

DOEIL: Growing Slowly but Steadily

A successful person often has the courage to never let it go in adverse circumstances, rather he uses it as a tool to fight with odds and take a calculated risk and act accordingly. Navpreet Singh, Joint Managing Director of Mumbai-based, Dolphin Offshore Enterprises (India) Ltd (DOEIL) is one such man who is ready to take business-risks that his contemporary business friends never take. Despite his very hectic schedule, he talked to Mittravinda Ranjan about sundry issues related to oil and gas Industry, the growth and future plans of the organization.



Navpreet Singh
Joint Managing Director of Mumbai-based
Dolphin Offshore Enterprises (India) Ltd (DOEIL)



“ My father Rear Admiral, Kirpal Singh started this company 30 years back in late seventies post his retirement from Indian naval services,” states Navpreet Singh. We were lucky enough to get associated with Taylor Diving, one of the largest international companies in this field. The Company formed techno financial joint venture with Taylor Diving, which had a larger stake in the JV, and associated with Salvage Company Inc, a subsidiary of US based Halliburton Group and commenced diving operations the same year. The two shared a vision of building national capacity for the nascent offshore oil industry by providing diving, underwater engineering and allied services for the new projects in



Rear Admiral Kirpal Singh
Chairman
Dolphin Offshore Enterprises (India) Ltd.

Bombay High. This was the first turning point for the company and DOEIL took off from the ground. As a part of

agreement the company had free access to the technical data and Taylor Diving Table. The company was entitled to get the financial benefits according to the agreement.

The Early Years

“However this was pre liberalization era and initial years were not so easy for us since JVs were not popular in the late 80’s in India when my father started to provide services for the offshore industry as the government laid greater emphasis on manufacturing than services,” Singh informs. Indian Government denied permission to Taylor Diving to have a greater share in the JV. At that point of time, GoI allowed 40:40:20 percent investments of foreign compa-



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nies, local Indian promoters and public respectively.

GOI was concerned if involvement of US based companies in underwater activities could result in breach of security of the country. During the same time DOEIL bagged a long term contract to offer services to ONGC, India's largest E&P player which gave the company an opportunity to understand the legalities and other related issues in this field. However, due to denial from the GOI as the largest stakeholder, Taylor Diving withdrew from the JV and so the Rear Admiral started his own company, DOEIL to provide diving services to the offshore sector.

Singh reminisces that his father started his business at a small scale, but over

the years has spearheaded the growth of the company and under his aegis the company has grown manifolds and has diversified from diving services provider to well known EPC Services Company. During a brief period of association DOEIL had acquired fair amount of technical know how about the business and also learnt to handle overall business operations in this field. Soon after the JV was dissolved, the company was denied access to Taylor Diving Table, which was mandatory for underwater services providers. DOEIL soon gained access to standard US Diving Table, which was, not only free of cost but also accepted by the industry.

The activity in the Indian offshore was gradually increasing and simulta-

neously there was an increase in the demand of underwater divers. The divers have to undergo rigorous training sessions to work in extreme environment conditions of low temperature and high pressure in deep seas. They are awarded certificates based on the number of hours, which are entered in the divers' log book.

Training & Services

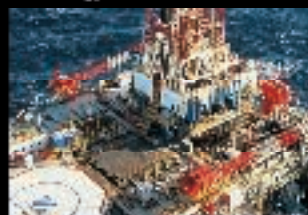
The training of divers is conducted in three phases, starting with shallow diving, which allows them to dive up to 55 meters and breathe normal air. The second phase is that of mixed gas diving where the divers go deeper underwater and depend on oxygen and helium mixture, and finally saturation diving,

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DOEIL has a thirty-year track record to deliver a range of services for the offshore sector and in the year 2008, company's orderbook stood at USD 112 million.

where the divers go into the depths of the order of 300 m. This is the toughest of all because the divers have to get acquainted with the high-pressure environment in the deep seas and rely on a mixture of oxygen and nitrogen. Saturation refers to the fact that the diver's tissues have absorbed the maximum partial pressure of gas possible for that depth due to the diver being exposed to breathing gas at that pressure for prolonged periods. This is significant because once the tissues become saturated, the time to ascend from depth, to decompress safely, will not increase with further exposure.

Until mid 90's offshore industry was confined to shallow waters, however the E&P activity has moved to deepwaters and the demand of deepwater technologies has increased significantly in the past two decades, Singh observes. Initially company was operating in India only with two oil majors, ONGC and

OIL. Company has a thirty-year track record to deliver a range of services for the offshore sector and in the year 2008, company's orderbook stood at USD 112 million.

DOEIL is presently engaged with various projects in the offshore and number of pipeline projects. Singh informs that ONGC has lined up significant investments in the offshore sector and tenders worth ₹ 5000 crores will be released in the offshore sector during the next one-year. DOEIL is now a qualified contractor in the vendor list of ONGC after the company bagged two prestigious contracts, NQD and ICP from the Indian oil major.

Health & Environment

Protection of environment along with health and safety of its employees is the key factor leading to success of the company. In order to accomplish these objectives DOEIL conducts its operations

employing sound HSE management systems that reflect industry practice. HSE performance is a core value in the company's business and its employees are accountable for its delivery.

Our management is committed to maintaining law and order within the areas of its operations. We believe in promoting, providing and maintaining a safe and hazard free working condition to protect employee's health along with client's property to promote safe and efficient operations. To maintain this, usage and consumption of drugs and alcohol on marine vessels, offshore installation and work sites owned by any company is prohibited.

Outlook

"Owing to the slow global recovery, we are growing slowly but steadily," Singh tells. "Currently, we are providing underwater services in Indian and Malaysian market and, we plan to expand our work in the Middle East and South East Asia. Increasing investment in the business and setting up fabrication yards and Greenfield projects is also on the cards. "We are also keen on setting up our own ship repair facility, so that we can carry out our activities", he further adds.

Offshore as a career is a new option for the students who wish to join it, as it is a well-paid job although it involves delivery of manual work in return. It involves opportunities to work on various local and international projects. These projects provide experience from both hands on diving along with offshore industry. According to Singh, "Working with people from varied backgrounds is challenging as well as demanding". ■

