



# THE YNC'S OF THE ROV BUSINESS

Steve Van Meter

**YNC's:**

**Yes!**

**I Can Do  
That.**

YNC's:

**NO!**

**That's Not  
What I Do.**

YNC'S:

The

**COST**

To Do That!



**Reality  
#1  
Today's  
Business  
Office**





**Reality  
#2  
Of  
the  
ROV  
Business**



**Reality**

**#3**

**Nothing**

**Is**

**Easy**

# **CLIENTS**

- Where Can I Find Them?**
- How Do I Find Them?**
- How To Keep Them!**



# Think Like A Client

## What Benefit Does the ROV Provide:

- **Solution to Problem**
- **Safety**
- **Cost Efficiency**
- **Speed and Ease of ROV Intervention**
- **Only Alternative**

# Establishing A Fee

## Various Models

- Hour
- Day
- Task
- Fixed Price Plus
- Donation
- Expenses

**Steve = Day Rate**

**Key Principal = Rigid Flexibility**

# Fee Structure

**Establishing a fee for services can be painful**

**Considerations:**

- **Value to the Client**
- **Cost of Doing Business**
- **Risk**
- **Location**
- **Time Away From Other Work**
- **Cool or Fun Factor**
- **Public Service**
- **Alternatives Available to Client**

# Quotes vs Contracts

- **No Formal Written Contract**
- **Verbal OK with Follow Up Email to Confirm**
- **Quotes Based on:**
  - **Mobilization**
  - **Days of Service**
  - **Demobilization**
  - **Normally Same Day Rate**
  - **Sliding Scale for Length of Work**
    - 1-7 Days - 8-15 Days - 16-30 Days**
- **No Matter What, Have Bottom Line Rate --**



# Missions

**Client:** Contractor To Pemex

**Location:** Southern Gulf of Mexico

**Fee Basis:** Day Rate + OP







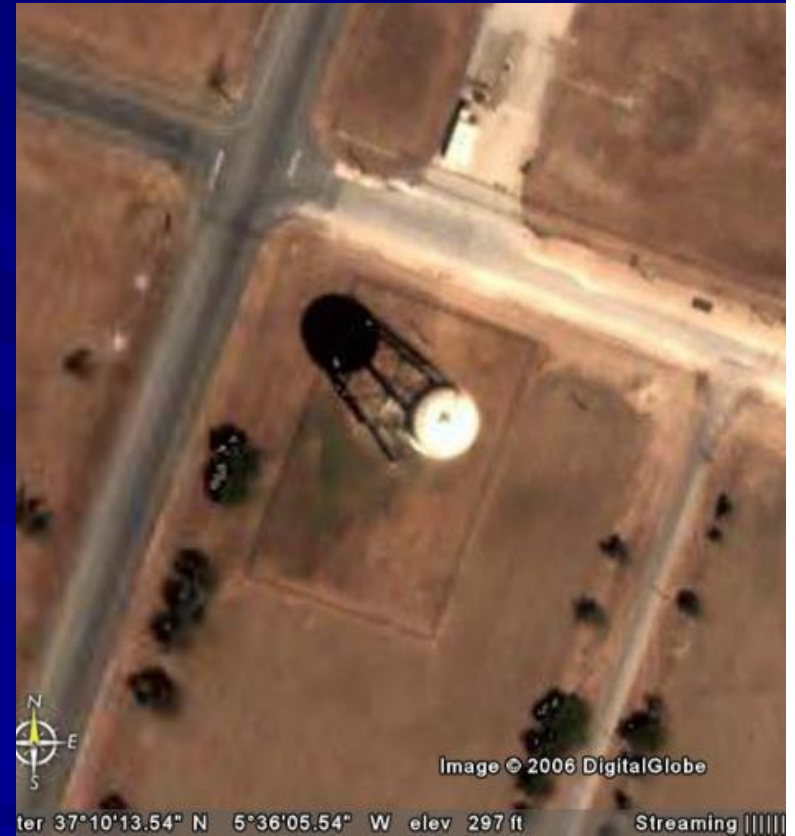
**Client:** US Air Force

**Location:** Moron, Spain

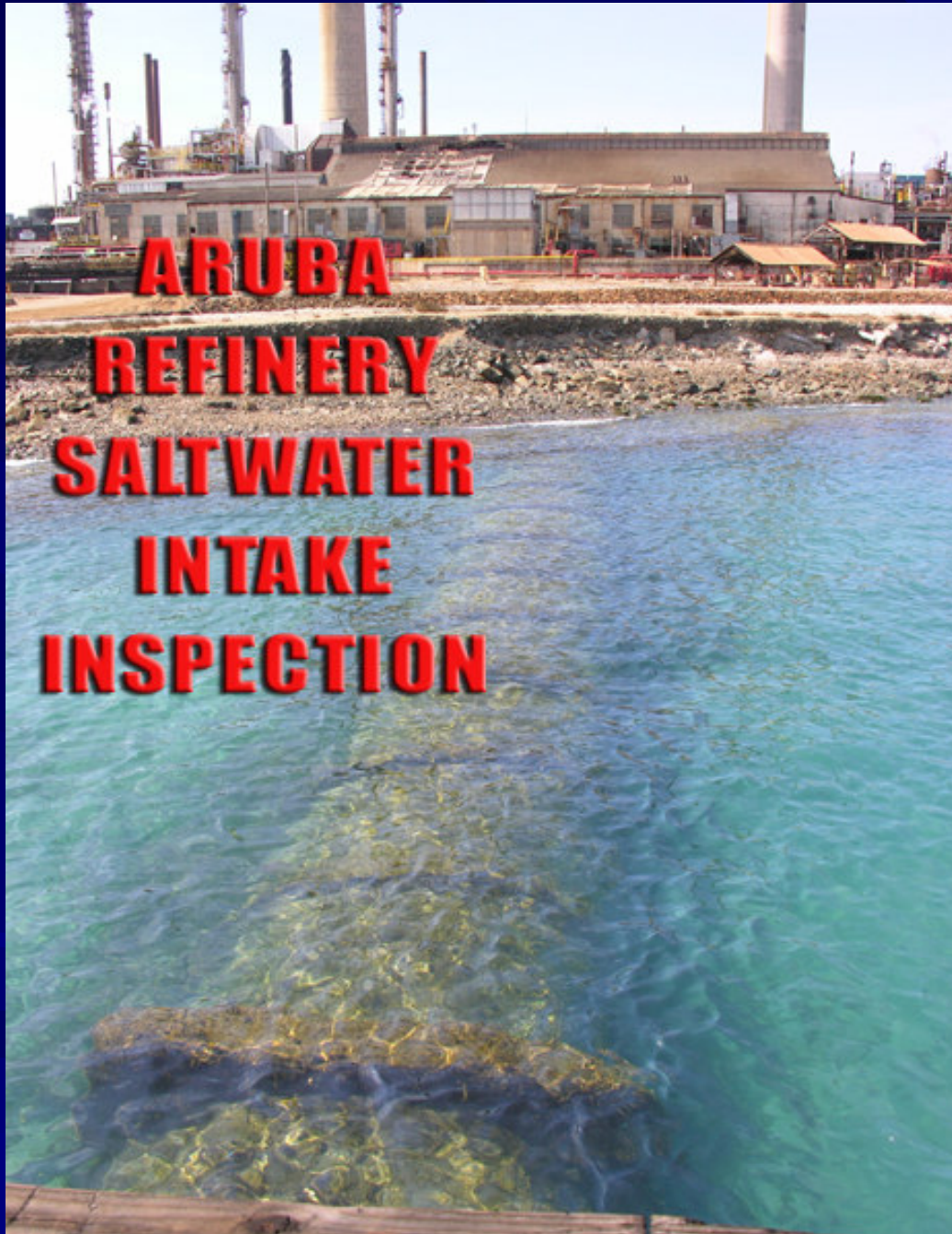
**Fee Basis:** Day Rate



# Moron Air Force Base, Spain







**ARUBA  
REFINERY  
SALTWATER  
INTAKE  
INSPECTION**

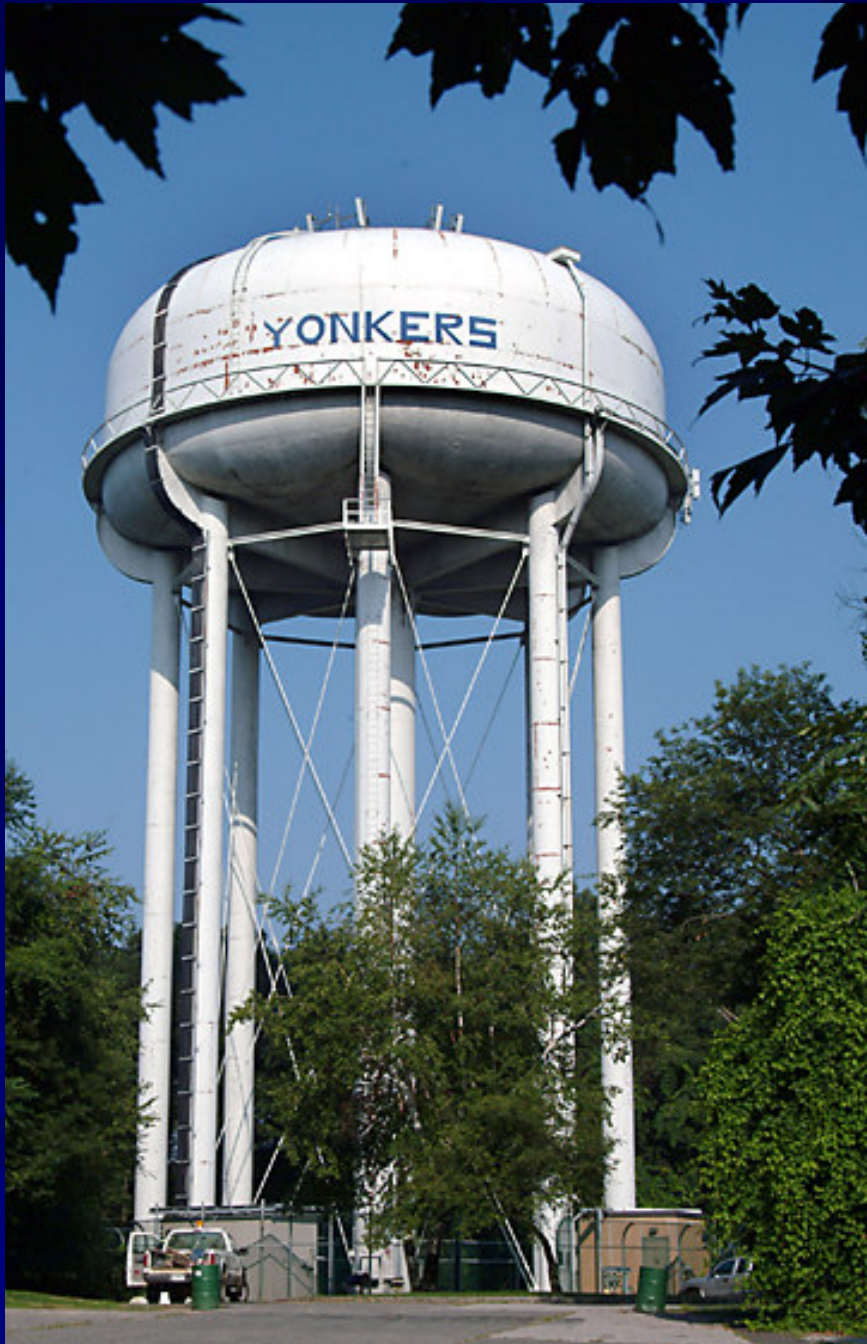
**Client:** Engineering Firm

**Location:** Aruba

**Fee Basis:** Fixed + OP







**Client:** Engineering Firm

**Location:** Yonkers, NY

**Fee Basis:** Per Tank + OP







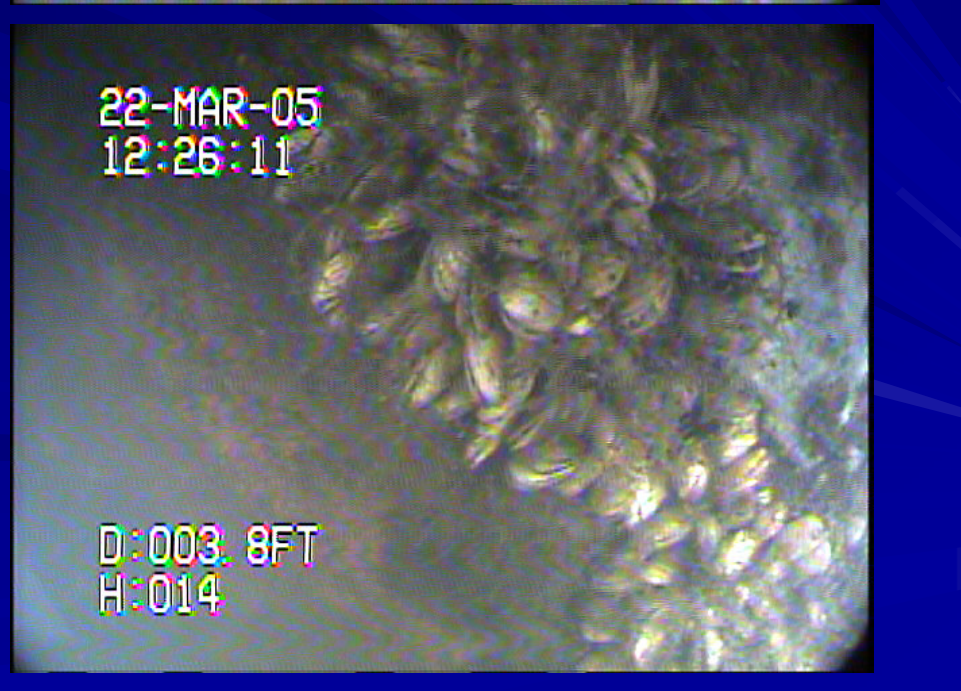
**Client:** Dive Company

**Location:** South Florida

**Fee Basis:** Day Rate + OP











**Client:** Work Boat Company

**Location:** Port Fourchon, LA

**Fee Basis:** Day Rate





**Client:** Wall to Wall Productions  
for Discovery Channel

**Location:** Gulf of Mexico

**Fee Basis:** Day Rate + OP





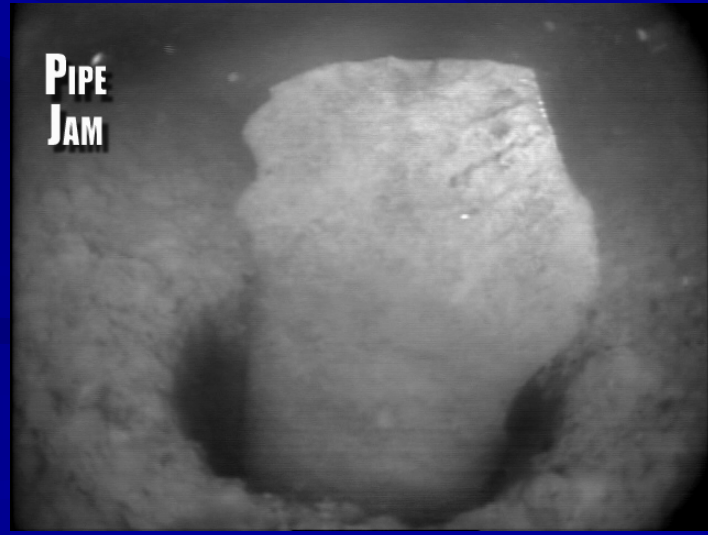
**Client:** Utility Power Plant-  
Dive Contractor

**Location:** Four Corners, NM

**Fee Basis:** Day Rate + OP







# New Mexico Humor



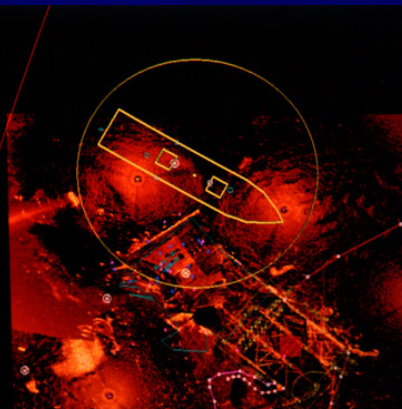


**Client:** BP-USA via  
**Oceaneering Intl.**

**Location:** Gulf of Mexico

**Fee Basis:** Day Rate + OP

08/21/06 16:59:44  
Ocean Intervention II  
True Hdg: 120.3Deg  
CMG 104.8Deg Spd: 0.0Kts  
To Plume Source  
Rng: 129.20R Azi:187.8Degs  
16:59:44

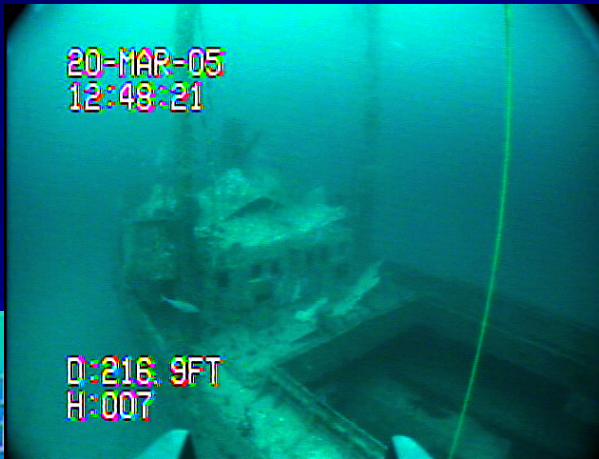
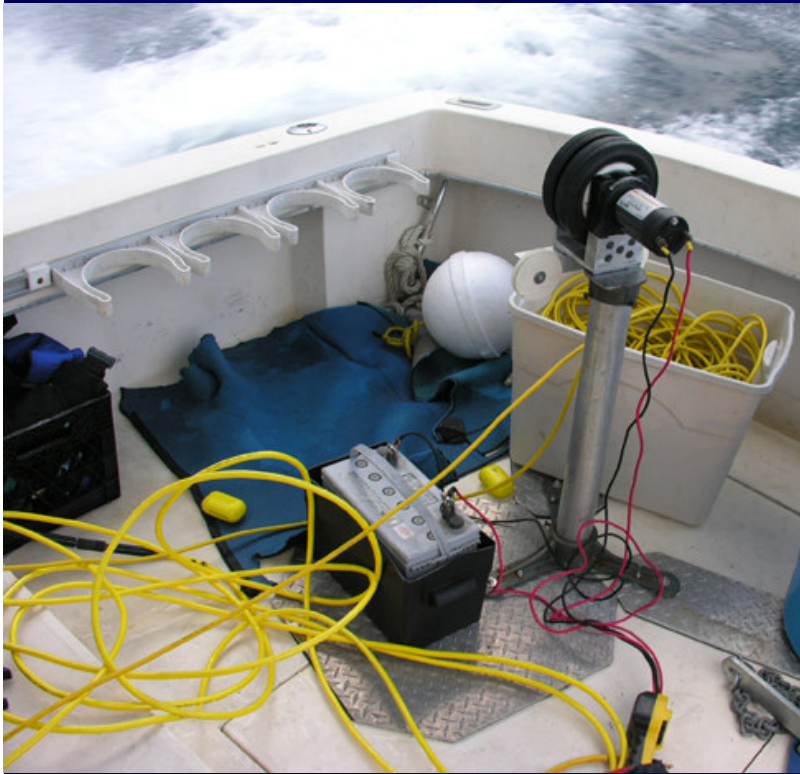




**Client: NOVA University**

**Location: Ft. Lauderdale, FL**

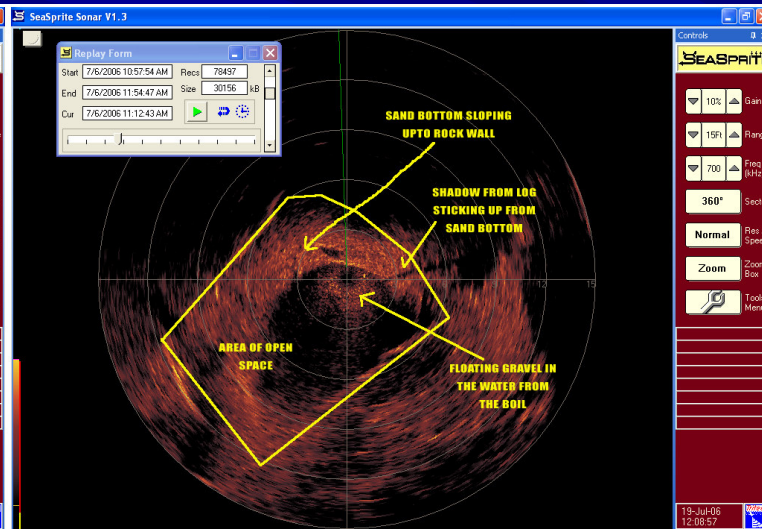
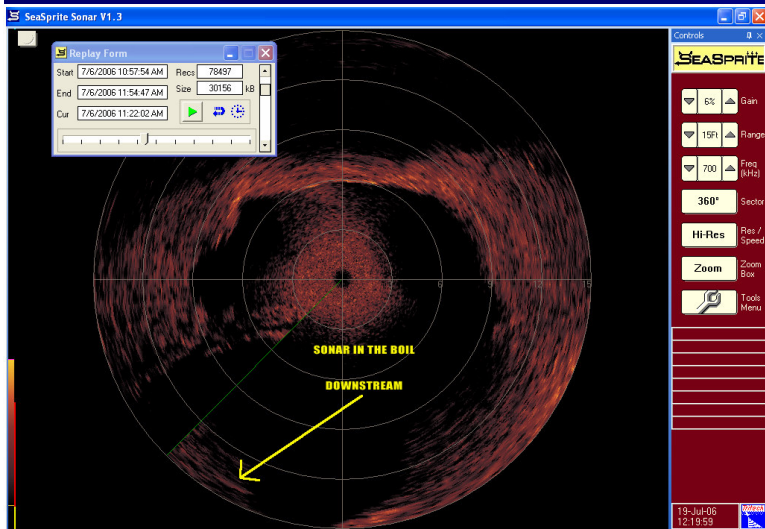
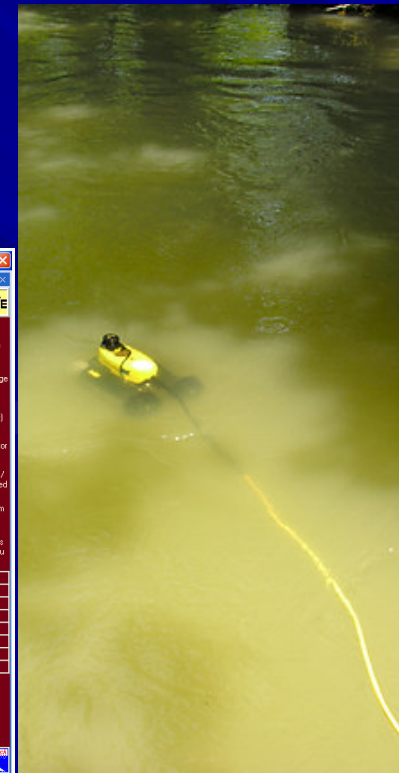
**Fee Basis: Day Rate**







**Client:** Engineering Firm  
**Location:** Liberty, TN  
**Fee Basis:** Day Rate + OP







**Client:** US Navy  
**Support Contractor**

**Location:** Monterey, CA

**Fee Basis:** Per Tank





# Potable Water Tank Inspections



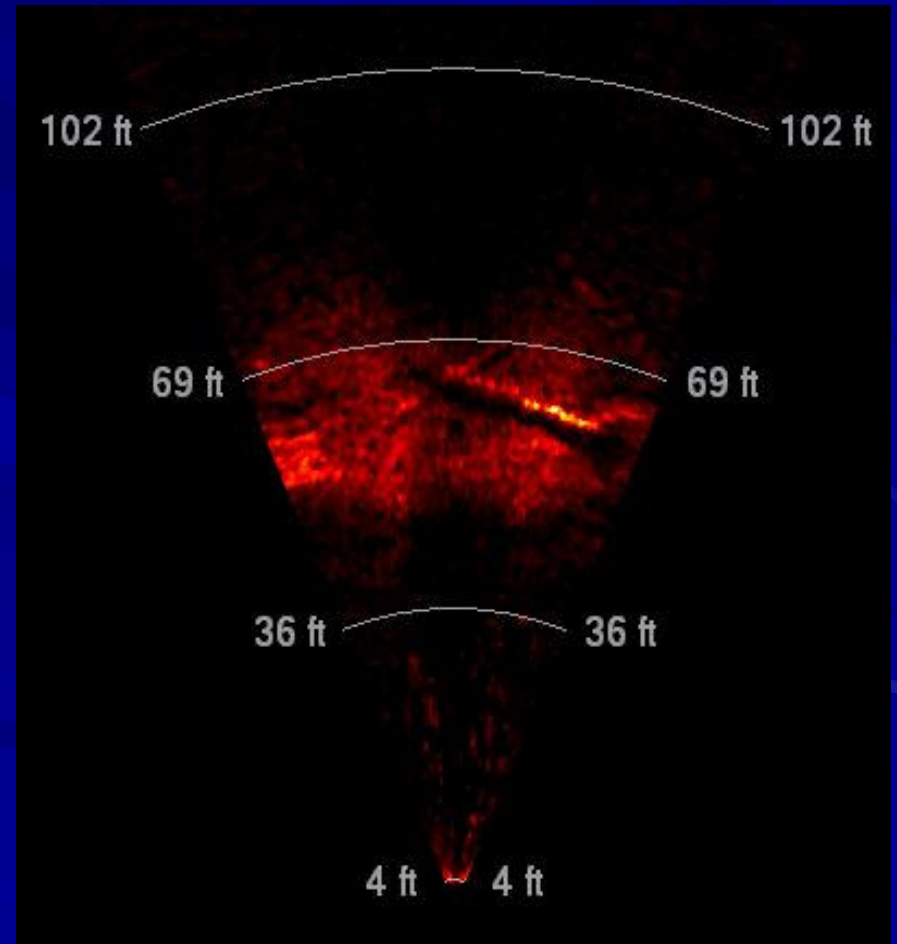


# THE HUNT FOR SPUD

**Client:** US Navy Contractor

**Location:** Port Canaveral, FL

**Fee Basis:** Day Rate



# **My Formula For Success**

- **Passion for Your Work**
- **Positive Attitude/Outlook**
- **Persistent Approach – Don't Give Up**
- **Educate Self & Customers**
- **Embrace Technology**
- **Adapt, Improvise, Overcome**
- **Mistakes are Opportunities to Learn**
- **Network With Others**

**What Ever  
It Takes!**