

Open Spirit User Meeting¹, Paris June 2004.

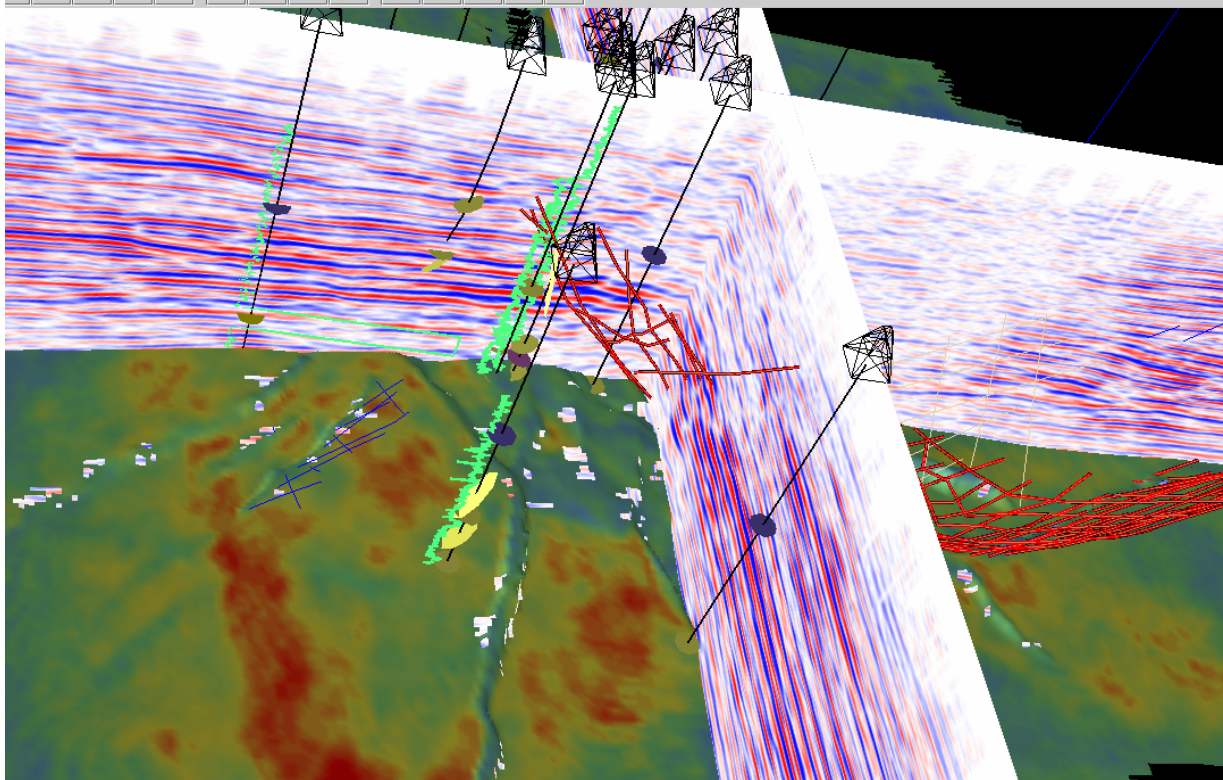


Figure 1 OS 3D Viewer displaying data from OpenWorks, SeisWorks and Finder².

Summary

About 40 attended the EU Open Spirit (OS) user meeting held just after the annual meeting of the EAGE in Paris. Open Spirit Corp (OSC) appears to be gaining traction for its E&P middleware (see our section '[What is Open Spirit](#)' below). This has been by dint of a constant marketing and technical effort over the last several years. The list of third party application vendors using the OS framework is getting longer. One independent vendor (SMT) has even made the bold step of offering an OS data sever. A recent OS innovation is the qualification program – so far only Hampson-Russell (Veritas) has signed up for this option³.

OS is a developer's tool above all else. End users should ideally be unaware of OS's existence. Some larger oil companies develop their own software, for instance **Shell's** 123DI and **Total's** Sismage. For these tools, OS offers a convenient way to plug in-house developments into vendor data stores. Larger oils, especially those in the Schlumberger camp, may be using OS technology (such as CopySync) in their IT support and data management. Elsewhere, OS end users are found in third party software vendors such as **EDS** and **SMT** who use OS to link GoCad and the Kingdom Suite to vendor data stores.

Schlumberger Information Solutions' (SIS) position regarding OS is clear. They give strong support for OS – and promise integration within existing and new product lines. The only nuance here is that the support is stronger if the OS integration is performed and supported by SIS!

Landmark's presence (Murray Roth and Janet Hicks) was significant – after all, OS is a Schlumberger affiliate. Landmark is working on two pilots using OS – one an internal test of

¹ Visit the [OpenSpirit website](#) for more info and presentations.

² Image courtesy Open Spirit Corp.

³ Announcements from SIS and EDS are expected 'real soon now'.

OS functions and performance, the other, a funded development project for a client. While Landmark's evaluation of OS is still 'work in progress', the impression one got is of lukewarm support at best. Landmark offers enough encouragement to OS so as not to offend any key clients. Landmark was also significantly touting the merits of WITSML as an alternative, real-time focused, data sharing mechanism.

As ever, there are many marketing decisions lurking behind the technology announcements. Is Schlumberger really moving to all .NET? Is Landmark moving to all Java? Will OS ever get beyond the position of a souped-up GeoFrame in the marketplace? What will likely determine OS's role outside of Schlumberger is the attitude of the major oils. Will ChevronTexaco and Shell stick with OS? Will other majors come on board? Selling middleware is a tough call, but SAP and Tibco have both turned technology into a great business – with a little help from some of the same majors that seem to have cold feet when it comes to backing this E&P-specific middleware.

Highlights

- [Schlumberger support strong](#)
- [Landmark's position 'explained'](#)
- [Shell and .NET](#)
- [SMT's Open Spirit server](#)

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