

Ocean Team enters into joint ventures in Mexico

Opportunities for growth make company broaden its international horizon

The Esbjerg company Ocean Team Scandinavia has entered into a joint venture with local partners in Mexico and also collaborates closely with partners in Brazil with a view to enhancing their involvement in the 2 countries.

The Danish-owned niche company's core service is to remove impurities from hydraulic and other liquid-carrying systems. In this way a solid company has been built up at the Esbjerg harbour front with departments in, among other locations, Qatar. Now the company is looking towards international horizons.

Ocean Team Scandinavia's director Jens Peter Thomsen explains: "Our 5-year strategy means our focus should be on servicing existing customers in order to consolidate our business.

But we're aware that we'd be somewhat vulnerable if we focused only on the Danish market, so now we're getting involved in the international markets.

This is the reason that we've decided to enter into collaboration with companies in Mexico and Brazil.

Many opportunities

Ocean Team's international involvement through collaborations with local partners in core markets is a part of the company's 5-year strategy, and Ocean Team Scandinavia has entered into joint ventures with Arichica in Mexico and close collaboration with Teekay Petrojarl in Brazil. Both companies are represented locally in the 2 countries' offshore sectors, and Jens Peter Thomsen believes the new collaboration holds many opportunities:

He says: "If you want to make your mark in the offshore sector, you have to be represented locally, and our new partners have critical contacts in the national oil com-

panies. And Ocean Team Scandinavia has some competences that are sought-after internationally, so it's a perfect match.

He adds:

80% of all shut-downs in the offshore sector are caused by impurities in liquid-carrying systems. These components are vulnerable, which means our solution is competitive. And production can be optimised significantly by removing impurities in, for instance, the gas compressors that make sure liquids are injected into wells.

Found via website

Demand for Ocean Team Scandinavia's services is so strong that the Mexican partners were the ones that found the Danish company – not the other way round. The information on the company's website was enough for Arichica to want to collaborate, and so they presented their business proposal to Ocean Team Scandinavia.

