

YOUR NEXT TWELVE MONTHS OF PIPELINE IS SITTING IN **ONE ROOM** IN HOUSTON.

A sponsorship case for the Digital Oil & Gas Summit USA: why a room of pre-qualified, budget-holding operators converts into business faster than any trade show floor, and why the format is built to prove it.

[SEE SPONSORSHIP PACKAGES](#)

[FULL SPONSOR DETAILS ↗](#)

\$1M+

minimum budget authority held
by every delegate

100%

of meetings pre-scheduled,
matched to your offering

2 days

of Think Tanks, roundtables,
workshops & 1-2-1s

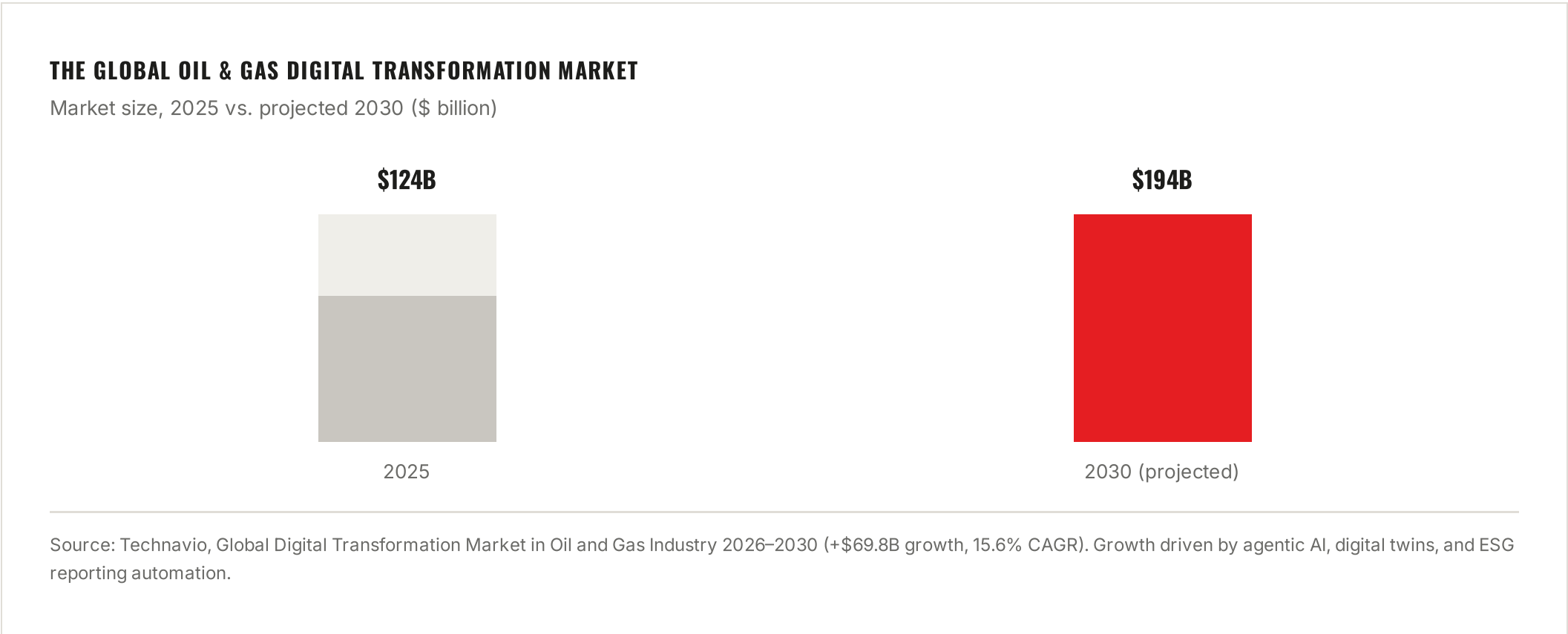
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press or third-party media,
Chatham House rules throughout

NORTH AMERICAN OPERATORS ARE FUNDING DIGITAL AT A PACE THIS INDUSTRY HASN'T SEEN BEFORE

Every theme on this Summit's agenda maps directly to where oil & gas capital is already moving. Sponsors aren't introducing a new idea to this room. They're arriving with the answer to a budget line that already exists.

+\$69.8B Projected growth in the global oil & gas digital transformation market, 2025–2030, at a 15.6% CAGR Technavio, 2026	\$320B Savings the industry could unlock by 2030 by accelerating digital adoption across core operations Rystad Energy, 2026	13.8M bbl/d Forecast U.S. crude output in 2027, up from 13.6M in 2026, meaning more assets, more data, more to manage Industry production forecasts, 2026
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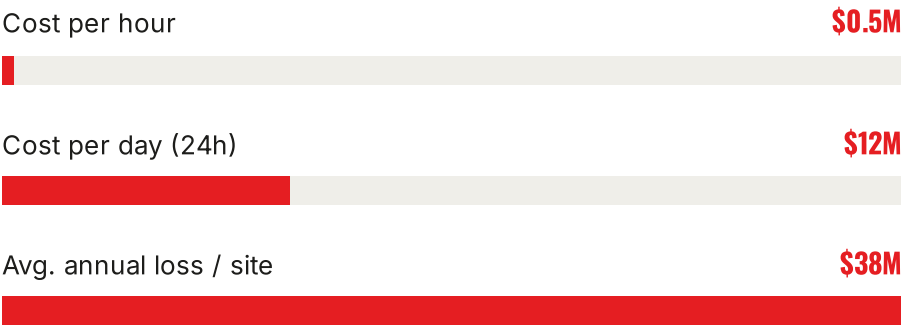


THIS IS EXACTLY THE PROBLEM THEME FOUR OF THE SUMMIT WAS BUILT TO SOLVE

Most operators aren't short on pilots. They're short on scale. That gap is measured in millions of dollars a year, sitting on the table for whoever can close it.

UNPLANNED DOWNTIME, UPSTREAM OPERATIONS

Average annual cost per site



A single hour of unplanned upstream downtime runs close to \$500,000. At roughly 27 days a year, that's an average of \$38M lost per site.

PILOT VS. SCALE

Share of digital transformation initiatives that stall



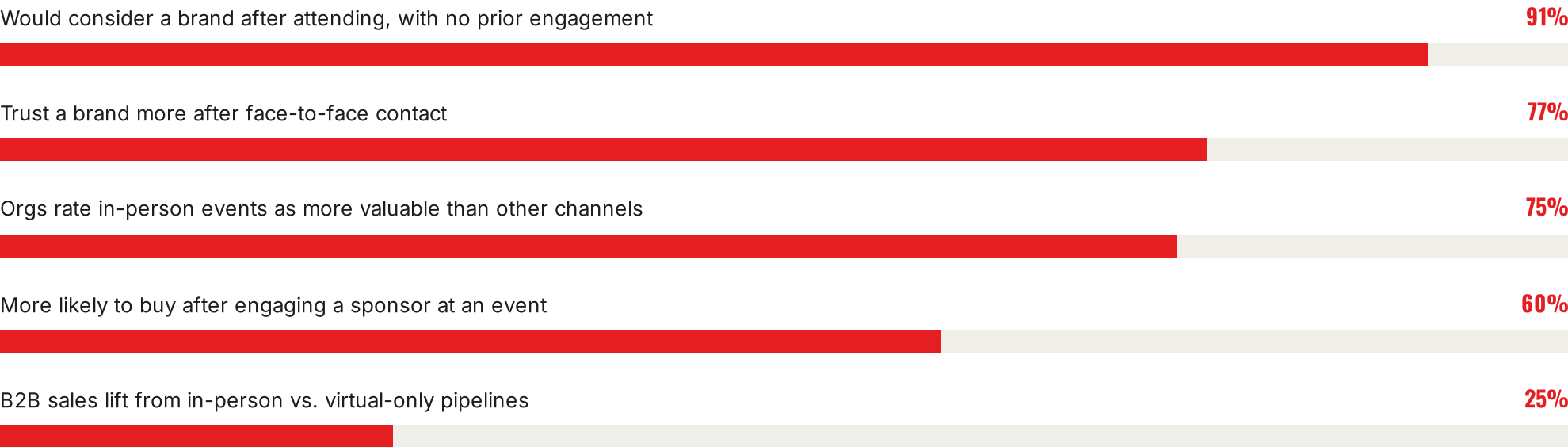
Roughly 70% of oil & gas digital transformation initiatives never move past the pilot stage, held back by legacy infrastructure and upfront cost. That's the exact challenge Theme Four addresses.

BUYERS ALREADY RESEARCHED YOU ONLINE. WHAT THEY HAVEN'T DONE IS TRUST YOU YET

Executives now do their vendor shortlisting before they ever take a call. What in-person time still buys you is the thing no amount of outbound or AI-generated outreach can: trust, and a faster path through the deal cycle.

WHAT FACE-TO-FACE STILL DOES THAT DIGITAL OUTREACH CAN'T

Selected B2B and event-industry findings, 2026



Sources: B2B Events Intelligence Report; Harvard Business Review; Spiro, Experiential Marketing Impact Report; Northstar Meetings Group & Cvent PULSE, Feb. 2026.

THE ROOM IS SHRINKING ON PURPOSE

70% of B2B leaders are cutting total event volume to redirect budget into intimate, sub-200-attendee formats. This Summit is built to that spec: capped numbers, pre-qualified budget holders, no exhibition floor to get lost in.

Source: Forrester, cited in Cvent 2026 event benchmarking research.

HUMANS STILL WIN THE HARD CONVERSATIONS

74% of B2B buyers say they'd rather have a complex problem solved by a person than a chatbot, even if it takes longer to arrange. A 25-minute pre-scheduled 1-2-1 is exactly that arrangement, just made easy.

Source: Harvard Business Review, 2026.

WHAT SPONSORS AND DELEGATES ACTUALLY SAID, ON THE RECORD

Selected feedback from past editions of the Summit, from the sponsors deciding whether to come back and the operators they came to meet.

“Huge thanks to the Chair and the Intrinsic organising team for a brilliantly run summit. The agenda struck a rare balance, ambitious in scope but grounded in real practitioner experience, and every session I sat in on delivered substance rather than polish. I'd recommend this event without hesitation to anyone serious about where this industry is heading.

BP Pulse Global Data Privacy Manager
BP

“As one of the keynote speakers representing asset owner operators, I found the summit to be an excellent opportunity to engage with the industry. The combination of roundtable discussions, panel sessions and actively facilitated one-to-one meetings kept the conversations engaging and productive throughout the day.

Operations Digital Innovation and Strategy Manager
ExxonMobil

“The 1-2-1 meetings were the best part of the event. Even greater was that if for any reason a meeting did not happen, the Intrinsic staff made sure a replacement meeting was found. The summit format, particularly the think tank discussions, was very good.

Sales Director, Mobile Networks Global Enterprise
Nokia

“There's no substitute for meeting face to face. The pre-scheduled one-to-one meetings are especially valuable because you know in advance who you're meeting, understand their role and their likely business challenges, and can prepare for a much more meaningful conversation.

VP Sales Northern Europe
Cognite

“Instead of speaking to hundreds of people to find the right ten, here the ten people you meet are exactly the ones you want to talk to. The one-to-one meetings are a real differentiator because they give you dedicated time for detailed conversations.

CEO
Aloxy

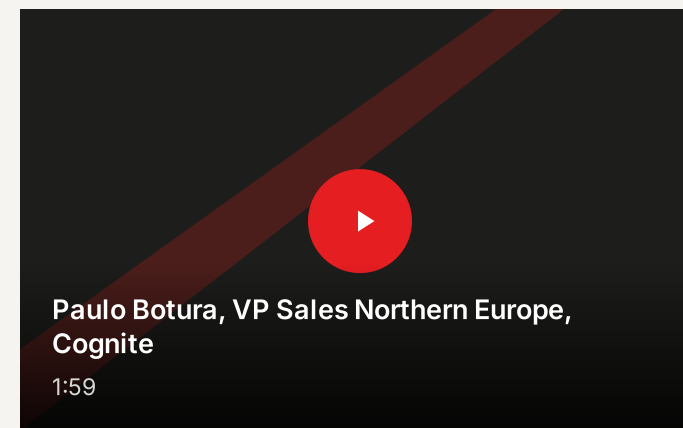
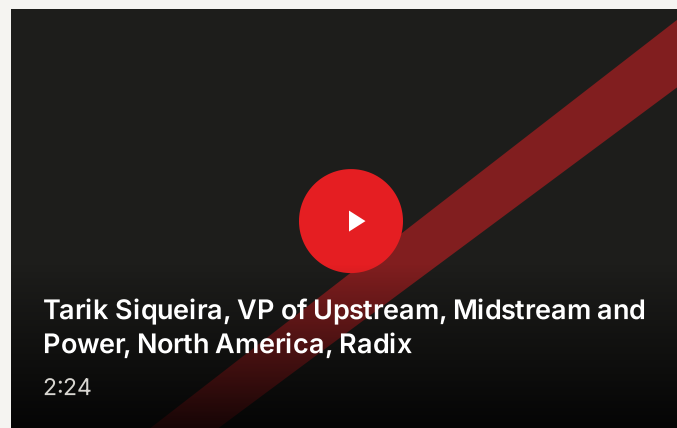
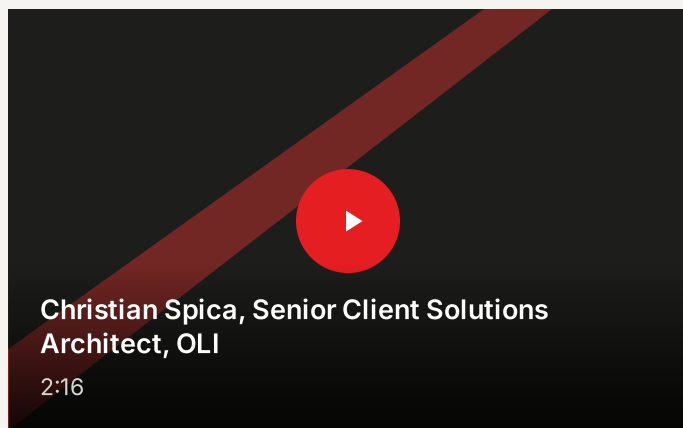
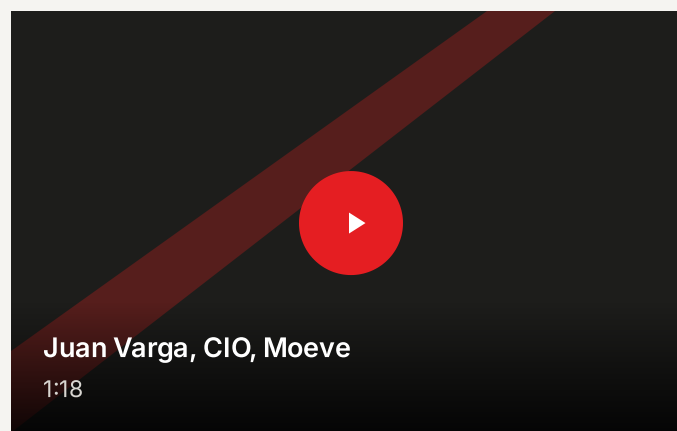
“The audience was 100% aligned with our target market. We met the people leading digital transformation, AI and data initiatives across the oil and gas industry, which made every conversation highly relevant. It's definitely an event not to miss.

VP of Upstream and Power, North America
Radix

HEAR IT FROM THE ROOM

REAL ONSITE INTERVIEWS, STRAIGHT FROM THE ROOM

We caught up with attendees, speakers and partners onsite to hear what stood out, what they'd tell a peer thinking about attending, and whether the 1-2-1s delivered.



Watch all 13 interviews at oilandgas-usa.com/videos

EVERY SESSION IS DESIGNED TO PRODUCE A WARM MEETING, NOT A BUSINESS CARD

Day One opens with three curated 25-minute Think Tank Challenges and workshop presentations. Day Two brings hosted roundtables, with pre-scheduled 1-2-1s running throughout.

FIRST 90 MINUTES

THINK TANK CHALLENGES

Three 25-minute discussions with curated cohorts of up to 10 delegates, each one aligned to your specific offering.

45 MINUTES

HOSTED ROUNDTABLE

Lead a moderated, open discussion with up to 10 guests who selected the topic themselves in advance.

INTERACTIVE

WORKSHOP PRESENTATION

Set a task, bring a customer speaker, and show your solution in use rather than on a slide.

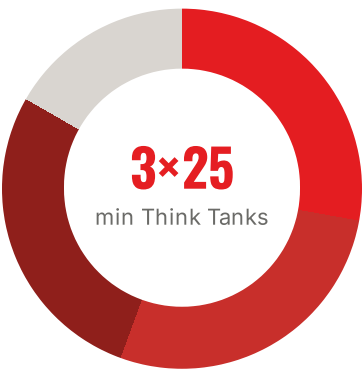
25 MINUTES EACH

PRE-SCHEDULED 1-2-1S

Quiet, private meetings with delegates matched to you in advance: the meetings you actually came for.

DAY ONE'S OPENING 90 MINUTES

How the Think Tank Challenge block is structured



- Think Tank 1: 25 min
- Think Tank 2: 25 min
- Think Tank 3: 25 min
- Transition / networking: 15 min

WHAT YOU KNOW BEFORE YOU LAND

Three weeks out, every sponsor receives a Delegate Intelligence Report: named attendees, their planned projects, budgets and strategic priorities scored 0–5. You walk in already knowing who to prioritise.

Included with every sponsorship package.

EVERY DELEGATE IS QUALIFIED BEFORE THEY GET AN INVITATION

This isn't a badge-scan audience. Attendance is earned against strict criteria, checked before anyone is confirmed.

- ✓ Directly involved in an active or planned digital transformation project
- ✓ Employed by an Oil & Gas organisation
- ✓ Controls or directly influences digital transformation strategy at the local, national or international level
- ✓ Controls or influences budget allocation and spend of at least \$1,000,000

C-LEVEL, VP, DIRECTOR AND HEADS OF

AI

Data & Analytics

Cyber Security

IT/OT

Digital Twin Technology

Predictive Maintenance

IoT

Automation / Control Systems

Cloud Computing

Legacy Systems

Drilling

Pipelines

Offshore Operations

Production

Supply Chain

Sustainability

Remote Monitoring

Procurement

SHAPED BY OUR ADVISORY COMMITTEE

The Summit's themes are set by senior operators, not by sponsors, which is exactly why sponsors trust the room.

Ahmed M. AlSaleh

Head of Process Control & IT Engineering Unit
Saudi Aramco

Alessandro Alodi

Global Chief Data Officer
Shell

Nick Giannakakis

Group CIO
Motor Oil

FOUR WAYS TO JOIN, EVERY ONE FOCUSED ON MEETINGS

Every package is priced around access: to the stage, to the roundtable, and above all, to pre-scheduled 1-2-1 time with delegates matched to your offering.

TOP TIER Diamond Seat on the Advisory Board 5-minute welcome speech 3 x speaking opportunities 20 x pre-scheduled 1-2-1 meetings 6 x VIP passes	CENTRE STAGE Platinum 1 x speaking opportunity 14 x pre-scheduled 1-2-1 meetings 3 x VIP passes	HOSTED SESSION Gold 1 x Hosted Roundtable or Think Tank Challenge 14 x pre-scheduled 1-2-1 meetings 3 x VIP passes	FOCUSED ACCESS Silver 10 x pre-scheduled 1-2-1 meetings 2 x VIP passes
ALL PACKAGES INCLUDE • Delegate Intelligence Report • Stand in the meeting room • Post-Summit report • Bespoke delegate acquisition campaign • On-site account manager • Networking drinks reception • Attendee contact details • Plus optional enhancements: drinks reception, lunch, lanyard or coffee break sponsorship, and content partnership			

For full package pricing and inclusions, request the Packages Brochure via the contact details below.

INTERESTED IN SPONSORING?

GET IN FRONT OF THE PEOPLE ALREADY HOLDING THE BUDGET FOR WHAT YOU SELL.

Tell us about your offering and we'll walk you through which package, and which delegates, make the strongest case for a 1-2-1.

INQUIRE ABOUT SPONSORING ↗

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