



Jorge Machnizh

**DIRECTOR
GLOBAL OIL & GAS SOLUTIONS**

From geology student to security sector head for the world's oil and gas industry

During the three decades in which Jorge Machnizh has been a key player in the oil and gas industry, he became increasingly aware that it needed a recognised global organisation to provide solutions for the many security issues it faced. So, when he became aware of the G4S opportunity to spearhead its new secure solutions strategy for the industry, he seized the challenge with enthusiasm.

The security side of the oil and gas industry is very fragmented, Jorge explains, because until now its development has been based on local knowledge and personal relationships. But that needs to change as the world wakes up to the fact that while demand for oil and gas continues to increase, its reserves are rapidly diminishing.

Future exploration and extraction by oil and gas companies will need to take place in ever more difficult and dangerous environments, and the transportation of these products around the world to end-users will require far greater protection. Both trends have huge security implications, particularly in new and developing markets where G4S already has a significant presence.

"I believe the time is ripe for a company of G4S's size and reputation to make an even greater contribution to the secure solutions that the industry requires," Jorge adds, "and I am delighted to head that project. It is a tremendous opportunity to work with highly talented, entrepreneurial people in a growing business of world repute, serving a sector that is of global importance."

Announcing Jorge's appointment as G4S director, global oil and gas solutions, in October 2009, Graham Levinsohn, G4S group strategy and development director, explained:

"Jorge was born into the oil business and is a world-recognised leader. Now based in Houston, Texas, US, he has an inherent understanding of the industry, how it works and the key players within it. His scientific and technological expertise, coupled with his impressive track record in business and the ability to deliver growth and profits, will be key to helping G4S unlock the long-term potential that exists in this sector."

Jorge Machnizh's decision to study geology was undoubtedly influenced by his Italian-born father who worked as a geophysicist in the oil industry. Oil is clearly in Jorge's blood: his parents had met at an Esso (now Exxon) oil production camp in southern Argentina, and it was in that country he was born.

His early achievements included leading record-breaking production and exploration crews in the Alaskan Arctic and managing the first 3D seismic operations in Latin America for Shell JV (Maraven) in Venezuela. Then, during his 10-year relationship with Schlumberger Geco-Prakla, he became regional general manager of Latin America, significantly expanding their presence in the region.

Jorge then became vice president of North American and Latin American operations for

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Landmark Graphics Corp, a Halliburton subsidiary, which saw a 400 per cent growth in Latin American operations in three years.

By 2003, he was chief operating officer of a geophysical corporation, during which time his restructuring transformed the company from an equipment manufacturer to an integrated seismic technology-driven organisation.

His most recent appointment, before joining G4S, was as president and chief operating officer of a leading subsurface technology software and consulting services company, which helped identify and quantify potential oil and gas reserves worldwide.

What Jorge Machnizh demonstrated in those three decades was that his geosciences expertise could be the foundation for a much broader career that utilised his many other skills. And that career was of particular interest to secure solutions group G4S when it introduced a new strategy in 2009 that involved appointing global experts in specific fields as sector heads.

“My past experience has given me a good understanding of the world’s current oil and gas reserves: where they reside, their potential and the difficulties in gaining access to them,” he explains. “Inevitably, the combination of difficult access, complexity and higher demand is going to cause significant investments to continue in the sector. With high commodity prices, governments will focus on developing their natural resources and decide to manage them more efficiently, which will make it challenging for the oil companies to have access. We also expect an emergence of government-owned national oil companies expanding internationally beyond their geographical borders, creating a new customer segment opportunity for G4S.

“Security in access to reserves is a very critical component,” Jorge explains, “and the industry needs a large global operator in its security space who can come in and become a trusted advisor to enable oil and gas companies to invest in these often remote and challenging areas, so that they can achieve the maximum return on their investment in these locations.”

What excited Jorge about joining G4S at a strategic level was that it already has more than 100 oil and gas contracts in over 80 countries and its new strategy will take it into deeper relationships with those customers, who include all the major corporates, as well as opening up new opportunities and creating new jobs.

“Until G4S announced its strategy,” he says, “no one had taken the lead to invest and develop a comprehensive, integrated security offering for the oil and gas industry.

“The life cycle of a typical oil field is between 30 and 50 years,” Jorge adds, “starting with assessment and talking to governments, moving on to exploration and geo-chemistry, then into production and finally refining, transportation and distribution.

“It covers a significant time span and we are looking to be involved in providing secure solutions across the entire cycle for each one of these different phases and activities. I am very excited to be involved in developing the skills and strategies that are necessary to make us a global player in this industry.”

When he’s not working to protect oil and gas companies and their assets, Jorge’s life is centred on the family. His sons, aged nine and 12, enjoy academic subjects as well as sports, where their basketball skills are winning them trophies and helping their school teams win tournaments.

He likes to keep active, too. Both he and his wife are sailboat captains, so sailing and scuba diving currently feature prominently in their vacation plans.

“As well as being the most important city in the world, as far as the oil and gas industry is concerned – all the major companies have offices here – Houston is also a great centre for entertainment,” he adds, “and we like to take advantage of that whenever we can.”