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installation until it is replaced. This means this knowledge does not leave with the staff who originally installed it, but is retained within the system.

- This knowledge exists already, but is very often spread to the various company branches or to the individual staff member, and this is not satisfactory in giant oil companies, says the Marketing Director at Keel Solution.

This Faroese company has also developed a similar system for employee qualifications.

- What often makes staff quit their jobs, is that they feel their capabilities are not being fully utilised, they are not being allowed to exploit their full

potential. Very often companies lose staff quite simply because they were not aware of their capabilities, says Mr Hoydal.

The Keel Solution system registers all skills, education and safety courses, enabling the Human Resources division to plan work and fully utilise in-house capability, instead of buying expensive consultants from the outside. All this is important for the oil companies in the future, as there is a huge demand for qualified staff.

Easy-to-use

A traceability system makes work more efficient and gives the oil companies an opportunity

to save large amounts of money, but for it to work properly everything must be registered. This does not happen by itself and the problem with the collation of knowledge is very often that the registration method is too complicated for the common user. The Keel Solution system is quite user-friendly. For example, the system contains a blog-system, whereby the individual engineer, who registers a malfunction in a pump on a drilling platform, need not access a difficult database to register this malfunction, but can write the malfunction on a simple blog - something everyone is familiar with.

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the employees. Instead of staff writing everything down in a pocketbook, the information is registered in a web-based system and another engineer working on a platform with the same equipment on the other side of the globe, can see that exactly that pump has a malfunction, says Mr Hoydal.

The Keel Solution system is today an integrated part of standards, when new platforms are built. The Faroese Company is in the process of marketing the system to other large companies.

-We are in the rather unique position that nobody else is doing what we are doing. This presents us with several advantages, but the danger is that

the market is not familiar with the product. Experience shows however, that if we are presented with the opportunity to explain/ demonstrate the system, the interest is large, says the Marketing Director for Keel Solution, Mr Dánial Hoydal.

-Very much is happening in the oil industry at the moment. Oil prices are high and oil companies are interested in increasing effectiveness where at all possible. Therefore the possibilities for a company like Keel Solution are very good, estimates the Keel Solution Marketing Director.