To: Geophysical records and data manager

Hello

My name is Bob Caine and I am the President of Padetech Solutions. We are a geophysical technology software and services company based in Houston, TX with more than fifty years of combined experience in seismic physical and archival data management.

An E&P company like yours is usually rich in data and whether it is well, seismic, geological, reports, or studies, these are the foundation blocks on which decisions are made and the company is run. As companies continue to gather and acquire these rather extensive (and expensive) data sets, they must not only continue to ask themselves a series of questions to assure they can locate and use this asset, but also calculate the impact of potential **transfer fees**.

**Transfer Fees** are triggered due to a third-party merger, or acquisition of the data license holder. Companies may overlook these fees because of limited access to records, loss of records during a merger or acquisition, scarce internal resources, or insufficient knowledge and experience. The financial impact of these fees could reach up to **millions of dollars** based on the size of your licensed data inventories.

**Data ownership** not only determines how the data sets and the derivatives created from those data sets are handled internally and externally, but also the potential financial and operational impact to a very large extent should you become part of a merger or acquisition. The ability to know whether your data is licensed or proprietary is critical. Likewise, these same issues present themselves to companies to whom you’ve licensed data during a merger or acquisition.

**When it comes to transfer fees and data ownership Padetech solutions can help mitigate financial and operational exposure**. With over fifty years of upstream seismic asset experience complemented by our cutting-edge Geospatial technology solutions we can aid with a wide range of Transfer Fee projects involving both with active and non-active mergers/acquisitions.

If this is something you’re interested, let’s set up a quick call. I have some ideas that might help. To learn more about Padetech Solutions, please visit <http://www.padetech.com>

All the best,

Bob Caine

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The final page of the letter should have this message:

Acquisition?   Disposition?   Merger?  
Allow Padetech Solutions to assess the financial impact of **Data Transfer Fees** on your final transaction.