

# CUSTOMER-CENTRIC APPROACH WINS OVER VALARIS FOR LIFESAVING APPLIANCE MAINTENANCE



Multi-brand safety and survival solutions through a single point of contact

In 2022, the world's largest offshore drilling company renewed its service agreement for the inspection, servicing, and maintenance of life-saving appliances (LSA) - including lifeboats, davits and fast rescue boats. The agreement covers Valaris' fleet of 11 drill ships, 5 semi-submersibles, and 36 jack-up rigs worldwide for another three years.

Valaris was impressed by our extensive network of more than 400 service stations worldwide, combined with streamlined LSA maintenance, which led to their decision to renew. Our "single point of contact" business model, which combines technical services, customer

services, operations, and administration, provides a hassle-free and cost-effective solution for offshore oil and gas operators. Ultimately, offshore oil and gas operators benefit from a single service provider without the administrative burden and costs associated with contracting multiple service partners.

The agreement came at a time when the energy market is experiencing a sudden rise in oil prices with demand far exceeding supply.

