



# PERFORMANCE BULLETIN

## DSI PBL in-country inventory triples within less than a week

### Challenge

The award of a 5+2 years’ contract resulted in almost tripling the in-country tool requirements overnight.

### Solution

Through good communication between the HQ and our in-country operations and, as a direct result of excellent teamwork, we were able to implement and execute a mobilization plan enabling us to successfully take on this contract with zero NPT.



### Execution

A reputable local company in the Kingdom of Saudi Arabia was recently awarded a contract to cover close to 50% of SAUDI ARAMCO’S WBCO (wellbore cleanout) requirements. This award is for the supply of WBCO tools, field engineers and multi-activation circulating tools. DSI’s PBL® Multiple Activation Bypass System was the client’s tool of choice; hence an agreement was signed between the parties. Within 3 days of signing the agreement, the first batch of PBL tools was delivered to our client. This was a monumental challenge as DSI had to expand its in-country PBL tool inventory exponentially to cater for the additional 80 rigs covered by this single contract. While maintaining 100% commitment to this huge task, which not only required a substantial increase in our inventory levels, but also in our local headcount and our personnel training, while adhering to strict Covid safety rules, the DSI team in KSA worked 24/7 to ensure 100% supply with no setbacks. This was a major feat where the entire DSI regional team came together and demonstrated their capabilities and their commitment to successful execution of the project. Below is a snapshot of the actions taken to assure customer satisfaction in KSA.



### Conclusion

DSI implemented a rigorous action plan which was skilfully executed by its dedicated team to prepare equipment through a “round the clock” support of operational and technical teams, successfully dispatching over 160 PBL tools during the first 60 days of this campaign **with no jobs rejected and with zero incidents.**