

Saltwater Disposal Well Company Uses OLA Performance Testing Services To Quantify Decision-Making Process

Disaster averted as SWD operator unclear when OLA discovers the solution feeds the bacteria in the well

The Situation

A national energy service company that owns and operates a number of saltwater disposal wells was conducting a multiyear RFP process for chemical treatment programs for their SWD asset base. The incumbent supplier and four additional competitors provided their recommended solutions to service the wells. One of the preproposal favorite suppliers recommended a new, all-in-one super treatment that promised great results at a favorable total price package, but featured a biocide that fed the bacteria it intended to control.

The Solution

OLA was engaged as an independent partner to provide unbiased third-party performance testing of chemical products as part of the RFP process. The primary task was to evaluate product performance and product cost to determine cost efficiency and the best product mix. This evaluation focused on scaling, iron sulfide dissolving, and bacteria control to protect harmful bacteria-induced corrosion.

In cooperation with the chemical service companies, we evaluated information on their products submitted for their program, and their proposed treatment for the wells. We completed the testing process in about two weeks.

The results highlighted that the new all-in-one-product did not match the conditions of the SWDs under evaluation and would have resulted in a kill program to reset well conditions. We estimated that it would have cost as much as \$600,000 to restore the facility to operating conditions, not including the lost revenue and inconvenience to customers who require the SWD services.

The Outcome

The customer selected a new chemical supplier to provide product applications for their series of wells at an anticipated lower overall program cost. The customer avoided disaster, and the front-running supplier did not win the bid. Independent of this process, OLA continues to work with the all-in-one super product supplier from a technical perspective to improve their product.

Testimony

The expertise and service ability of OLA exceeded the competency of some of our potential chemical companies.

Facility Manager,
SWD Operator

An Eye on ESG

Data integrity and ethical, efficient chemical usage are foundational principles of OLA, and help inform how the industry moves toward more sustainable practices.