



Taking the complexity out of offshore working

HeliOIS is on a mission to optimise travel time for the offshore industry. With tailor-made aviation solutions companies save money, employees save time, and surprisingly, tailor-made aviation solutions also seem to save CO₂.

The commute to work for an offshore technician may very well look like this: Wakes up in his home. Drives two hours in his car to the airport in Copenhagen, Denmark. Flies to Amsterdam, Holland. Waits a few hours in the airport and flies on to Aberdeen, Scotland. Stays at a hotel overnight. Rents a car and drives to Inverness, Scotland, and finally boards a CTV that takes him and his colleagues to the wind park.

Now imagine instead, the whole crew meets in Copenhagen Airport, flies directly to Inverness in a chartered aircraft, where a helicopter awaits and takes them to the wind park. All this at a similar or smaller cost than travelling individually.

By optimising the journey to and from offshore workplaces, the industry can save valuable time for employees. Time that is better used working on the wind farm than travelling on a vessel, waiting in an airport and renting cars somewhere in Europe.

This is the mission that HeliOIS is on.

Less travel, more time on site

'We want to reduce travel time and hassle for people working in the offshore industry. There is no need for technicians to use loads of time on an exhausting journey, when it is so easy to do better. We want to bring 'McDonaldization' to the offshore industry. Efficiency and standardisation, with a special focus on uniformity of transportation and safety,' says Janni Andersen, CEO & Cofounder of HeliOIS.

Reduction of travel time may seem like a luxury, something that would be nice, but not

all that necessary. But, according to HeliOIS, this is the sort of innovation that the industry needs now, because optimising travel can ease some of the challenges that the offshore industry faces in the near future.

'Labour shortage is the all-important issue for the offshore industry. Therefore, it is pointless that employees spend unnecessary amounts of time in hotels, on public transport and in rental cars. That time is much better spent using their skills working on the wind farm. Imagine a technician working at a wind park for nine hours instead of four hours because they can travel there faster', says Andersen.

Transportation cannot keep up with growth

The offshore business is expanding, and due to the current focus on renewable energy the industry is expected to see even more extensive growth in the coming years. This expansion will stress the current system of transportation to and from offshore installations.

'More and more people need transportation to more and more sites. And the current system is not sustainable on a larger scale. We need new solutions that are holistic and innovative. The status quo cannot continue,' says Andersen.

The current system of transportation to and from offshore sites is based on crew transport vessels (CTV) that sail the crews back and forth. But the amount of CTVs is limited. And with the current post-pandemic shortage of steel and general supply chain challenges it is difficult to procure more vessels. Therefore,



Janni Andersen

the CTV fleets are not growing at a pace that can keep up with demand.

'The system of transportation for offshore needs more flexibility to keep up with demand. HeliOIS's concept is an addition to CTVs and commercial flights. So it adds flexibility to the system and more possibilities for companies. There is an urgent need for companies to release assets for other or new sites,' says Andersen.

Aviation experts

The HeliOIS concept is simple. Tailor-made, streamlined aviation solutions for the offshore industry. For example, chartered planes where the whole crew travels together to an airstrip by the shore and is picked up by a helicopter that takes them offshore to the wind park. With tickets, boarding, certificates, covid-test, PPE etc, all taken care of.

Or as Andersen puts it, 'Call us with any challenge regarding aviation offshore. We will use our experience and network to come up with a solution. Companies working offshore don't need to be aviation experts, because we are.'

Andersen has more than 15 years' experience with aviation logistics in different airline companies. With a vast knowledge of aviation and airports all over the world, she knows that using commercial flights is inefficient for the offshore industry. Commercial aviation favours travelling between large cities and is not designed to service the offshore industry.

'As offshore sites are rarely close to large commercial airports, commercial flights can almost never take you all the way. Typically,





the technician needs to rent a car at the airport and drive further to the harbour where he is picked up,' Andersen explains.

'But very often, there is a smaller airstrip closer to the ocean and the offshore site, which can easily land a smaller aircraft with 20-50 crew members. And a helicopter can take them the last distance offshore,' she continues.

HeliOIS wants to challenge the status quo and create new innovative solutions that save money, save time and CO₂.

'We are driven by the idea of creating a better travel experience for offshore workers. Working offshore is complicated enough, even without an exhausting journey to get there. We believe that the working environment offshore will improve, and employees will thrive, if they feel that they are being taken care of during the entire stay,' Andersen says.

Offshore service app

HeliOIS has released a travel app for smartphones, a good example of the

experience that the company wants to provide to its passengers: easy, hassle-free and everything in one place.

Passengers can include everything they need for the journey in the app. Of course, itinerary and tickets are available, but all the certificates needed for travelling and working offshore can be uploaded too. In addition, the passenger's employer can install safety videos, COVID-19 procedures, travel policies, etc.

'Everything you need for your trip is easy to find, in one place. You don't have to look in three different emails and on four different websites to find what you need,' explains Andersen.

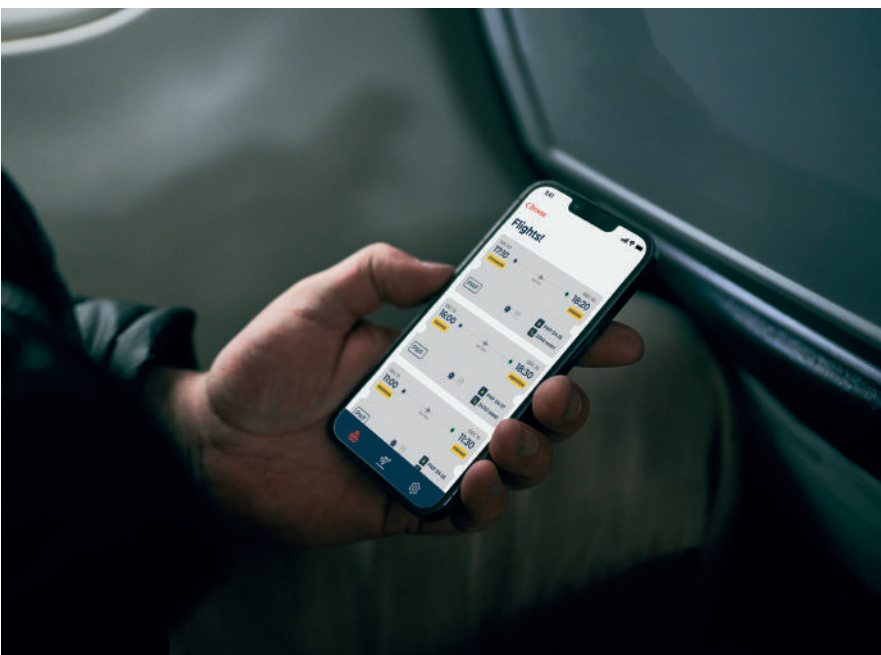
HeliOIS also makes sure employees get similar PPE on every trip, to minimize concerns and ensure it is the most suitable equipment for each task.

'When everything is consistent, travel information and documents are in one place on your phone, the safety briefings are the same, the PPE is the one you know, it is also safer. Consistency equals safety when working offshore, because the risk of misunderstandings is minimised,' explains Andersen.

A network of experts innovates together

To create new solutions for the offshore industry, HeliOIS employs a vast network of specialists in logistics, aviation and the offshore sector, each an expert in their field. For example, consultants who specialise in offshore logistics, drones, helicopters, covid-testing, inspection, etc.

HeliOIS works closely with HeliPPE,



specialists in PPE rental for offshore, and DHSS, experts in offshore energy logistics.

'To create innovation and new solutions that are second to none, we believe you must gather different people with different expertise and competencies. That generates a breeding ground where innovative solutions emerge,' says Andersen.

HeliOIS has chosen partners with similar values and that share its desire to create new customer centric solutions. For example, HeliOIS and its partners are contactable 24 hours a day 7 days a week, all year round.

Save CO₂

Another shared value is the wish to develop a more sustainable way to transport crews to and from offshore sites. Sustainable both in terms of CO₂ consumption and in terms of wellbeing for employees.

And they are already creating results. Transporting crew by helicopter rather than by boat may sound like a less sustainable solution in terms of energy consumption. But surprisingly it is not.

'A CTV and a helicopter consume the same amount of fuel per hour and carry the same number of passengers. But a helicopter is three to four times faster than a CTV, so it is actually a massive fuel reduction,' explains Andersen.

'Sustainability is close to our hearts, and it is an area that we are very focused on. The world needs new innovative solutions,' she continues.

Other offshore aviation services

HeliOIS also provides other aviation solutions for the offshore industry. In-house aviation



auditors are specialised in inspecting and auditing offshore helidecks, fuel stations, helibaskets and turbine blades. The company also has drone experts and in case of emergency they can provide air ambulances.

'We want to use our knowledge of aviation to contribute with solutions that make it simpler and safer for everyone to work in the hostile offshore environment,' concludes Andersen.

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