

## Adapting to the Context by Integrating Past Lessons and Innovations

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### ABSTRACT

As a famous Chinese proverb apparently says, crisis situations must be seen as opportunities and not as threats. These unstable situations trigger the need to revisit our way of thinking, acting, behaving, and sharing our habits, ideas, knowledge, cultures, and even revenues. They should also stimulate our creativity.

In today's environment, the oil and gas industry has to adapt. One of the ways is to make more (or at least as much) with less data and keep alive the challenge of finding/appraising and developing fields, while keeping in mind the economic aspect.

In this paper, our aim is to present Total's perspective. We will revisit lessons learned from past discoveries and subsequent economic developments (within a \$30 environment). These case studies from Total's portfolio encompass various contexts, from deep offshore, to stranded onshore, or foothills. Among other points, we will emphasize the way to work with limited data sets, when compared to today's standard full suite, usually put in place for exploration or appraisal programs and the use of a new technology not fully adopted by the industry. We will also examine integration, transverse, out-of-the-box processes we believe gave birth to rupture discoveries and how and why those new plays were invented.

To sum it up, we hope to raise discussion, on a back-to-basics approach, which has been too often forgotten over the last years. We hope to take away from the *arte povera* concept and apply a reasonable use of industry technology (while still supporting and accelerating innovation), as well as to enable integration and transverse thinking.