**ABSTRACT**

The value proposition of most integration well construction projects aims to deliver predictable well construction projects through collaborative leadership and risk management. Similar to the application of collaborative leadership engagement between the operator and the integrated project contractor to driving performance in scope and time management, the proven global incentive commercial models best practices can be adopted in the Russian land drilling context to foster a sense of joint commercial responsibility among all stakeholders in the well construction delivery process.

This paper provides a prescriptive methodology and criteria for the adoption of a «Russianized» version of globally proven incentive commercial models for managed integrated well construction projects, which could be adopted in the Russian land drilling context to foster a sense of joint commercial responsibility among all stakeholders in the well construction delivery process. This «Russianized» version of globally proven incentive commercial models best practices can be adopted in the Russian land drilling context to foster a sense of joint commercial responsibility among all stakeholders in the well construction delivery process.

**RECENT TECHNOLOGY SOLUTIONS IN WELL CONSTRUCTION**

**VASILY LARIONOV**

Technology Director, Targin

In 1999 Vasily graduated from Gubkin Russian State University of Oil and Gas; in 2014 – from the International Business School - Duke Corporate Education.

Since July 2015 Vasily is Chief Technology Officer at Targin Holding. From 2010 to 2015 he started as Commercial Director in Russia and moved up to director of Global Product Line – Innovation Drilling at Baker Hughes (Russia, USA).

From 2001 to 2010 Vasily started as Senior Field Engineer and moved up to Director for Central and Eastern Europe, Schlumberger (Russia, Scotland, Norway, Romania and other countries). From 1999 to 2001 he worked as Assistant Driller and was promoted to Chief of Work Over Shop and Sidetracking, Neftestroyservice (Surgut, Russia).

**ENGINEERING APPROACH OR PLAYING RISK MANAGEMENT**

**NIKOLAY SMIRNOV**

Chief Engineer, PetroGAM

Nikolay Smirnov is a recognized Russian expert in geomechanics that in 2005 founded this discipline for Russian oil and gas industry. He had successfully solved numerous problems in the industry, such as drilling through "chocolate" clays, problems of horizontal wells on Achimov and Jurassic sediments, also looking at Bazhen-Abalak formation development issues, problems of developing shelf prospects with extended reach wells, problems of multistage fracturing, reservoir issues like sanding and many others. Smirnov started his career in Schlumberger Sedco-Forex in 1997 as a Drilling Engineer, working in West Africa. Throughout his career Smirnov was working as senior geomechanics engineer at Holditch-Reservoir Technologies in Houston, Texas, which eventually became Data and Consulting services of Schlumberger Technologies. In 2005 Smirnov initiated geomechanics development in Russia as Geomechanics Domain Head for Schlumberger Russia and later expanding to Central Asia. Before coming to Russia Smirnov was developing Geomechanics technology in Beijing, China.

Nikolay Smirnov had authored and co-authored over 20 technical papers and patents. He graduated from Novosibirsk State University with degree in Geology and Geophysics.