

## Mark J. Lochmann

### CAREER HISTORY

SUMMARY: 38 years of oil and gas experience. 32 years in building and developing business around information technology solutions in the exploration and production (E&P) market. "I like to do new things." I am interested in the next new solution, not my next career move. I am frequently ahead of the curve but sometimes others cannot move as quickly.

<b>Date</b>	<b>Company</b>	<b>Position(s)</b>	<b>Noteworthy accomplishments</b>
1975 –1980 Public	<b>Dresser Atlas</b>	<i>General Engineer, Senior Sales Engineer, Log Analyst</i>	Engineer responsible for field operations of new logging tools
1980 –1981 Public	<b>Harken Oil &amp; Gas</b>	<i>Staff Reservoir Engineer, Log Analyst</i>	Conducted research on new interpretation process
1981 –1982 Private	<b>GeoNuclear Consultants</b>	<i>President, founder, BOD member</i>	Secured patent on log interpretation process and commercialized same  Patent 4,475,038
1982 –1983 Public	<b>Pengo Industries, Inc. - Public</b>	<i>Director of Marketing, Area Manager</i>	Assembled Pengo's first combination logging tool
1983 –1997 Private	<b>SoftSearch, Dwights EnergyData, PI/Dwights</b>	<i>Executive Vice President, Director of Marketing</i>	Built the industry's first PC based economics package  Built the industry's first PC based ESP analysis package  Built the industry's first integration platform for production
1997 –1999 Public	<b>Schlumberger GeoQuest</b>	<i>Global Business Development Manager – Drilling and Production</i>	Assembled GeoQuest's drilling software offering and established their production strategy
1999 –2003 Private	<b>Production Access, Inc.</b>	<i>Exec. Vice President, COO and BOD member</i>	Transformed the company from a small "garage" operation to a legitimate software company
2003 –2005 Private	<b>Topsail Ventures</b>	<i>Founder and Principal</i>	Developed the concepts and ideas around integrated operations solutions
2005 – 2006 Public	<b>Aspen Technology, Inc.</b>	<i>General Manager, Oil &amp; Gas Upstream Business</i>	Creation of the upstream business for Aspen
2006 – present Public	<b>Landmark Graphics Corporation (Halliburton)</b>	<i>Director, Production Optimization</i>  <i>Director, Reservoir and Production Technology</i>  <i>Global Business Development Manager</i>  <b>Global Portfolio Manager - Production</b>	Established the production strategy and launched new business line for Landmark  Pioneered a "buy not build" development strategy when creating a state-of-the-art solution for production optimization  Patent 8,229,938

## PATENTS AND PUBLICATIONS

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"In Situ Lithology Determination"	US Patent number 4,475,038	1984
"Systems and Methods for Correlating Meta-Data-Model Representations of a Production Asset with the Asset Logic Models"	US Patent number 8,229,938	2012

### ***Technical papers and business publications since 1980.***

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- Davidson, J.W. and Lochmann, M.J. 2012. The Psychology of Adopting Intelligent Energy: Lessons and Insights from Unexpected Places. SPE paper 149998. Presented at the SPE Intelligent Energy International, Utrecht, The Netherlands, 27–29 March 2012.
- Lochmann, M. J., Berg, L. O., and Ivey, R. C., 1981. Applications of the Carbon/Oxygen Log in Granite Wash Evaluation. Presented at the 8<sup>th</sup> Formation Evaluation Symposium of the Canadian Well Logging Society in Calgary, Alberta, Canada, September 27-30 1981. Also published as SPE paper 9751 for presentation at the Production Operations Symposium in Oklahoma City, OK, March 1-3 1981.
- Lochmann, M. J., 1993. User Involvement: The Key to Success. PetroSystems World, Winter 1993, page 4 (Executive Vision)
- Lochmann, M. J., 1995. Becoming a Business-driven Engineer. SPE Computer Applications, Volume 7, Number 5, October 1995.
- Lochmann, M. J., 1997. Trust or Consequences: The Relationship between Vendors, Information Technology and Petroleum Engineers. SPE Computer Applications, Q4, 1997.
- Lochmann, M. J., 2012. The Future of Surveillance. SPE paper 150071. Presented at the SPE Intelligent Energy International, Utrecht, The Netherlands, 27–29 March 2012 and subsequently updated and published in the SPE Economics and Management Journal, October 2012.
- Mochizuki, S. Saputelli, L. A., Kabir, C. S., Cramer, R., Lochmann, M. J., Reese, R. D., Harms, L. K., Sisk, C. D. and Hite, J. R., 2006. Real-Time Optimization: Classification and Assessment. SPE Production and Operations, November 2006, Volume 21, Number 4, pages 455-466. SPE paper number 90213.
- Peries, A. C. and Lochmann, M. J., 2010. Pragmatic Production Data Management: A Framework for Exploring Data Management Strategies. Presented at the PNEC E&P Data Integration Conference, Houston, Texas, May 2009.
- Reid, L., Szatny, M., Johnson W. D., and Lochmann M., Halliburton; 2012. Benchmarking, Asset Potential and Digital Energy, SPE paper 159856. Presented at the Society of Petroleum Engineers Annual Technical Conference and Exhibition held in San Antonio, Texas, USA, 8-10 October 2012.
- Sama Rubio, S., Lochmann, M. J., Denver, L., and Rees, D., 2012. Transformation and Change in Oil and Gas Production. SPE paper 150070. Presented at the SPE Intelligent Energy International, Utrecht, The Netherlands, 27–29 March 2012.
- Schwager, R. E., Baldwin, J. O., Lochmann M. J., and George, L. E., 1988. Successful Development of PC Engineering Applications. SPE paper 17774 presented at the SPE Petroleum Computer Conference in San Jose, CA, June 27-29 1988
- Schenewerk, P. A., Sethi, D. K., Fertl, W. H., and Lochmann, M. J., 1980. Natural Gamma Ray Spectral Logging Aids Granite Wash Reservoir Evaluation. Presented at the SPWLA Twenty-first Annual Logging Symposium in Lafayette Louisiana, July 8-11 1980.
- Strathman, M. and Lochmann, M., 2012. Intelligent Energy and Other Industries - Lessons Learned. SPE paper 150152, presented at the SPE Intelligent Energy International, Utrecht, The Netherlands, 27–29 March, 2012.