
A&CE Go-To-Market Strategy

AI-Native Engineering Insights & Analytics for Offshore Energy

Prepared: February 16, 2026

Confidential — For Internal Use Only

SECTION 01

Target Company List — 20 Companies, 5 Tiers

Tier 1 — Offshore Engineering Consultancies (Highest Fit)

1. Subsea7

5/5

Why: Actively hiring "Digital Solutions Engineer (OrcaFlex/Abaqus)" — building exactly what A&CE already has.

Contact: VP Engineering / Head of Digital Solutions | **Channel:** LinkedIn + OTC Houston

2. Wood plc

5/5

Why: Appointed first CTO (Darren Martin) for digital transformation. Being pursued by Sidara — in flux, may want to bolster capabilities.

Contact: Darren Martin, CTO | **Channel:** LinkedIn, direct email

3. Worley

5/5

Why: Laura Leonard appointed Chief AI & Enterprise Services Officer (Nov 2025). CEO restructuring around AI transformation.

Contact: Laura Leonard, Chief AI Officer | **Channel:** LinkedIn (new in role, actively building)

4. TechnipFMC

4/5

Why: Major subsea player (Subsea 2.0®), heavy digital investment. OrcaFlex/AQWA automation directly relevant.

Contact: Justin Rounce, EVP & CTO | **Channel:** LinkedIn + OTC Houston

5. 2H Offshore (Acteon Group)

5/5

Why: Riser specialists already doing ML-enhanced fatigue, digital twins. Published ANN paper for riser digital twins. Natural acqui-hire fit.

Contact: Managing Director / Head of Digital | **Channel:** LinkedIn + email (smaller, more accessible)

6. McDermott International

4/5

Why: EPCI provider, partnered with Aize for digital project execution. Houston-based.

Contact: VP Digital / VP Technology | **Channel:** LinkedIn + OTC Houston

7. Saipem

3/5

Why: Major offshore contractor, committed to digital tools. Large org, slower process.

Contact: Chief Digital Officer | **Channel:** LinkedIn, OTC

Tier 2 — Classification Societies & Engineering Software

8. DNV (Digital Solutions)

5/5

Why: World's largest offshore engineering software provider (Sesam, Phast, Synergi). 221 S-N curves aligns directly with standards-centric business.

Contact: VP / Director of Product, Digital Solutions | **Channel:** LinkedIn + OMAE

9. ABS (American Bureau of Shipping)

4/5

Why: Patrick Ryan (SVP & CTO) focused on digital technology. Houston-based. Investing heavily in digital classification.

Contact: Patrick Ryan, SVP & CTO | **Channel:** LinkedIn + OTC Houston

10. Bureau Veritas

3/5

Why: Expanding digital capabilities in marine & offshore classification. European HQ may slow process.

Contact: Marine & Offshore digital leadership | **Channel:** LinkedIn

11. Akselos

5/5

Why: Swiss startup — structural digital twins for offshore. MIT-origin FEA. A&CE's fatigue library is complementary. Startup speed.

Contact: Thomas Leurent, CEO & Co-Founder | **Channel:** LinkedIn (founders accessible)

12. Cognite

4/5

Why: Industrial data platform (Ørsted, TotalEnergies clients). A&CE could become Cognite modules.

Contact: VP of Energy / Head of Partnerships | **Channel:** LinkedIn

Tier 3 — Offshore Wind Developers

13. Ørsted

4/5

Why: World's largest offshore wind developer. Digital Innovation Challenge active. 1,300+ turbines.

Contact: Alex Louden, Head of UK&IE Innovation Hub | **Channel:** Innovation Challenge + LinkedIn

14. Equinor (Renewables)

4/5

Why: 50+ years ocean engineering → wind. Offshore Wind Innovation Hub with NYU. Strong US presence.

Contact: Innovation Hub program manager | **Channel:** Innovation Hub + LinkedIn

15. Dominion Energy (CVOW)

3/5

Why: Building largest US offshore wind farm. 176 turbines = massive analysis needs.

Contact: CVOW Engineering Manager | **Channel:** LinkedIn + IPF Conference

Tier 4 — Oil Majors

16. Shell | 17. Chevron | 18. BP

3/5

Why: Major GoM/North Sea operations. Internal teams benefit from automation. Deep pockets but slow procurement. Target VP Subsea Engineering or Head of Digital Engineering via LinkedIn + OTC.

Tier 5 — Specialist Firms (Niche but High-Probability)

19. Oceaneering

4/5

Why: Dedicated "Integrity Management & Digital Solutions" segment. Acquired Global Design Innovation Ltd (2024) — actively acquiring. Houston HQ.

Contact: VP Integrity Management & Digital Solutions | **Channel:** LinkedIn + OTC

20. Intecsea (Worley)

4/5

Why: Specialist offshore consultancy within Worley. Subsea, pipelines, wind. Reach through Laura Leonard's org.

Contact: Via Worley / Laura Leonard | **Channel:** LinkedIn

The Pitch — 3 Versions

A. 30-Second Elevator Pitch

A&CE delivers AI-native engineering analytics for offshore energy. We've built 704+ production Python modules that automate OrcaFlex/AQWA workflows, fatigue assessment, and structural analysis — cutting typical analysis time by 60-80%.

Our library includes 221 S-N curves from 17 international standards, ML-enhanced fatigue assessment (85% time reduction, 23% accuracy improvement), and batch automation that processes 50 configurations in 4 hours instead of 50.

We're looking for an engineering firm that wants to **own** this capability. Interested in a conversation?

B. 2-Minute Pitch

A&CE: AI-Native Engineering Insights & Analytics for Offshore Energy

We've spent years building what most offshore engineering firms say they want but can't build in-house: a production-grade, AI-powered engineering automation platform.

What we've built:

- **704+ production Python modules** — structural analysis, fatigue, hydrodynamics, field economics
- **221 S-N curves from 17 international standards** (DNV, API, ABS, BSI, IIW)
- **OrcaFlex/AQWA batch automation** — 50 configs in 4 hours vs. 50 hours manually
- **ML-enhanced fatigue** — 85% time reduction, 23% accuracy improvement
- **AI agent orchestration** — Claude, Codex, Gemini integrated into engineering workflows

Proven on real projects: platform life extension, subsea FEA, wind foundations, riser studies, BSEE economics, marine safety correlation.

We're exploring acquisition, sponsorship, or deep partnership. Would you be open to a 30-minute conversation?

C. Executive Summary

The Opportunity: Offshore engineering analysis workflows remain largely manual. Firms spend 2-3 years and millions building internal tools for incremental improvements. A&CE offers a shortcut.

| Capability | Detail |
|---------------------|----------------------------------------------------------|
| Codebase | 704+ production Python modules |
| S-N Curve Library | 221 curves from 17 international standards |
| Analysis Automation | OrcaFlex & AQWA batch — 50 configs in 4 hrs (vs. 50 hrs) |
| ML Fatigue | 85% time reduction, 23% accuracy improvement |
| Time Savings | 60-80% on typical engineering analyses |
| AI Integration | Multi-model orchestration (Claude, Codex, Gemini) |

Strategic value to acquirer: Immediate capability (production code, not prototypes), domain expertise embedded in every module, AI-native workflow scalable across organization, competitive differentiation, talent (founder-engineer bridging offshore engineering + AI/ML).

Solo founder, full IP ownership, no outside investors. Clean transaction.

Contact: Vamsee Achanta, Founder — aceengineer.com

SECTION 03

Outreach Templates

A. LinkedIn Connection Request (≤300 chars)

VP ENGINEERING / CTO

Hi [Name], I've built an AI-native offshore engineering platform (700+ Python modules, OrcaFlex/AQWA automation, 221 S-N curves). Looking to connect with leaders driving digital transformation in offshore energy. Would love to share what we've built.

DIGITAL / INNOVATION LEADERS

Hi [Name], I lead A&CE — we automate offshore engineering analysis with AI (60-80% time savings). Saw [Company]'s push into digital engineering and think there's strong alignment. Would welcome a conversation.

M&A / CORPORATE DEVELOPMENT

Hi [Name], I run A&CE, an AI-native offshore engineering analytics firm (700+ production Python modules). Exploring strategic options including acquisition. Would value connecting with [Company]'s corp dev team.

B. LinkedIn Follow-Up After Connection

FOLLOW-UP MESSAGE

Thanks for connecting, [Name].

Quick context — A&CE is a production-grade engineering analytics platform for offshore energy:

- 704+ Python modules for structural, fatigue, and hydrodynamic analysis
- 221 S-N curves from 17 international standards
- OrcaFlex/AQWA batch: 50 configs in 4 hours (vs. 50 hours)
- ML-enhanced fatigue: 85% time reduction, 23% better accuracy

Deployed on real projects — platform life extension, subsea FEA, wind foundations.

I'm exploring whether [Company] might acquire or partner on this capability. The code is production-ready, not a pilot. Would you have 30 minutes this week? — Vamsee

C. Cold Email — VP Engineering

SUBJECT: AI-POWERED OFFSHORE ENGINEERING AUTOMATION — 60-80% TIME SAVINGS

Dear [Name],

I'm reaching out because [Company]'s investment in digital engineering caught my attention — specifically [mention something specific].

I'm the founder of A&CE (aceengineer.com). We've built what I believe is the most comprehensive AI-native engineering analytics platform for offshore energy: 704+ production Python modules, 221 S-N curves from 17 standards, OrcaFlex/AQWA batch automation (50 configs in 4 hrs vs. 50 hrs), ML-enhanced fatigue (85% time reduction, 23% accuracy gain), and multi-model AI agent orchestration.

This isn't a concept — it's working code deployed on real offshore projects. I'm exploring strategic options including acquisition. Would you have 30 minutes?

Best regards, Vamsee Achanta — aceengineer.com

D. Cold Email — M&A / Corp Dev

SUBJECT: ACQUISITION OPPORTUNITY — AI-NATIVE OFFSHORE ENGINEERING ANALYTICS

Dear [Name],

I'm the founder of A&CE, an AI-native engineering analytics firm for offshore energy. 704+ production Python modules, 221 S-N curves from 17 standards, 60-80% time savings on typical analyses. Solo founder, full IP ownership, no investors — clean transaction.

Strategic fit for [Company]: immediate digital engineering capability, competitive differentiation, domain expertise bridging offshore engineering and AI/ML.

Would your team be open to an exploratory conversation?

Best regards, Vamsee Achanta — aceengineer.com

SECTION 04

Anthropic Outreach

ALEX ALBERT — HEAD OF CLAUDE RELATIONS (@ALEXALBERT__ ON X)

Tweet: @alexalbert__ Built something wild with Claude Code: a workspace-hub orchestrating 704+ Python modules for offshore engineering. Claude handles architecture, Codex handles implementation, Gemini handles research — all through Claude Code as the central brain. 221 S-N fatigue curves, OrcaFlex batch automation, 60-80% time savings. Claude Code isn't just a coding assistant — it's the operating system for an entire engineering firm. 🎉

DM: Hey Alex — using Claude Code as central orchestrator for my offshore engineering firm. 704+ production modules, multi-agent setup (Claude + Codex + Gemini), real 60-80% time savings on offshore projects. Happy to do a writeup or demo if this is the kind of use case worth showcasing.

BORIS CHERNY — CLAUDE CODE PRODUCT LEAD (LINKEDIN)

Hi Boris — I'm a Claude Code power user: an offshore engineering firm where CC orchestrates 704+ production Python modules. Multi-agent pattern (Claude for architecture, Codex for implementation, Gemini for research), AGENTS.md as connective tissue. Solo engineer with throughput of a team of 10. Would love to share the workspace pattern if useful for the CC community.

IRINA GHOSE — MANAGING DIRECTOR, ANTHROPIC INDIA (LINKEDIN)

Hi Irina — Congrats on the India role! I run A&CE, an offshore engineering analytics firm built entirely on Claude Code. 704+ production modules for offshore energy, deployed on real projects globally. India's massive offshore engineering services industry could adopt this AI-native model. Would welcome a conversation about how Anthropic India might support this kind of deep engineering application.

SECTION 05

Conferences & Visibility

MAY
4-7

OTC 2026 — Offshore Technology Conference

Houston, TX — THE conference for offshore energy. Every target company will be there.

⚡ Register now. Plan meetings with Subsea7, Wood, Worley, TechnipFMC, ABS, Oceaneering.

MAY 31
JUN 5

ISOPE 2026 — Intl. Offshore & Polar Engineering

Orlando, FL — Technical conference, ideal for presenting ML-enhanced fatigue or AI orchestration.

🔴 CFP IS OPEN — Submit abstract NOW on AI agent orchestration or ML fatigue methodology.

JUN
7-12

OMAE 2026 — Ocean, Offshore & Arctic Engineering

Tokyo — Premier academic conference. DNV, classification societies. Check late submissions.

APR
21-23

WindEurope Annual Event 2026

European venue TBD — For targeting Ørsted, Equinor, Siemens Gamesa. Budget permitting.

Quick Win: Start LinkedIn content series this week — "How I automated 50 OrcaFlex configs in 4 hours" / "Building the largest open S-N curve library" / "AI agents for offshore engineering"

SECTION 06

Priority Action Matrix

Action

Priority

Timeline

| | | |
|----------------------------------------------------|---------|-----------------|
| LinkedIn → Laura Leonard (Worley Chief AI Officer) | HIGH | This week |
| LinkedIn → Subsea7 hiring manager (OrcaFlex role) | HIGH | This week |
| Submit ISOPE 2026 abstract | HIGH | This week |
| Register for OTC Houston 2026 | HIGH | This month |
| LinkedIn → Thomas Leurent (Akselos CEO) | HIGH | This week |
| Tweet @ Alex Albert (Anthropic) | MEDIUM | This week |
| LinkedIn → Boris Cherny (Claude Code) | MEDIUM | This week |
| Cold email → Patrick Ryan (ABS CTO) | MEDIUM | This month |
| LinkedIn → 2H Offshore leadership | MEDIUM | This month |
| LinkedIn → Oceaneering digital team | MEDIUM | This month |
| LinkedIn content series | ONGOING | Start this week |
| Website refresh (firm positioning) | ONGOING | This month |

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