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## Benefit and Challenges of the Multiclient Data in a Mexican Exploration Partnership

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### Summary

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Geophysical and geological surveys are carried out on either a proprietary or multi-client basis. Exclusive (also called proprietary) surveys are acquired for a single client or partnership, and their areal extent is often limited. On the other hand, Multiclient surveys are generally acquired over larger areas of potential interest with the aim to license them to several clients.

The main objective of this presentation is to show the uses of multiclient data in the offshore Mexico based on Total's experience. Some examples of the pros and cons of multiclient data will be shown, as part of the offshore exploration effort done in collaboration with other partners.

Some of the new data available are reprocessed from a pre-existing acquisition (seismic, CSEM, etc.) and some others were acquired recently in the Mexican waters (drop core, beam survey, 3D/2D seismic, etc). In some blocks, the uses of multiclient data allowed us to have a quick idea of an area and in some cases gain 18 months of time in the exploration activities plan. For the oil companies, several options are available in the market for the same kind of data. This generates a competition that had decreased the price of purchase. In Total's experiences with Mexican seismic data, in some assets the seismic price was reduced up to 70%. Another benefit of the Multiclient data is the contribution to work units for the operators of blocks (depending on the Mexican regulations). For this matter, the purchased or re-processed seismic that is located within the block could be considered as a portion of work unit under some conditions. Based on our experiences in Mexico, the uses of multi-client drop core data in collaboration with other companies has improved the petroleum system understanding of some areas with significant cost efficiency as well.

Nevertheless, for specific problems, the Multiclient data did not bring sufficient resolution and some extra reprocessing was done or will be done. Not always is it possible to reprocess the data due to a lack of complete information on the surveys. Another complexity for the uses of Multiclient data is the exchanges of information with other companies for workshops, TCM, data rooms, etc. In some cases, we were not allowed to show the data, in other cases we were not allowed to share some derivatives (depending on the contract of purchase or license of uses). Service companies were in some cases allowing the permission to show selected images with some legal terms attached to the image. We also had an example of limitation of drop core sharing that forced us to license some data just for exchange of interpretation.

In conclusion, the multiclient approach has provided an accelerated initial view of the Mexican offshore potential and it has facilitated regional work with partners. However, it has also proven technically limited when it comes to block specific work (prospects maturation, well planning, etc.) and it has exposed us to some challenges when it comes to data sharing.