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Reference Letter for XP Sea SAS

Eolfi SAS, a subsidiary of the Shell Group, has contracted the services of XPSea SAS, from 13/01/2022 to 31/07/2022 and subsequently extended this contract to 31/01/2023.

The services delivered under this contract aimed at supporting Shell's participation in the AO5 250 MW Floating Offshore Wind tenders in South Brittany France, for which Shell pre-qualified as a member of a consortium with Valeco, a subsidiary of EnBW and EMP as subsidiary of Caisse des Depots. The scope of the services was also extended to supporting the AO6 2x250 MW Floating tender in the French Mediterranean Sea. These tenders set the economic framework for multi-billion USD investments with complex logistics and operations, and are the first tenders globally for commercial scale floating wind development.

In the context of the XP Sea services, Pierre Cordier provided Project Technical Management services for the consortium team supporting the bid preparation.

The scope of the services included managing and coordinating the technical aspects of the bid including 3 external conceptual design studies, and multiple Requests For Proposal from various suppliers and contractors. The joint technical team assembled multiple disciplines including work package managers (turbine, floater, inter-array cables), transversal experts (interfaces, O&M, EPCI / industrialization, harbors, infrastructures and logistics, transport and installation, commissioning ...), lead discipline engineers and experts (integrated load analysis...). The services also included interfacing with the Finance and Valuation team in order to optimize the technical concept and the economics of the project.

XP Sea has fulfilled its mission with the highest degree of professionalism and integrity. The products delivered were always on time and fit for purpose, matching the pre-agreed level of granularity and quality. The analysis provided reflected XP Sea's Project Technical Manager's deep experience of project management and ability to leverage knowledge from other industries into innovative Floating Wind applications.

XP Sea successfully managed the multiple interfaces and demonstrated a strong sense of ownership of the project. It smoothly integrated its services in the project team's work and provided the right level of challenges when needed. The support provided by XP Sea enriched the technical-economic analysis with relevant external competitive intelligence and by being pro-active in benchmarking the work of the team.

The flexibility and responsiveness of XP Sea are greatly appreciated, and I strongly recommend XP Sea for its future endeavor.

Cedric Marande

AO5 and AO6 Tender Manager for Shell and Shell's Member of the Steering Committee of the Consortium

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