



Society of Petroleum Engineers

Drilling Systems Automation Technical Section (DSATS)



Drillbotics®

International University Competition

2018 - 2019

Sponsorship Agreement

1. Introduction

The Drilling Systems Automation Technical Section (DSATS) of the Society of Petroleum Engineers was established in 2008 to help accelerate the uptake of automation in the drilling industry. The goal is to link the surface machines with downhole machines, tools and measurements in drilling systems automation (DSA), thereby improving drilling safety and efficiency. The technical section believes that we can encourage new entrants into the drilling industry to consider creating and using automation tools and techniques in future drilling programs. One way to attract these entrants is to provide a challenging project to students who plan to become petroleum engineers and to other students in related disciplines who may not currently think of the upstream drilling industry as a career opportunity. DSATS hopes that an international competition among the various universities who have a drilling curriculum would catch the students' interest and that the participants could create or adapt new technology in a way that could benefit the drilling industry. The winning team will be provided funding to travel to the next SPE/IADC Drilling Conference to display their system in a booth provided by SPE, and will present a technical paper about their solution and their work.

Sponsors of the competition have their brand in the forefront of these future industry leaders. Judges have an opportunity to meet and observe students to see which ones they want to hire.

Version	Date	Section	Description
Rev.0	6/19/18	n/a	Original document
Rev. 1	7/11/18	3.0	Corrected location of the venue

Drillbotics® is a registered trademark of Rig Operations, LLC



2. Background

What is DSATS?

DSATS is a technical section of the Society of Petroleum Engineers (SPE) organized to promote the adoption of automation techniques using surface and downhole machines and instrumentation to improve the safety and efficiency of the drilling process.

[DSATS homepage](http://connect.spe.org/DSATS/Home/) (<http://connect.spe.org/DSATS/Home/>)

Details about the Drillbotics competition is available online at www.Drillbotics.com

Prizes and Payments

The winning team will be sponsored by DSATS to attend the next SPE/IADC Drilling Conference. DSATS will fund registration and travel expenses for the winning team(s). DSATS will reimburse teams for certain expenditures for their test rig and related items up to an amount stated in the contest documents. Any remaining funds will be retained by DSATS in their general fund. To pay for these costs, DSATS has developed a sponsorship program as outlined in Section 3 below.

Project Timeline

Phase I - Design:	Fall term
Submit final design to DSATS	31 Dec, midnight UTC
DSATS to announce finalists by	1 Feb
Phase II Construction	Spring term
Drilling Test	Specific on-site test dates at each university to be arranged not later than 15 March. The testing will typically occur in May through June. Alternatively, test could be consolidated in one or more locations so students and judges can compare each entry.
Prepare and submit paper	Per SPE deadline
Prepare and submit presentation	Per SPE deadline
Present paper at the SPE/IADC Drilling Conference	Per SPE and DSATS schedule

Contest Terms and conditions

1. The competition guidelines accepted by all entrants specify in no event will SPE, including its directors, officers, employees and agents, as well as DSATS members and officers, and/or competition sponsors, be liable for any damages whatsoever, including without limitation, direct, indirect, special, incidental, consequential, lost profits, or punitive, whether based



- on contract, tort or any other legal theory, even if SPE or DSATS has been advised of the possibility of such damages.
2. Participants and Universities agree to indemnify and hold harmless SPE, its directors, officers, employees and agents, as well as DSATS members and officers, and/or competition sponsors , from all liability, injuries, loss damages, costs or expenses (including attorneys' fees) which are sustained, incurred or required arising out of participation by any parties involved in the competition.
 3. Participants and Universities agree and acknowledge that participation in the competition is agreement to all of the rules, regulations, terms and conditions in this document, including revisions posted to the DSATS and/or Drillbotics website (see section 3).
 4. Winning teams and finalists must agree to publication of their names, photographs and final paper on the DSATS web site.
 5. DSATS and the SPE cannot provide funding to sanctioned individuals or organizations per current US law.
 6. Participants must comply with all local laws applicable to this contest.

3. Sponsorship Program

3.1. 2018 - 2019 Drillbotics Competition Awards Presented at the SPE/IADC Drilling Conference

Sponsors will be provided advertising as specified below at the DSATS event prior to the Conference.

The DSATS event will be held in Galveston, Texas, USA 2 March 2020, Room Number TBA.

Reference:

www.Drillbotics.com

<https://www.spe.org/en/events/drilling-conference/home/>

Platinum Level



At the DSATS event, Platinum Sponsors will receive a highly visible flag or equivalent (approximately 3 ft x 5 ft) with their logo on display and the flags will surround a monitor displaying a video of each company's efforts in the area of drilling automation and/or related issues.

- 3.1.1. There will be up to 10 flags on 10 stands that are symmetrically shaped and identically sized to be positioned behind the tables with food and drink at the DSATS reception following the DSATS event. These will also be on display during coffee breaks and before and after the event. (The actual layout will depend on the dimensions and configuration of the room(s) chosen by SPE for the event.)
- 3.1.2. Each flag will have the logo of the company. The deadline for submittal of the logo is approximately 15 January to allow for time to print the flags.
- 3.1.3. DSATS will prepare a 10-minute video and/or a continuous slide presentation that will run continually on a loop on the monitor/TV screen. This will consist of video content provided by platinum sponsors. Deadline for submittal of each sponsor's content is 15 December to allow for time to consolidate and edit the material.
 - 3.1.3.1. Each of the platinum sponsors will provide content, approximately 1 to 2 minutes in length. The video should be in a format compatible with a Microsoft Power Point continuous loop presentation.
 - 3.1.3.2. DSATS will provide editing and narration to maintain consistency, if necessary.
- 3.1.4. Platinum sponsors will also be recognized during the DSATS event with their names and logos prominently displayed at appropriate intervals during the event.
- 3.1.5. Platinum sponsors will also have their logos posted on the DSATS website for the period leading up to the event.
- 3.1.6. Platinum sponsors will also have their logos posted on the Drillbotics website as soon as this agreement is executed by all parties, and will remain until Phase I of the following year's competition commences (December 31st).
- 3.1.7. Upon request, Platinum sponsors will also receive a full page on the Drillbotics website to advise the industry and/or promote the sponsor's activities in the area of drilling automation.



3.1.8. Cost of a Platinum Sponsorship is US\$5,000.00 in cash or in-kind contributions, subject to DSATS acceptance. Acceptance is based on relevance to the competition and compliance with any laws applicable to receiving such funding.

3.2. Gold Level

3.2.1. Gold sponsors will also be recognized during the DSATS event with their names and logos prominently displayed at appropriate intervals during the event.

3.2.2. Gold sponsors will also have their logos posted on the DSATS website for the period leading up to the event.

3.2.3. Gold sponsors will also have their logos posted on the Drillbotics website as soon as this agreement is executed by all parties, and will remain until Phase I of the following year's competition commences.

3.2.4. Cost of a Gold Sponsorship is US\$3,000.00 in cash or in-kind contributions, subject to DSATS acceptance. Acceptance is based on relevance to the competition and compliance with any laws applicable to receiving such funding.

3.3. Silver Level

3.3.1. Silver sponsors will also be recognized during the DSATS event with their names and logos prominently displayed at appropriate intervals during the event.

3.3.2. Silver sponsors will also have their logos posted on the Drillbotics website as soon as this agreement is executed by all parties.

3.3.3. Cost of a Silver Sponsorship is US\$1,000.00 in cash or in-kind contributions, subject to DSATS acceptance. Acceptance is based on relevance to the competition and compliance with any laws applicable to receiving such funding.

3.3.4.

3.4. Bronze Level

3.4.1. Bronze sponsors will also be recognized during the DSATS event with their names and logos prominently displayed at appropriate intervals during the event.

3.4.2. Bronze sponsors will also have their logos posted on the Drillbotics website as soon as this agreement is executed by all parties.

3.4.3. Cost of a Bronze Sponsorship is US\$500.00 in cash or in-kind contributions, subject to DSATS acceptance. Acceptance is based on relevance to the competition and compliance with any laws applicable to receiving such funding.

3.5. In-Kind Contributions

3.5.1. In-kind contributions are described in section E.1 of the Competition Subcommittee Charter reproduced as follows. A copy of the charter is available on the Drillbotics and DSATS websites. Any updates to the charter supersedes this item of this Sponsor's Agreement.



- 3.5.2. In-kind contributions are described in section E.1 of the Competition Subcommittee Charter reproduced as follows in Section 3.6.3. A copy of the charter is available on the Drillbotics and DSATS websites.
- 3.5.3. Organizations may sponsor the competition at various financial levels that are determined annually by the subcommittee. All sponsors must sign a sponsorship agreement provided by the subcommittee. This agreement shall describe the level of contributions and the corresponding marketing benefits available to the sponsors, and it shall define limits of liability. Changes from the standard contract require approval by the Drillbotics subcommittee Chair and the Chairman of DSATS. The revised contract may be subject to review by the SPE legal staff.
- 3.5.3.1. Sponsors contributions may be in cash or as in-kind contributions to the overall competition or to individual universities. The subcommittee Chair and DSATS Chairman must approve sponsor contributions.
- 3.5.3.2. Typical in-kind contributions include material needed for the site tests (bit, pipe, rock, and freight), software (simulation or control software priced at retail value offered directly to either universities or students) and specific travel-related costs incurred by judges attending the site tests.
- 3.5.3.3. Travel costs can only be considered as in-kind contributions for judges employed by a firm with revenues less than US\$250,000 the year of the competition, or its prior year.
- 3.5.3.4. Travel costs eligible as in-kind contributions only include charges for judges to attend site tests when supported with clear, written receipts for the following:
- 3.5.3.4.1. Cash expenditures for economy air travel (ticketed fare or the tax-only portion of reward travel)
- 3.5.3.4.2. Hotel room and taxes, not to exceed an amount customary for the local area, as approved by the DSATS Treasurer – meal charges, laundry, etc. are not eligible.
- 3.5.3.4.3. Rental car charges and taxes, but not rental car fuel
- 3.5.3.4.4. Extraordinary costs that may be approved by the DSATS Chairman and Treasurer.
- 3.5.3.4.5. These charges are limited in scope to simplify the review process. Excluded costs include travel related items common to the industry, such as reimbursement for mileage of employee automobiles.

3.6. Sponsorships Guidelines

- All advertising materials must be submitted and approved by SPE DSATS prior to implementation/publishing.
- All individual and exclusive sponsorships where quantities are limited, such as at the platinum level, are subject to the first right of renewal of the previous year's sponsors.
- SPE DSATS will contact each previous year's sponsor to advise the right of renewal and the deadline they must submit their sponsorship contract and deposit in order to renew their sponsorship.



- Should the previous year's sponsor not meet the deadline or should they elect not to renew their sponsorship, SPE DSATS will then consider this sponsorship available to others.
- It is the responsibility of the sponsor to adhere to the sponsorship and logo specifications. In order to protect the Drillbotics logo, sponsors are required to apply for a no-cost license to use the logo in their marketing materials.
- SPE DSATS will invoice each sponsor in advance of the event(s). All payments must be received prior to the release of any advertising or promotional efforts by SPE DSATS.

(Signature page to follow)



3.7. Registration and Payment Instructions

Please check contribution level:

- Platinum US\$5,000
- Gold US\$3,000
- Silver US\$1,000
- Bronze US\$ 500

The Drillbotics committee of DSATS (not SPE) will send an invoice with payment instructions (check or PayPal). Please advise the contact information where to send the invoice:

Invoice Contact Name _____

Invoice Contact eMail _____

Advertising Contact Name _____

Advertising Contact eMail _____

Should you have any questions, please email 2019@Drillbotics.com

Agreed this date

Agreed this date

Drilling Systems Automation Technical Section

Company _____

Drillbotics® University Competition

Title _____

By Fred Florence, Sub-Committee Chair

Print Name: _____

Signature

Signature