

**REGIONAL MARITIME UNIVERSITY**  
**MARINE ELECTRICAL/ ELECTRONIC DEPT.**  
 Faculty of Engineering  
 S.R.C 2013/2014



**EM&I and Stark Energy Ghana Partner with Ghana's Petroleum Commission to Boost Localisation and New Channel Partnership**

As part of EM&I's expansion strategy in West Africa and other key African markets, the Malta-based company was invited by Ghana's upstream regulatory agency, the Petroleum Commission, to strengthen its presence in the region. Neil C. Woodcock, EM&I's Director of African Business Development, led the visit in collaboration with their Ghanaian partner, Stark Energy.

The focus of the visit was to promote one of Ghana's first Petroleum Commission-approved 'Channel Partnership,' which allows non-Ghanaian companies, like EM&I, to collaborate with local entities, such as Stark Energy, fostering knowledge transfer and enhancing localisation. "Working collaboratively together, EM&I and Stark Energy showcased and promoted the Channel Partnership concept," noted Dr. Papa Benin, CEO at Stark Energy.

The Petroleum Commission has expressed strong approval of EM&I's successful efforts in delivering these benefits, which led to the invitation to further promote the Channel Partnership model to other stakeholders in Ghana and the broader Economic Community of West African States (ECOWAS) region.

During the visit, Mr. Woodcock and Dr. Papa Benin, Stark Energy's founder and Managing Director, held a series of meetings and presentations to showcase EM&I's training programs. These initiatives include training Stark's graduate engineers and technicians in both Ghana and Brazil in EM&I's proprietary ODIN® diverless underwater systems, ROV operations, and UAV courses as part of the NoMan® remote inspection services.

One of the key presentations took place at the Local Content Conference and Exhibition (LCCE) in Takoradi, which was attended by hundreds of key stakeholders from Ghana's energy sector. The event garnered significant support from the Petroleum Commission, which expressed its commitment to assisting Stark and EM&I in promoting and exporting their services across the ECOWAS region and into Namibia, where future opportunities look promising.



The EM&I and Stark Energy unique partnership has drawn praise and appreciation from the Ghanaian government, and Petroleum Commission. The partners deeply appreciate the positive feedback from key stakeholders and institutions.

Following the conference, Mr. Woodcock also engaged with Dr. Benin's mature MSc Project Management students at the Regional Maritime University (RMU) in Accra. His lecture on the international energy market and related employment opportunities, including the Stark and EM&I partnership, was well received. The lecture and the Q&A session that followed provided valuable insights, leaving the multi-national MSc students appreciative of the mentorship and guidance.