

## SURVEY SAYS: CUSTOMERS HIGHLY VALUE GREAT CUSTOMER EXPERIENCES

By **2020**  
customer experience will  
overtake price and product  
as the key brand differentiator



**86%** of buyers will pay  
more for a better  
customer experience



**amazon**

This will be my video introducing the project with some examples. I want to have the pictures on this slide appearing as I am speaking and also few notes to appear as well. I need some guidance on how to record video as I want to embed video in slide probably without background.

# One Billion Reasons to Adapt Customer Centricity and Fit for Basin Technology – Winning WS Qatar

In this slide we need to add video of these two persons introducing their names and project instead of below pictures



This slide is a video of 45 sec with background voice explaining the project. In the video we may need to add light music effect during some pauses just highlight it.





## Our Journey has Started 3 Years Ago...With a Clear Path to Success



First ACTIVE Xtreme encroachment Job



First Stim (MaxCO3) Job

Paris & OCC Visit



In this slide we will show 8-9 pictures in a timeline mode. Plan is to present this slide while having a video imbed in the slide.



## Commitment to Customers



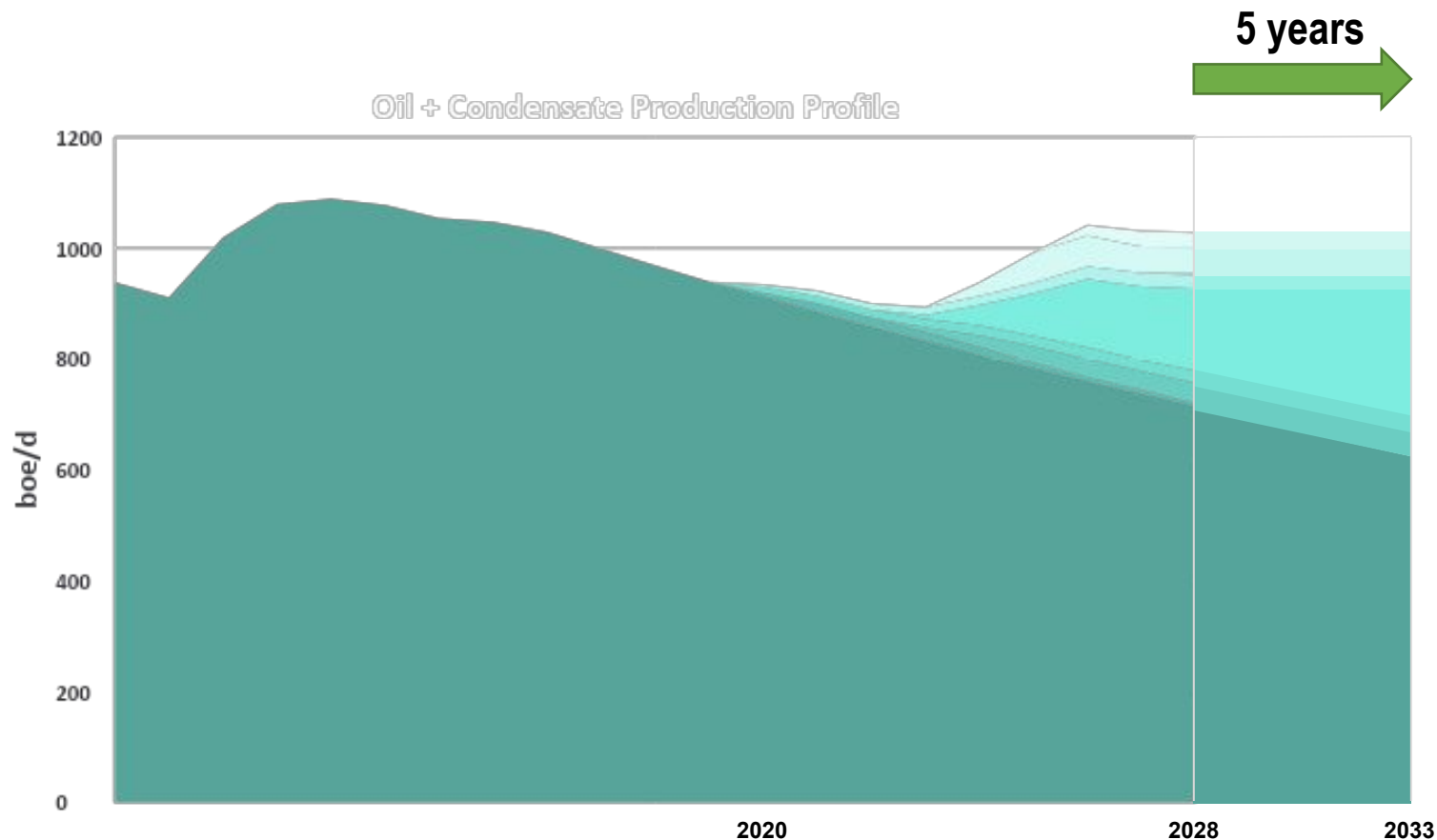
This will be my video presenting this slide. There are 2 pictures and 10sec video appearing on one side of slide. I need some guidance on how to record video as I want to embed video in slide probably without background.



## Technology Boosted Gas Production in Qatar

***“With the latest stimulation technology implemented in North Field, it would potentially extend the estimated production plateau by 5 years.”***

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# One Billion Reasons to Adapt Customer Centricity and Fit for Basin Technology



Work



% IBT vs % tendered



Nearly % Market Share



% New Technology sales

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