

Members' services

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Proserv secures SMS as sampling representative in Malaysia

Global controls technology company Proserv has signed an agreement with Aberdeen based sand and erosion monitoring, analytics and management experts SMS.

The deal sees SMS become the exclusive agent and representative for Proserv's sampling activities across Malaysia. The arrangement brings Proserv's sampling system know-how, equipment design and high-quality manufacturing, delivering safe, enclosed and portable solutions, together with SMS's sand monitoring technologies.

SMS engages non-intrusive corrosion and erosion sensors to supply real-time monitoring and data acquisition which when analysed and interpreted by subject matter experts can enable swift identification of incipient problems that, without appropriate intervention, could halt production via equipment damage or failure.

It is expected that Proserv and SMS's combined offering will give clients a step change in the visibility of the condition and integrity of flowlines and, through the live measurement of sand quantities, will allow operators to make informed early strategy decisions around production rates, maintenance planning and ultimately the life of critical infrastructure.

Malaysia and the wider Southeast Asia region have a significant need for effective, real-time monitoring and assessment of sand levels in oil and gas production flowlines to alleviate erosion risks, improve safety and reduce the threat of downtime.

As part of the tie-up, Proserv will also establish a service centre in Malaysia located at SMS's local facility in Labuan. This will be based upon the successful model in operation at Proserv's main Sampling Centre of Excellence in Aberdeen and at its sites in the US, Norway, the UAE, Saudi Arabia and Qatar. The centre will supply both servicing and sampling equipment rental.

Following the signing of the agreement, Sean Andersson, General Manager, Sampling, Proserv said:

Forging this arrangement with SMS is an exciting development for Proserv's global sampling business. SMS offers genuinely impactful monitoring capabilities and we believe that our collaboration, fusing our own renowned system design expertise with such digital technologies, will advance real gains and benefits to the Malaysian market. There are many synergies between our businesses, particularly in terms of our value proposition for our customers, and so we will seek to identify further ways by which we can maximise this tie-up more widely.

Proserv is a controls technology company, providing tailored solutions to clients right across the energy sector to optimise performance, improve efficiencies and extend the operational life of critical infrastructure. Proserv operates worldwide and has offices in the US, Europe, the Middle East and Asia. Visit www.proserv.com

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Sean Andersson, GM, Sampling, Proserv (left) and Andrew Kinsler, Operations Director, SMS