



OFFSHORE TECHNOLOGY CONFERENCE **ASIA**

24 - 27 March 2020 | Kuala Lumpur, Malaysia



OTC ASIA SPOTLIGHT ON NEW TECHNOLOGY™ FOR OTC ASIA 2020 EXHIBITORS

The **OTC Asia Spotlight on New Technology** awards programme is designed to highlight new technologies in the offshore energy sector for companies exhibiting in the Offshore Technology Conference Asia (OTC Asia). This programme showcases the latest and most advanced hardware and software technologies that are propelling the industry into the future.

OTC Asia Spotlight on New Technology Small Business Award has also been introduced in support and recognition of innovative technologies being developed by small businesses.

Winning technologies will receive the following:

- Acknowledgement in an OTC Asia press release;
- Advanced recognition on the OTC Asia website and on OTC social media platforms;
- Acknowledgement at an award ceremony during OTC Asia 2020; and
- Recognition in a special section of the OTC Asia 2020 Conference Programme;

Technology and Judging Criteria:

- Six (6) key technology criteria:
 1. New. The technology must have been offered to the marketplace in a ready-for-commercialization state less than two years prior to the application date;
 2. Innovative. The technology must be original, ground-breaking, and capable of having a major impact on the offshore E&P industry;
 3. Proven. The technology must be proven, either through full-scale application or successful prototype;
 4. Broad Interest. The technology must interest and appeal to the industry;
 5. Significant Impact. The technology must provide significant benefits exceeding existing technologies;
 6. Regional Impact. Address a uniquely regional industry need.
- For OTC Asia Spotlight on New Technology Small Business Award, a company must:
 1. Be independently owned and operated or a not-for-profit concern;
 2. Have no more than three hundred (300) employees for the preceding twelve (12) months; and
 3. Meet above all six (6) key technology criteria.
- Both hardware and software technologies are applicable.
- Judges are made up of representatives from the OTC Asia Oversight Committee.
- OTC Asia limits the number of winners to a maximum of fifteen (15) new technologies as rated by the judges.
- All entries, including completed Application Form, entry fee and all supporting documents MUST be submitted to OTC Asia by **13 September 2019** to otcasia@otcnet.org.
- Winning technologies will be notified in December 2019.



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TERMS & CONDITIONS

General

- This Programme is open to all exhibiting companies, including divisions and subdivisions.
- Application is limited to two (2) submissions per company.
- Only information submitted in writing in the Application Form will be considered by the judges.
- The decision of the judges is final and incontestable.

Entry Fee and Payment Terms

- The entry fee for each Application Form submitted is USD 2,000.
- Upon receipt of the completed Application Form, an invoice will be issued to the Applicant. Application will only be accepted upon submittal of completed Application Form, supporting documents and payment.
- Payment is due on 13 September 2019. Payment may be made via telegraphic transfer or credit card.
- Payment for accepted application will not be returned or refunded.

Taxes

- Entry fee are made free and clear of, and without any deduction or withholding for and on account of, any taxes, duties or other deductions. Any such deduction or withholding, if required by the laws of any country are the sole responsibility of the Applicant.

Intellectual Property

- By submitting this application, Applicant represents that Applicant is the owner of the technology being submitted for consideration, and that the use, display, and/or publication of the technology will not infringe known intellectual property rights or any other right of any third party. Additionally, Applicant hereby agrees to indemnify and hold harmless OTC, its officers, directors, employees, agents, and representatives, from any and all claims, causes of action, damages, or fees that may be claimed by any third party relating to the technology submitted in connection with this application.

Disclaimer of Warranties and Representations by OTC

- Applicant expressly acknowledges and agrees that statements made by OTC concerning any technology submitted for consideration in the Programme shall not create any express or implied warranty on the part of OTC, and shall not constitute a representation of any kind by OTC concerning quality, performance, fitness, suitability for any general or specific purpose, or any other characteristic of such technology.

Limitation on Use of OTC Recognition

- Applicant expressly acknowledges and agrees that OTC is not making any warranties or representations in any statements that OTC might make concerning any technology submitted for consideration in the Programme. Further, each exhibiting company specifically agrees that it will not state or imply that OTC recognition of any technology submitted does create any warranty on the part of OTC or does make any representation by OTC concerning such technology.

Consent to Use Application Information

- Applicant agrees and consents to the use by OTC of any and all information, images, and materials provided in or in connection with this application, including but not limited to any video and description of winning technology that may be provided by applicant ("Application Information"), and that such Application Information may be used by OTC in any manner and at any time that OTC determines, in its sole discretion, in connection with the promotion of OTC and/or the Programme.

Confirmation of Accuracy and Obligation to Supplement Information

- Applicant confirms that the aforementioned information provided on this application form is truthful and accurate and that it has complied with all of the requirements of the Programme. Applicant also agrees and understands that it has a continuing obligation to update and correct any information provided on this application form or otherwise in connection with the Programme as soon as it becomes aware of such correction or updated information and that any failure to adhere to this provision may, in OTC's sole discretion, disqualify applicant from the Programme at any stage of the Programme, including subsequent to applicant's designation as a winning technology.

Privacy Policy

- OTC cares about the protection of your Personal Information. This Policy describes your data subject rights and choices regarding the Personal Information that you provide to us.
- OTC Privacy Policy describes the information practices regarding how the OTC, through its affiliated corporate entities, collects, uses, discloses, or transfers the Personal Information that you share with us or that we collect about you when you become an OTC member, attend one of our events or visit our websites, or use our mobile applications.
- Please visit our website at www.otcnet.org/privacy-policy for further details on OTC Privacy policy.

Governing Law and Jurisdiction

- This Contract will be construed and enforced in accordance with the laws of the State of Texas. All disputes arising out of or in connection with this Contract shall be referred to exclusive jurisdiction to the federal and state courts of Collin County, Texas.

Disclaimer

- OTC reserves the right to change the Event date(s), venue or to cancel the Event should circumstance beyond its control arises.
- OTC will not be liable to you for any damages, costs, losses or expenses of any kind incurred or suffered by the Applicant as a result of or in relation to OTC modifying, postponing or cancelling the Event or any part of the Event.
- The Applicant acknowledges and agrees that by signing the Application Form, the Applicant accepts these Terms & Conditions and agrees to be bound by them.



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APPLICATION FORM

This is an application form ("Application Form") for the OTC Asia Spotlight on New Technology awards programme ("Programme") at the **Offshore Technology Conference Asia** ("Event"), which the undersigned company ("Applicant") agrees to the Offshore Technology Conference ("OTC") requirements and Terms & Conditions as set forth in this form. The Applicant does hereby submit an application for the Programme in conjunction with the Event which will be held on **24 – 27 March 2020** at the **Kuala Lumpur Convention Centre in Kuala Lumpur, Malaysia**. The individual ("Authorised Representative") signing this Form represents and warrants that he/she has the requisite authority to execute this Form on behalf of the Applicant.

APPLICANT INFORMATION			
Company Name			
Mailing Address			
City		State/Province	
Postal Code		Country	
Office Phone		Office Fax	
Company URL			
Contact Person First Name			
Contact Person Last Name			
Job Title		Email Address	
Direct Line		Mobile Phone	
I would like to receive updates on products, services and events from OTC. <input type="checkbox"/> Yes <input type="checkbox"/> No			
If yes, your information will be used in accordance with OTC Privacy Policy and you can unsubscribe at any time by sending your request to otcasia@otcnet.org .			

ENTRY FEE			
Description	Fee Per Submission	Tick (✓)	Amount (USD)
Entry Fee	USD 2,000		

PAYMENT SCHEDULE
Full payment (100%) due on 13 September 2019

OTC Contact:
Stephanie Whitelaw
 Project Manager – OTC Asia
 Telephone: +60 3 2182 3141
 Email: swhitelaw@otcnet.org

PAYMENT METHODS
<input type="checkbox"/> Telegraphic Transfer Bank details will be provided in the invoice.
<input type="checkbox"/> Credit Card OTC accepts American Express, Visa, MasterCard and Diners Club and payment will be processed in US Dollars only. You will receive an email with instruction on securely submitting your payment.

ACCEPTED BY (Applicant MUST Sign Here):		
Authorised Representative Signature	Full Name and Job Title	Date



OTC ASIA SPOTLIGHT ON NEW TECHNOLOGY™ FOR OTC ASIA 2020 EXHIBITORS

APPLICATION FORM

Please complete the following application questions. For winning technologies, information provided will be used in OTC Asia marketing/PR materials.

TECHNOLOGY INFORMATION

1. **Official Name of Technology**
Include all notations of trademarks, as this is how the technology name will be listed on all OTC Asia materials, including statements to the media.

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2. **Company Name**
This is how the company name will be referred to on all OTC Asia materials, including statements to the media.

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3. **Booth Number in OTC Asia 2020**

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4. **Company URL**
This is the site to which OTC Asia will link from the page on the OTC Asia website about your winning technology.

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5. **Company Mailing Address**

Address			
City		State/Province	
Postal Code		Country	

6. **Primary Contact**

First Name		Last Name	
Job Title			
Email Address		Direct Line / Mobile Number	

7. **Marketing or Public Relations Contact**

First Name		Last Name	
Job Title			
Email Address		Direct Line / Mobile Number	

8. **Company representative(s) to be recognised for technology's development (Disclose all responsible)**

First Name		Last Name	
Job Title			
Email Address		Direct Line / Mobile Number	

9. **Chief Executive Officer**

First Name		Last Name	
Job Title			



OTC ASIA SPOTLIGHT ON NEW TECHNOLOGY™ FOR OTC ASIA 2020 EXHIBITORS

APPLICATION FORM

TECHNOLOGY INFORMATION *(Continued)*

10. **Date that the technology development was completed**

Month		Year	
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11. **Technology was first offered to the marketplace**

Technology is required to be offered to the marketplace in a ready-for-commercialisation state less than two years prior to the application deadline (dating between 13 September 2017 and 13 September 2019).

Month		Year	
City/State		Country	

12. **Has this product been described or advertised in any publication?** Yes No

If yes, please provide details and provide copy of advertisement (i.e. ad, purchase order):

13. **Has a patent been applied for or granted?** Yes No

Patent (Issued or Application) Number	
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14. **Please select below one or more OTC Sponsoring Organizations which would be most applicable to review and rate this technology**
If you do not know, the rating committee will choose on your behalf based on the technology descriptions you have provided

- American Association of Petroleum Geologists (AAPG)
- American Institute of Chemical Engineers (AIChE)
- American Society of Civil Engineers (ASCE)
- ASME International Petroleum Technology Institute (ASME)
- Brazilian Petroleum, Gas and Biofuels Institute (IBP)
- International Association of Drilling Contractors (IADC)
- Institute of Electrical and Electronics Engineers - Oceanic Engineering Society (IEEE-OES)
- Marine Technology Society (MTS)
- Petroleum Equipment & Services Association (PESA)
- Society of Exploration Geophysicists (SEG)
- Society for Mining, Metallurgy and Exploration, Inc. (SME)
- Society of Naval Architects & Marine Engineers (SNAME)
- Society of Petroleum Engineers (SPE)
- The Minerals, Metals & Materials Society (TMS)



OTC ASIA SPOTLIGHT ON NEW TECHNOLOGY™ FOR OTC ASIA 2020 EXHIBITORS

APPLICATION FORM

TECHNOLOGY INFORMATION (Continued)

15. Based on the API* 17N scale, at what Technology Readiness Level (TRL) is this technology? Typically technologies with a TRL 4 or greater are the best candidates for the Spotlight on New Technology award. Please provide supporting evidence for the TRL through your "proven" description in Question 18 below.

*Table B.19-Definition of Technology Readiness Levels (TRLs) found in API RP 17N Subsea Production System Reliability and Technical & Management, 1st Edition (2009) in the Spotlight on New Technology 2016 Offshore Technical Conference Exhibitors Official Application Form which will be available online and presented at the OTC in Houston, TX May 1-4, 2017. "Reproduced courtesy of the American Petroleum Institute".

- TRL 0 Unproven idea/proposal – Paper concept. No analysis or testing has been performed
TRL 1 Concept demonstrated – Basic functionality demonstrated by analysis, reference to features Shared with existing technology or through testing on individual subcomponents/subsystems. Shall show that the technology is likely to meet specified objectives with additional testing
TRL 2 Concept validated – Concept design or novel features of design validated through model or small scale testing in laboratory environment. Shall show that the technology can meet specified acceptance criteria with additional testing
TRL 3 New technology tested – Prototype built and functionality demonstrated through testing over a limited range of operating conditions. These tests can be done on a scaled version if scalable
TRL 4 Technology qualified for first use – Full-scale prototype built and technology qualified through testing in intended environment, simulated or actual. The new hardware is now ready for first use
TRL 5 Technology integration tested – Full-scale prototype built and integrated into intended operating system with full interface and functionality tests
TRL 6 Technology installed – Full-scale prototype built and integrated into intended operating system with full interface and functionality test program in intended environment. The technology has shown acceptable performance and reliability over a period of time

16. Would you like to be considered for the Small Business Award? Yes No

If yes, confirm your company:

- is an independently owned/operated or is a Not-for-profit concern
has less than 300 employees for the 12 months prior to application deadline

17. Please provide a 200- to 250-word description of this technology.

Large empty text box for 200- to 250-word description of technology.

18. Please provide a 50-word description of this technology. To be used for OTC Asia marketing materials.

Large empty text box for 50-word description of technology for marketing materials.



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APPLICATION FORM

TECHNOLOGY INFORMATION *(Continued)*

19. Please describe how your technology meets each criteria (100-word maximum per criteria).

New. The technology must have been offered to the marketplace in a ready-for-commercialisation state less than two years prior to the application date (between 13 September 2017 and 13 September 2019). If previously advertised at OTC, it must not have been displayed for more than one conference. The technology must not infringe any known patents or other intellectual property rights of any third party.

Innovative. The technology must be original, ground-breaking, and capable of having a major impact on the offshore E&P industry. For example, an improvement in efficiency of an existing motor would not be considered unless it had the potential to change the way in which the motor would be used in the industry.

Proven. The technology must be proven, either through full-scale application or successful prototype testing. For example, a proposed new type of software in the development phase would not be considered applicable to this programme.

Broad Interest. The technology must have broad interest and appeal for the industry. For example, a new type of valve would not be considered new technology or of broad interest if it were simply a replacement of a previous valve at lower cost. However, the new valve might be considered to have broad interest if it had the potential to change the way in which valves impact or are used in the wider system that utilises the valve.

Significant Impact. The technology must provide significant benefits beyond existing technologies. Environmental impact is an important judging criterion.

Regional Impact. The technology must address an issue unique to the Asia Pacific region.