

AKINDELE (AKIN) OLUFOWOSHE

Katy Texas

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Attention: Human Resources Bureau Chief

Dear Ms. Sarah McDaniel Valencia,

RE: Commissioner, New Mexico Public Regulation Commission

I'm writing in response to your recently advertised position as referenced above.

I am quite versatile and very knowledgeable on variety of areas of human endeavors including but not limited to global energy, telecommunication, environmental, legal, negotiations, contract management, finance, economics, planning, supply chain management, asset management, regulatory agency policy implementation and management, etc. My domestic and international experience across several jurisdictions is a unique value-adding competency that I will bring into the position, and I will be most honored if given the opportunity to put my knowledge to work for, and, positively contribute to the advancement of the great state of New Mexico.

My extensive career journey has been blessed with educational background in engineering (bachelor's degree), business and legal (both at graduate levels). I have extensive and diverse background in engineering, operations, planning, project management, economics, geopolitics, supply chain, in addition to an excellent track record of leveraging my business administration and legal skills to deliver exceptional value to my employers.

I am a US citizen with a conservative political leaning but I have supported both the Democratic and Republican Parties in several elections.

My unique competency of been able to leverage engineering, business, and legal with other facets of life such as finance, economics, politics, energy, trade, environment among others, and extensive knowledge of policy formulation, implementation and management will be additional skills set I will be bringing to the Commission.

Look forward to hearing from you soon.

Sincerely,

A.O

Akindele (Akin) Olufowoshe

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ENGINEERING & MANAGEMENT LEADER

Leveraging engineering, business & legal skills to deliver continuous value & cost optimization to energy stakeholders.

Analytical and collaborative solution provider with multiple skills in engineering, operations, planning and economics, legal, research and development, and project management in all facets of energy systems (such as oil and gas, renewables, hydrogen, nuclear, EVs, etc.). Lead technology development, validation, implementation, and certification, and translating complex problems into simple actionable process with measurable value proposition.

Providing broad range of engineering, operations, legal, contracts (including but not limited to International Master Agreement negotiations, system integrations, program management, expert energy investment guidance etc.) services across multiple oil and gas companies and investment banks - without compromising quality, standards, and compliance expectations. Fluent in English, Dutch, and French. Expertise includes but not limited to the following.

Business Process & Management | Process Safety | Project & Risk Management | Technology Implementation & Management | Local Content Strategy Formulation | Engineering & Operations Management | Contracts Negotiations & Compliance Monitoring Consulting and Agile Solutions | Customer Relationship Management | Reporting & Analytical Presentations | Technology Development & Qualification | Legal Guidance in Energy and Natural Resources Investment.

PROFESSIONAL EXPERIENCE

CONSULTANCY SERVICES: Energy Systems and Investments to Oil & Gas IOCs & NOCs, Private Equity Firms, etc. 2021 – Present

Consultant

Accelerating on-demand expert guidance for both Onshore and Offshore energy investments to global investments and private equity firms.

- Providing strategic guidance (in engineering, economics, supply chain management, geopolitical, etc.) on energy systems, (such as oil and gas, renewables, hydrogen, nuclear, EVs etc.) dynamics in transportation, heating, water resources management and manufacturing. Guidance on risks (economics, legal, geopolitics, engineering reliability, etc.), and mitigation factors, energy transition strategy, etc., are also being provided.
- Achieving cost leadership (more than 50% cost avoidance in most cases) on energy, oil, and gas resources investment decisions. Through expert guidance to private equity firms.

2015 – 2020

GLOBAL OFFSHORE RIGS CATEGORY MANAGER AT CHEVRON UPSTREAM, Houston, Texas

(Retired)

Global Offshore Rigs Category Manager

Led Offshore Rigs Category annual spends of \$1.2B.

- Accelerated integration of Deepwater and Shelf Rigs Category Management into a single Offshore Category instead of 2 with combined annual expense of over \$1B with over 10% annual savings.
- Managed stakeholders' interface and relationships including but not limited to country regulatory requirements, immigration processes and procedures for project resources etc.
- Achieved capital stewardship (with more than 25% cost avoidance in most cases) through expert advice to business units and major capital project teams on offshore rigs market dynamics (sourcing strategy, cost estimates, contracting strategy & management, etc.).
- Enhanced global drilling units' contracting strategy with focus on capital stewardship - maximize returns, optimize efficiency without compromising health, safety, security, and environment for Chevron enterprise. Accomplished at least 20% cost avoidance regularly.
- Facilitated integrated services contract into offshore rigs contracting strategy, first in Chevron enterprise with cost savings of 15%+.
- Facilitated refurbishment of company-owned rig on a TLP platform as integral part of a drilling contract with more than 25% cost savings, a first in Chevron enterprise.
- Achieved exit strategy with offshore drilling rigs' contracts across the enterprise with 20%+ cost avoidance in most cases.
- Provided engineering and category management support to most offshore major capital projects – such as Gorgon & Wheatstone in Western Australia, Rosebank in UK North Sea sector (prior to divestment to Ithaca), and Anchor, Ballymore, Big Foot, Stampede (all projects in GOM).

Global Rigs Category Manager – Shelf / Deepwater

2011 – 2015

Managed Global Shelf Rigs (about \$300M in annual spend from 2011-2014) and Deepwater Rigs (about \$1B spend from 2014 - 2015) with consistent annual savings of about 10%.

- Developed and led contracting strategy and category management for global Deepwater (drillships, and semis) and shelf drilling units (jack-ups, swamp barges, tender assisted and platform rigs) across all Chevron business units. Strategy accomplished cost savings of about 10% regularly.
- Negotiated contracts (including multiple International Master Agreements) for Offshore Rigs with major contractors and achieved more than 20% in cost avoidance.
- Mentored to subordinates and colleagues on career development - more than 90% of former subordinates are currently occupying leadership positions within organization.
- Provided engineering and category management support to most offshore major capital projects – such as Angola LNG, Papa-Terra, and Frade projects in Brazil, etc.

Petroleum Engineer at Saudi Aramco

2009 – 2010

Facilitated program development and daily operations management for Deep Gas Drilling Project at Saudi Aramco.

- Provided Petroleum Engineering services (develop drilling program and manage well construction activities such as formation evaluation, mud engineering, directional drilling, casing running and cementing, completion services, etc.) for extended reach and high temperature and pressure wells, attaining more than 15% in capital stewardship.
- Managed complex formation evaluation situation with more than 25% production increase (versus estimated technical potential).
- Mentored younger engineers (about 5) in leadership and supervisory skills and expectation.
- Managed multi-disciplinary team, facilitated, and coordinated timely delivery of wells with 100% of technical potential being met all the time.

Consultant Project Manager, West Africa

2008/2009 and 2010/2011

Consultant Project Manager / Contract Advisor for Deepwater Rigs and Ancillary Services.

- Managed joint industry projects (about \$1.8B Budget), involving Chevron, Eni, Addax, Total, Petrobras, Kosmos, BG, and Shell, on sharing of Deepwater Rig and Ancillary Services. Responsibilities include but not limited to interface management with all stakeholders (IOCs, NOCs, and Service Providers): ensuring regulatory compliance, cost, and operations management among partners etc.
- Achieved 10% local content implementation in Deepwater offshore rig operations, first in Deepwater operations in Nigeria.

Lead Engineering Specialist / Project Manager – Halliburton / Enventure, Houston, Texas, USA

2002 – 2008

Lead engineering development and applications of solid expandable technology in well construction (with 5 US Patents).

- Supervised various Engineering, Operations, SCM (Products Pricing Strategy, Contracts and Category Management) and Management roles - delivered 80% gross profit margin on most products. Also served as Company in-house expert on Landmark Well Engineering software).
- Provided cost guidance to senior management on product development and marketing strategy and delivered 80% gross profit target.
- Lead Project Engineer to world first commercially viable MonoDiameter systems (Phases 1 & 2). Negotiated rig and services contracts for field tests in Q4 2004 (Houston, TX) and Q1 2007 (Duncan, OK). Led and obtained Technology Certification with DNV.
- Installed first solid expandable tubular projects in India (for ONGC) in 2003. Projects performed through a turnkey contract. Designed and executed drilling operations and installation of expandable tubular across horizontal section in 2 wells offshore India with more than 25% overall well cost reduction.

Additional Related Experience

PDO Oman, Sultanate of Oman - Consultant Operations Engineer (2001 – 2002)

Shell Nigeria - Senior Well Engineer, Well Engineer, Toolpusher, Driller (1987 - 1995, 1999 - 2001)

Nederlandse Aardolie Maatschappij NAM, Netherlands - Well Engineer (1995 – 1999)

EDUCATION

Master of Legal Studies (MLS) in Energy and Natural Resources Law, The University of Oklahoma (OU)

Doctoral (PhD) work in Applied Management and Decision Science, Walden University

Master of Business Administration (MBA) Technology Management University of Phoenix, Phoenix, Arizona

Bachelor of Engineering (B.Eng.) Chemical Engineering University of Port Harcourt, Nigeria

CERTIFICATION

- Google Certificate in Data Analytics – Ongoing
- Chevron: Leadership (Manager's and Supervisor's Essentials), Compliance (Competition Law, Business Conduct & Ethics Code, Leading with Integrity, Data Privacy), Capital Stewardship Organizational Capability (CSOC Regular) etc.
- Shell: Phases 1 and 2 training for Petroleum Engineering disciplines; including HSSE and, Oil & Gas Economics [EP01 & EP03] etc.

MEMBERSHIPS

- Member American Society of Engineering Management - presented one peer reviewed paper annually (since 2012).
- Member Society of Petroleum Engineers (SPE) - presented 2 peer reviewed papers since 2015.
- Member American Association of Drilling Engineers - partnered with multiple teams to raise more than \$2MM for local non-profit organizations in at least 3 annual fund-raising events since 2013.

VOLUNTEER WORK

- District 5890 Rotary Youth Exchange committee (Rebound Chair) since 2022
- Society of Petroleum Engineers - Mentored at least 2 professionals and students annually since 2012. Scholarship Committee
- Houston Food Bank - volunteered at least 4 hours to pack food every year (in addition to annual matching financial gifts).
- Completed water wells (for about 10 communities) in Honduras with Living Water International in Summer of 2016
- Collaborated with other Rotary clubs around Texas to implement Rotary Specialty Registration Plate in the State of Texas during 2008/2009 with 25% of proceeds supporting medical research in Tuberculosis (TB).