is hard. Crossing disciplines is harder. Standards don't work.

And thank goodness for that.

I will not be coy. The reason that OpenSpirit is successful can be broken down into 140 characters, as well:

O&G data management site specific. One size does not fit all. Data management is hard. Crossing disciplines is harder. Standards don't work.

Maybe not exactly that, but I think you get the idea.

Making it work for you

Why compromise? Why accept a standard that does not meet your specific needs? Why put your data, your workflows, and your people at risk of not delivering the best decisions you can to maximize your firm's profits?

An earth scientist is just a method of turning data into oil*. You want that route to be the fastest, safest, and most reliable route possible. That route must contain your own best practices and competitive advantages. If you are running in the Cannonball, you won't tell the other drivers about the cool shortcut you found in Missouri between St. Louis and Joplin.



And that is where OpenSpirit comes into the picture. With our unique Service Oriented Architecture (SOA) approach to data access, we can support many, many different workflows (and more each day). You do not have to follow a workflow that we created, (though we are happy when you do that) but follow a workflow that you create yourself.

OpenSpirit is the only company that will supply a vendor-neutral, cross-platform, standards-based developers kit to ANY company that asks. And we do so at a very minimal cost. Now, we don't do this out of the goodness of our hearts. We do it because every time a new bit of software is accessing our SOA it makes our SOA more

*"A mathematician is a device for turning coffee into theorems." — Alfred Rényi

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FEATURE STORY

Flexible Standards for Your World

OpenSpirit is Now in Moscow

New OpenSpirit Developer Forum

OpenSpirit Technical Symposium Houston

SHORT SHOTS
OpenSpirit News

Recent Partner Activity

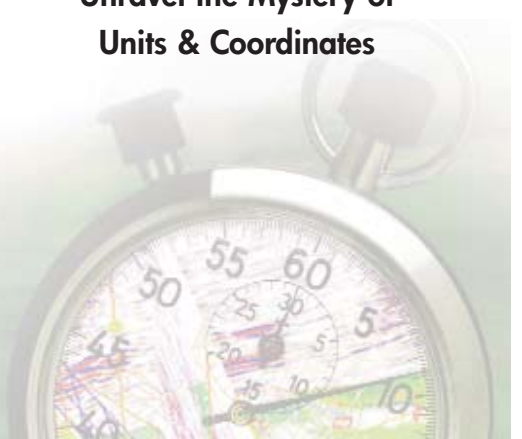


Digital Pathways Delivered

Achieve Exponential Efficiency

Break Free from
Application Bias

Unravel the Mystery of
Units & Coordinates



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FEATURE STORY

valuable to the end user – that is, to the earth scientist who is trying to change information into oil.

This premise was supported during the recent EAGE in Amsterdam. Despite the global economic challenges and some concerns about the darn H1N1 virus, it was still a pretty good show. We enjoyed some great booth traffic, but what impressed us most was the number of clients who stopped by to let us know that integrating their geotechnical infrastructure was paramount to success and that they wanted OpenSpirit to be a part of it.

The punch line of the story is this: Every oil company is dealing with a different situation. Every oil company has different needs and different workflows and different competitive advantages.

Why accept anything less than the best for your company?

P.S. (Speaking of “tweeting”, follow us on Twitter at <https://twitter.com/openspiritcorp>)! ◆

OpenSpirit Announces Moscow Office

Maria Tikhonova: Business Development Manager, Russia & CIS

Maria comes to OpenSpirit from ION Geophysical where she served as a Project and Marketing Manager for Russia & CIS. She started with ION in 2006 as a sales coordinator and assumed a number of different roles of increasing responsibility, working with projects in different parts of Russia, Saudi Arabia and the US.

She will be located in the Moscow office.

maria.tikhonova@openspirit.com ◆



Solving the G&G Integration Problem at Last
Download Article

<http://www.openspirit.com/solutionsub/75/85.htm>



Visit the OpenSpirit Team
& Guest Developer
Partners at SEG!

October 25-28
Booth 2454

OpenSpirit Developer Forum and Training Program: September 28-October 2

Registration is open for the
OpenSpirit Developer Forum and Training Program

Designed for developers, team leads, development managers and product managers, attendees will gain in-depth knowledge on how OpenSpirit technology can be best deployed in their environment.

2-Day Developer Forum (September 28-29)

- Inform developers about OpenSpirit technologies, architecture, and services
- Help developers better understand how to integrate OpenSpirit into their products and future development efforts
- Highlight suggested approaches to upgrade v2.9 SDK application links to the new SDK
- Discuss new OpenSpirit v3.2 SDK roadmap, features, ideas, and most importantly, get feedback from developer partners and SDK users

Optional 3-Day Developer Training Program* (September 30-October 2)

- Hands-on training to better enable developers to implement their integration solutions in their environment
- Using OpenSpirit Software Developer Kit, attendees will learn how to use each OpenSpirit service and be introduced to best practices for solving common integration challenges

*The Developer Technology Forum is a pre-requisite for the developer training class.

Register today at <http://www.openspirit.com/train/21.htm> ◆



twitter

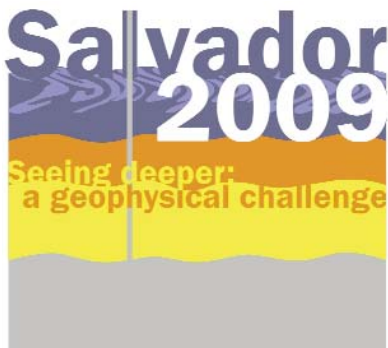
Follow us!

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Thursday, October 29
Magnolia Hotel,
Downtown Houston
**Social Event Immediately
Following in the Magnolia
Club Lounge**

Details and Registration Information
www.openspirit.com/symposium



**XI CISBgf
Booth 6
August 24-28
Salvador, Bahia, Brazil**

OpenSpirit and IES Brazil Consultoria will be showcasing workflows from OpenSpirit v3.1.5 and highlighting current and future work with our Business

Partners, including Seismic Micro-Technology, Perigon, Paradigm, and Schlumberger Information Solutions, as well as the latest update on our data management utilities.

Clay Harter, Chief Technology Officer of OpenSpirit, will present a paper scheduled for the Technical Sessions "SOA Based Data and Application Integration – An Enabler for Creative Interpretative Workflows".

"We look forward to attending this conference and hope to visit with many of the key decision makers from Petrobras and other international oil companies," said Daryl Bailey, Business Development Manager for US & Latin America. "Brazil has a very promising future in oil and gas exploration, and OpenSpirit provides the ideal solution for superior integration between various G&G applications. Companies are recognizing that no one software company can provide the best-of-breed software across all technical disciplines, so moving the data between different applications and databases has become a major obstacle for virtually all oil and gas companies. OpenSpirit offers the commercial solution for integrating disparate applications and data stores." ◆



SHORT SHOTS
**OpenSpirit
News**

OpenSpirit v3.1.5 Released

The latest version of OpenSpirit is available with added support for KINGDOM 8.4 (32-bit) and the ability to run Petra and KINGDOM data connectors on Windows Vista.

You can download the v3.1.5 installation kits at: <http://www.openspirit.com/supportdl>

User Name/Password: openspirit/osplvwle

HBJ Awards OpenSpirit #11

The *Houston Business Journal* has awarded OpenSpirit the #11 slot on it's annual Houston Fast 100 list.

Events and Technical Symposia

- XI CISBgf, Brazil, August 24-28, 2009
- SEG, Houston, October 25-28, 2009
- OpenSpirit Technical Symposium, Houston, October 29, 2009 **REGISTER TODAY!**

OpenSpirit Training Dates

OpenSpirit Basics

- August 25, 2009
- December 1, 2009

OpenSpirit for Administrators

- August 26, 2009
- December 2, 2009

NEW! OpenSpirit Developer Forum and Training Program REGISTER TODAY!

- September 28-29, 2009 (Developer Forum)
- September 30-October 2, 2009 (Developer Training Program)

For more information and to register:
www.openspirit.com/train

DataFlux Brings Cross-Discipline Connectivity to Energy Clients



WebEx Presentation: Tuesday, September 1 at 2 p.m. EST

DataFlux and OpenSpirit invite you to be our guest for an online presentation that will highlight why multi-vendor environments are necessary to fully manage today's exploration and production workflows. This presentation will provide a high-level overview of the OpenSpirit integration framework and the award-winning DataFlux technology.

OpenSpirit will provide a high-level overview of its integration framework and explain how DataFlux is leveraging this technology to provide increased compatibility with third-party geoscience applications and data stores. This session will then explore each of the core elements of the dfPower Studio Technology Suite from DataFlux.

Register at: <https://dataflux.webex.com/mw03051/mywebex/default.do?siteurl=dataflux&service=6> ◆

OpenSpirit Business Partners Provide Options and Opportunities



OpenSpirit will release the KINGDOM™ 8.4 data connector concurrent with SMT's release of their new KINGDOM 8.4 Core and Advanced software solutions. The E&P community will be able to take advantage of the many benefits of KINGDOM 8.4, and through OpenSpirit, leverage other best-of-breed applications and data stores used within their multi-vendor environments.

"The KINGDOM 8.4 data connector is a result of a joint effort, and will deliver significant performance and scalability improvements for customers working with large KINGDOM projects," said Randy Harvey, Vice President of Development, SMT. "End users will find it easier than ever to work with their SMT application environment, while seamlessly co-existing with other solutions that enhance their geoscience workflows."

See press release at www.openspirit.com.

Building on their proven track record of providing quality GIS and SharePoint integration solutions to the E&P community, Idea



Integration, creator of Constellation™, has licensed the OpenSpirit Software Developer Kit to OpenSpirit-enable the Constellation 2.0 framework. Geoscientists will have seamless access to multiple geological and geophysical applications, and a single unified view and dashboard of corporate upstream assets.

"The OpenSpirit Business Partner Program allows companies like Idea to use and implement OpenSpirit as part of their consulting and project services," said Adarsh Karia, Senior Vice President/Managing Director at Idea Integration. "The OpenSpirit application interoperability and data store connectivity layer allows us to focus on the best portal solutions for our E&P clients to give them fast and reliable access to their valuable subsurface data."

See press release at www.openspirit.com.

Partners are a key element of the OpenSpirit business model. Working collaboratively, we can accomplish better results – faster – to deliver unprecedented integration possibilities to the industry.



Gimmel Group, Inc., a leading provider of Enterprise Content Management and Records Management (ECM/RM) and Geographic Information Systems

(GIS) services and solutions today announced it has partnered with OpenSpirit.

Gimmel delivers customized solutions for energy industry clients that leverage OpenSpirit technology and enable end users to connect to a variety of upstream data repositories via a single search interface. The use of the OpenSpirit infrastructure minimizes the complexity of the overall solution by providing a single API to a variety of market-leading data stores. Leveraging the OpenSpirit platform also opens up the possibility for direct access to data from the search results to several OpenSpirit-enabled G&G applications.

"By developing solutions leveraging OpenSpirit technology, the E&P clients we work with will be able to make decisions efficiently without worrying about where data resides and how to find it," said David Quackenbush, President of Gimmel Group.

See press release at www.openspirit.com.

Paradigm™ announced that the new Rock & Fluid Canvas™ 2009 | Epos™ 4.0 release delivers their first



release of the Epos OpenSpirit Link, providing connectivity between OpenSpirit data connectors and the Epos framework. Paradigm also announced that they have joined the OpenSpirit Business Partner program to further strengthen the ties between the two companies and provide a business framework for both organizations to deliver additional interoperability solutions. This arrangement complements the Paradigm investment in OpenSpirit.

"The Epos OpenSpirit Link connects the Rock & Fluid Canvas 2009 | Epos 4.0 release to the OpenSpirit application integration framework, demonstrating our commitment to openness and cross-vendor connectivity," said Ofra Kalechshain, Paradigm executive vice president, research and development. "Linking our Rock & Fluid 2009 products to an industry-leading, platform-independent and standards-based OpenSpirit integration solution for upstream data strengthens our solutions and our clients' data portfolios and work processes."

See press release at www.openspirit.com.



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