

## THE OBVIOUS CHOICE

With over 45 years of subsea experience in a range of sectors, and a leading reputation as an innovative Original Equipment Manufacturer, no one else offers the same level of in-depth knowledge and engineering skills as we do.

**The reason we know so much about maintaining and repairing your equipment is simple: we designed it.**



**OVER 45 YEARS  
OF SUBSEA  
KNOWLEDGE AND  
INNOVATION**



**ASSET  
MAINTENANCE,  
REFURBISHMENT  
& REPURPOSING**

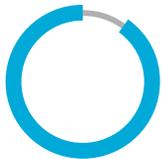


**EXPERTS  
AVAILABLE  
EVERY HOUR  
OF THE DAY**



**OFFICES IN THE  
UK, SINGAPORE,  
CHINA, BRAZIL  
AND HOUSTON**

## SERVICE ON ANOTHER LEVEL



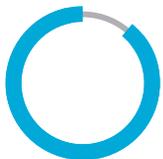
**90%**

said the customer service representative was very knowledgeable.



**80%**

said the first person they spoke to was able to answer their query.



**86%**

said their query was handled quickly and professionally.

Everything we do is geared towards prioritising your success.

Minimise risk and maximise profit with Services for the full life cycle of your asset.

**“We have had support by both email and phone whenever it was required, day or night. Excellent experience and a very good service.”**

– Bibby Offshore

**“When compared with the other OEM support, they are more knowledgeable and detailed but at the same time, explain things as simply as possible.”**

– COOEC

**“We have an excellent long-standing relationship with SMD. We were delighted with SMD Services’ upgrade of the Seamole Trencher which has significantly improved its power and capability.”**

– Prysmian Group

## KNOWLEDGE WHERE YOU NEED IT

Our strategically placed offices are there to give you support whenever you need it.

**Call us today to discuss a service package that’s built around you.**

**T: +44 191 234 2222**

### UK

Soil Machine Dynamics Limited  
Unit 2  
Tyne Dock  
Port of Tyne  
South Shields  
Tyne & Wear  
NE33 5SP

T: +44 191 234 2222

### China

SMD Shanghai Limited  
No. 321 Feizhou Road Lingang  
New Town  
Pudong New Area Shanghai  
China

T: +65 9066 4204

### Singapore

Soil Machine Dynamics  
Singapore Pte Ltd  
33 Ubi Avenue 3  
#01-59 VERTEX  
408868  
Singapore

T: +65 6576 9160

### USA

Soil Machine Dynamics US LLC  
21811 Katy Freeway  
Suite D111  
Katy  
Texas 77450

T: +1 713 338 3701



# ALL THE BACK-UP YOU NEED

At SMD Services we have the experience and expertise to deliver outstanding solutions, even in the most challenging and hazardous environments. The superior support and asset management service we offer can be tailored to suit your business's specific operational needs, and will be executed in the most timely and cost-effective way.



**IMPROVE  
ASSET  
PERFORMANCE**



**REDUCE  
OPERATIONAL  
RISK**



**REDUCE  
DOWNTIME**



**PREVENT  
COSTLY  
MISTAKES**



**REDUCE  
OPERATIONAL  
COSTS**

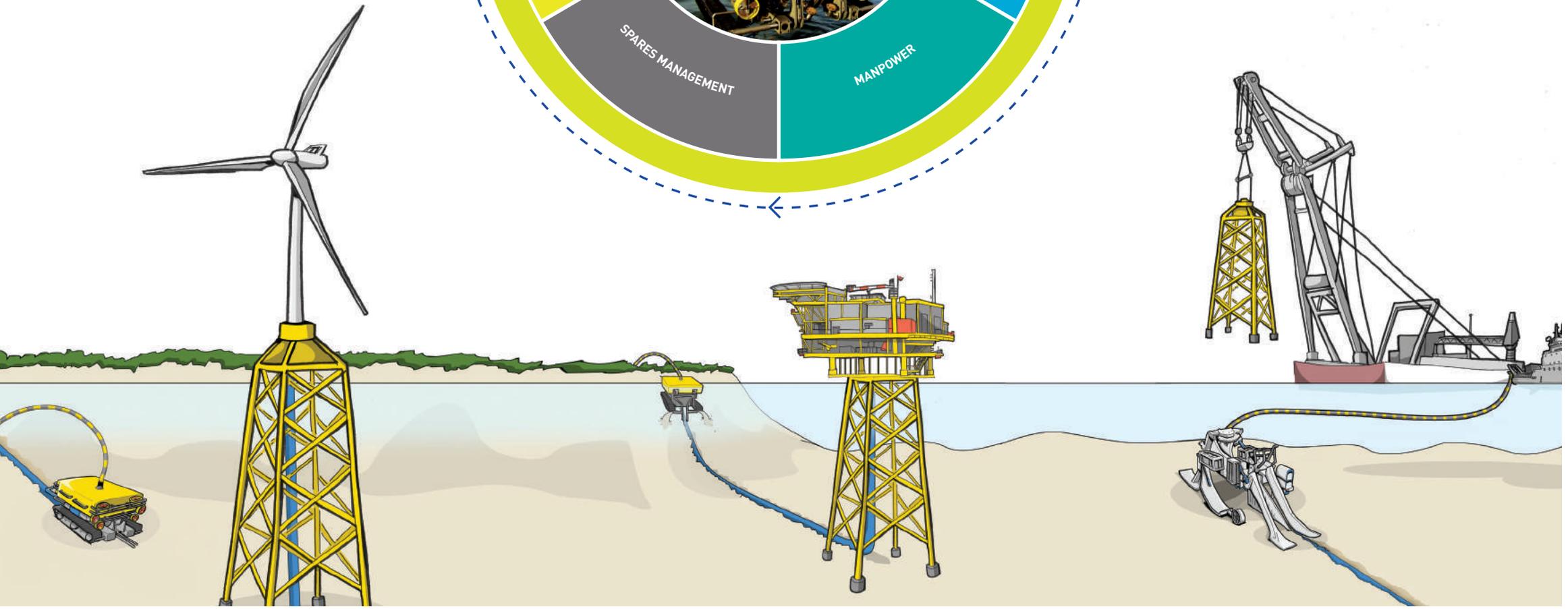
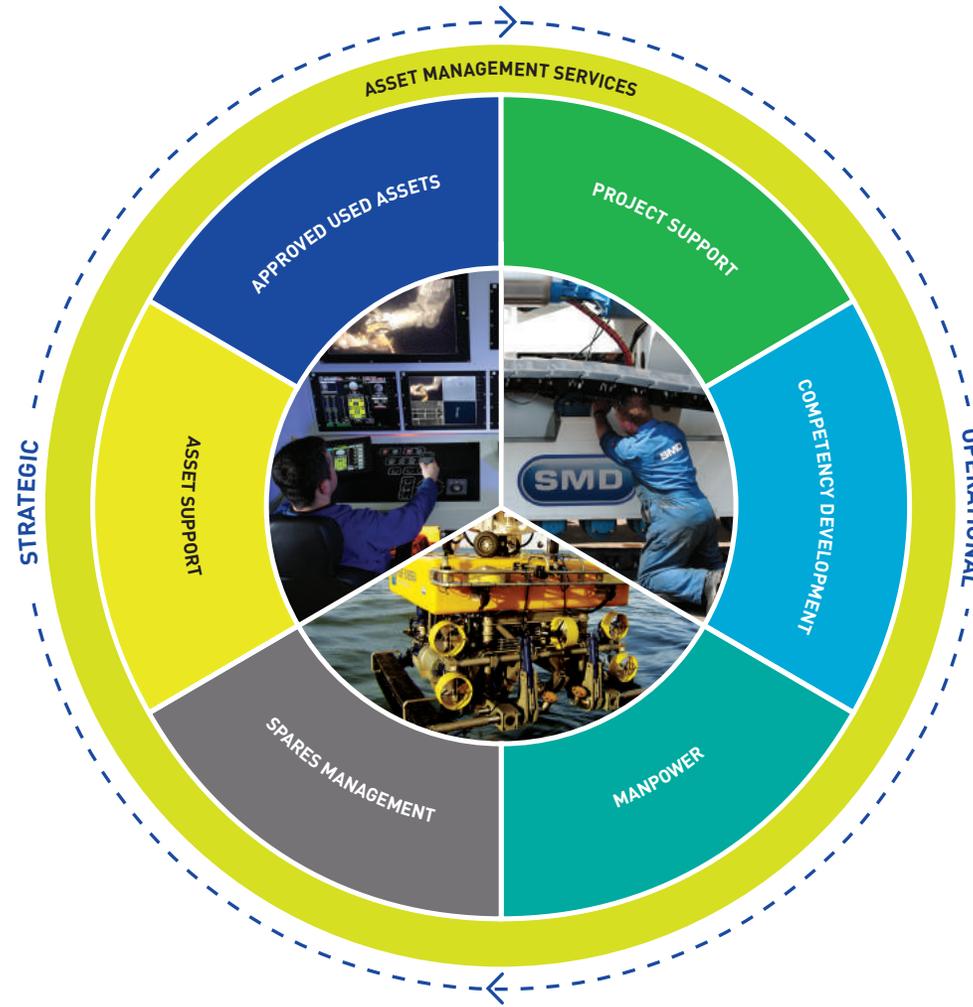


**ENSURE  
YOUR  
SUCCESS**

## EXPERTISE AT EVERY STAGE

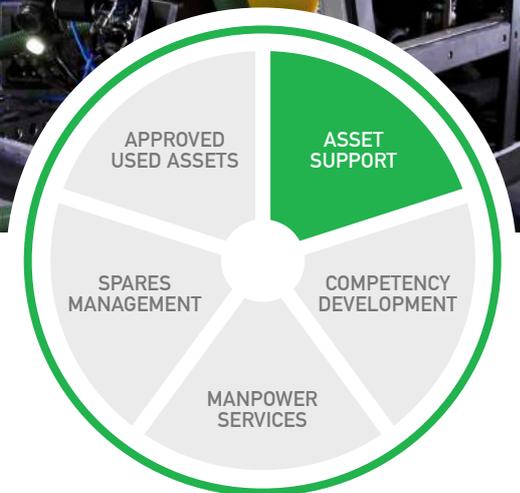
Our services are designed to support you throughout the entire project life-cycle, from acquisition to project delivery.

We have the capability, resources and expertise to support multiple operations; around the clock and on a global scale. From long-term support to emergency response, our extensive portfolio of services is there to back you up whenever and wherever you need it.



# ASSET SUPPORT

ASSET INSPECTION | REPAIR SERVICES | MAJOR REFURBS & LIFE EXTENSIONS | FUTURE PROOFING | UPGRADE & ENHANCEMENTS



Our range of Asset Support Services are focused on maximising the return on investment of your existing equipment to ensure you are always prepared for operations. Whether you require a small repair or a major refurbishment, our multi-disciplined engineering team will tailor support to meet your specific operational needs.

- Improve asset availability
- Reduce downtime
- Minimise operational risk
- Maximise long-term asset value

## ASSET INSPECTION

Asset integrity is the foundation of your operation, ensuring reliability and the maximum in-water time. As an Original Equipment Manufacturer (OEM), with over 45 years in the industry, we set the standard for asset integrity.

- Ensure equipment is in optimum condition
- Provide rigorous asset inspection services based on OEM standards
- Provide the very latest engineering advice
- Identify future points of failure
- Mitigate the impact of equipment breakdown

# ASSET SUPPORT

ASSET INSPECTION | REPAIR SERVICES | MAJOR REFURBS & LIFE EXTENSIONS | FUTURE PROOFING | UPGRADE & ENHANCEMENTS



## REPAIR SERVICES

Benefit from a rapid response team of experienced, specialist engineers and supply chain coordinators, who will develop engineered solutions and provide spares in an agreed timescale. This is supported by OEM level assurance to give you improved operator and end-customer confidence.

## FUTURE PROOFING

Unmanaged component obsolescence can present a serious risk to your operations. For over 45 years, we have been assisting our customers to continually monitor spares and ensure, the impact of obsolescence is managed to prevent delays to your operations.

## MAJOR REFURBS AND LIFE EXTENSIONS

Using the original design and build information, we recondition high-value assets back to factory standards. During refurbishments, we consider obsolescence, changes in industry legislation and customer operating trends. You also benefit from warranty packages which ensure continued support during your operations.

## UPGRADES AND ENHANCEMENTS

Overcome new project challenges and improve your asset capabilities through upgrading and enhancing existing equipment. SMD Services has extensive experience in developing bespoke solutions for our customers, including:

- Delivery of full engineering packages such as engineering build work, commissioning and testing
- Supporting highly flexible asset bases through a range of enhanced capabilities

# COMPETENCY DEVELOPMENT

OEM TECHNICAL TRAINING



As an industry leader in Competency Development, our globally delivered training courses are specifically designed to provide your operational and technical teams with the knowledge and skills they need to guarantee project success.

- OEM and industry focused training course
- Dedicated training team with extensive offshore experience
- On-site training available

## OEM TECHNICAL TRAINING

### Operator training

This course provides SMD equipment operators with the foundational knowledge they need to work safely and efficiently in all conditions. It also includes a comprehensive guide on how to utilise our manuals and technical drawings.

### Technician training

This is a more in-depth course aimed at developing foundational knowledge and increasing the skills required to perform more complex system configurations and fault-finding. The expertise individuals gain on the course will improve performance by ensuring a more stable system and helping to minimise asset and operational downtime.

### Engineer training

This is our most advanced OEM training course. It will give your personnel the skills they need to perform OEM level amendments, fault-finding and modifications to SMD systems. For industry-experienced crews, we also offer a bridging training course to provide delegates with an in-depth knowledge of SMD systems. All personnel who attend and successfully complete our OEM training syllabus will be added to the SMD validated skills database of operators and technicians.

# MANPOWER SERVICES

OFFSHORE ENGINEERS | OFFSHORE TECHNICIANS



**Our Manpower Services are always available where and when you need us. Our comprehensive support network of experienced technicians and engineers will ensure your operations stay up and running at all times.**

- OEM trained and vetted specialists
- Broad technical knowledge
- Ability to mobilise at short notice
- Dedicated point of contact to manage all resource needs

## OFFSHORE ENGINEERS

With vast experience of designing and manufacturing subsea assets, whatever your engineering challenge, our offshore engineering team are there to find a solution.

- Industry-leading engineering skills
- Engineering solutions on the front line
- Engineers who are qualified to degree standard as a minimum and fully trained on all current and legacy SMD products
- 24/7 access to shore-based emergency engineering support and tools for remote solutions

## OFFSHORE TECHNICIANS

SMD Services approved offshore technicians always provide the best skill set for the scope of work required. They are OEM trained and equipped with the very latest SMD technical product knowledge and they also have priority access to our global 24/7 support network.

# SPARES MANAGEMENT

REPAIR, UPGRADE & SERVICING FIELD KITS



Our range of Spares Management Services ensures fast access to OEM replacement parts to help you minimise downtime and secure high levels of asset availability.

- Over 45 years experience supporting customers with spares management services
- Access to OEM GA drawings and engineering data to aid in selecting correct spare
- Our parts are fully tested, quality assurance checked and certified as per OEM
- Flexible pricing - SMD is your one-stop-shop for all part requirements. Our spares are competitively priced to reduce your supplier base.



## REPAIR, UPGRADE AND SERVICING FIELD KITS

Carrying out repairs, upgrades and servicing in the field can be problematic with the potential to create unexpected downtime through a lack of spares and OEM lead work instructions. We can supply field kits which contain all the components, assemblies and specialist tooling your teams need for the task at hand, including detailed work instructions. This enables you to carry out repairs, upgrades and servicing in the field to maximise your operational availability.

# APPROVED USED ASSETS

OEM BROKERAGE SERVICES | OEM ASSET VALUATION SERVICES | ASSET LEASING | ASSET RECYCLING AND REPURPOSE



Our Approved Used Asset Services give you the choice and flexibility to expand your fleet using OEM repurposed and fully tested second-user assets.

- Refurbishment to original manufacturer standards
- As new performance and reliability
- New systems at a fraction of the cost
- Security around your capital expenditure or investment

## ORIGINAL EQUIPMENT MANUFACTURER (OEM) BROKERAGE SERVICES

We have extensive experience in providing brokerage services to both existing and new clients who wish to acquire subsea assets to create a new fleet or to grow an existing one. Through a global network, SMD Services is well placed to help you sell assets which are no longer required. In conjunction with our Asset Inspection Services, we can also assist you in acquiring used assets which are supported by warranty and service packages, and designed to give you the highest level of confidence in your new investment.

# APPROVED USED ASSETS

OEM BROKERAGE SERVICES | OEM ASSET VALUATION SERVICES | ASSET LEASING | ASSET RECYCLING AND REPURPOSE



## OEM ASSET VALUATION SERVICES

As an asset owner, you will be required to financially value your company's asset holding, whether this is to determine valuation for insurance purposes or to achieve an overall company worth calculation.

We will work with you to establish a quantifiable valuation of your company's assets, linked to the original manufacturer's standard, which will add credibility to your valuations.

## ASSET LEASING

SMD Services provides flexible asset lease options, designed to help you spread the cost of asset ownership in line with revenue generation. Typically, the asset ownership would be transferred at the end of the lease term. As we're in partnership with several finance institutions, we will always provide you with the best option to suit your needs.

## ASSET RECYCLING AND REPURPOSE

We offer various options for the disposal of your assets at the end of their economic operational lifespan.

By utilising our recycling and repurposing service, you can benefit from residual asset value, and potentially realise additional asset capabilities. This means you save on costs and improve operations and profitability for your company.