



SAP Business One for The Oil & Gas Services Industry

Complete business management software for sustainable growth in the new energy economy



Vision33



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In an industry experiencing an unprecedented amount of innovation, oil and gas businesses must re-imagine themselves and learn how to forecast, react and adapt quicker and better to customer demands. The energy industry doesn't vary much from most commodity-based industries in terms of facing long periods of boom and bust. Drilling and other oil field service firms are highly dependent on the price and demand for petroleum. These firms are some of the first to feel the effects of increased or decreased spending. If oil prices rise, it takes time for petroleum companies to size up land, setup rigs, take out the oil, transport it and refine it before the oil company sees any profit. On the other hand, oil services and drilling companies are the first on the scene when companies decide to start exploring.

Companies should re-evaluate underlying process optimisation to improve margins for now, and later

Supply and demand have fundamentally changed. The current price reduction is unlike previous events, and it is pointing to a change in the broader global economy. From this, it's clear that prices are unlikely to rebound in the short term, and oilfield services companies must adapt to protect margins. However, even if one disagrees with the arguments (or even if the global landscape shifts in six months and prices enjoy a recovery to \$100 a barrel) it cannot be denied that business improvements made today can deliver profit improvements in a shorter amount of time.

Without the right systems in place to streamline operations, old ways won't open new doors

Given these factors, many organisations are now at a juncture where they are fundamentally reimagining their business processes. An entire enterprise is identifying areas that have a low value-to-cost ratio, and looking to optimise those practices. These optimisations help to simplify the organisation, provide improved scalability, and shorten the cycle to produce meaningful outcomes. These efficiency improvements also present an excellent opportunity to realign the organisation with strategic priorities, and set a clear path that everyone is travelling on together.



Organisations should examine their situation to identify both operating and capital expense improvements through transformation initiatives

Capital Expense Opportunities

- Data-driven decision-making providing improved capital planning through better understanding of historical performance and future projections
- Inventory optimisation leading to improved working capital management by identifying ideal spares levels, decreasing obsolete inventory, and introducing inventory governance processes to manage future levels
- Optimised financial modeling to drive an improved view of resource reserves and current and projected financial value facilitating conversations regarding financial obligations

Operating Expense Opportunities

- Increased supplier collaboration and automation, leading to reduced unit cost, increased compliance, reduced headcount
- Data-driven decision-making providing improved insights into operational performance, decreasing costs and increasing profit margins
- Process transformation on corporate focused, end-to-end processes, reducing costs through automation, improved efficiency and headcount reductions (e.g., Procure to Pay, Order to Cash, workflow approvals)

How using the right business management technology can transform your business

While engineers continue to innovate and improve the equipment technology in the field, many oilfield services companies are still running their management offices with decades-old paper-based binder systems, spreadsheets, complicated excel formulas, basic accounting software and outdated bookkeeping methods. While internal change can be a struggle, the opportunity for profitable growth can no longer be delayed.

Without the right systems in place to optimise on these opportunities, capture data, streamline operations and accurately report your current status, your company faces substantial downtime, impacting your ability to react quickly and deliver on schedule.

How SAP Business One is shaping the future of oilfield services

Today, thanks to SAP Business One and the flexibility it provides, the game-changing functionality of the world's best business software is available to all company sizes.

SAP Business One adapts to grow along with your business and allows you to integrate and manage every process you need to run your business, including: Accounting and Financials, Sales and Customers, Purchasing and Operations and Inventory and Distribution.

Features of SAP Business One for oil & gas field services

Capture critical data, streamline operations and accurately report on status so your organisation can react quickly to changes in the market.



Project and Capacity Planning

Multi-project planning at company and department level



Integrated Bond Tracking

Real-time transactions with alerts on status



Accurate Costing

Access to project margins, planned vs. actual budgets, material and labor



Field Ticketing

Everything goes through one system that accurately and seamlessly unites billing, costing and payroll



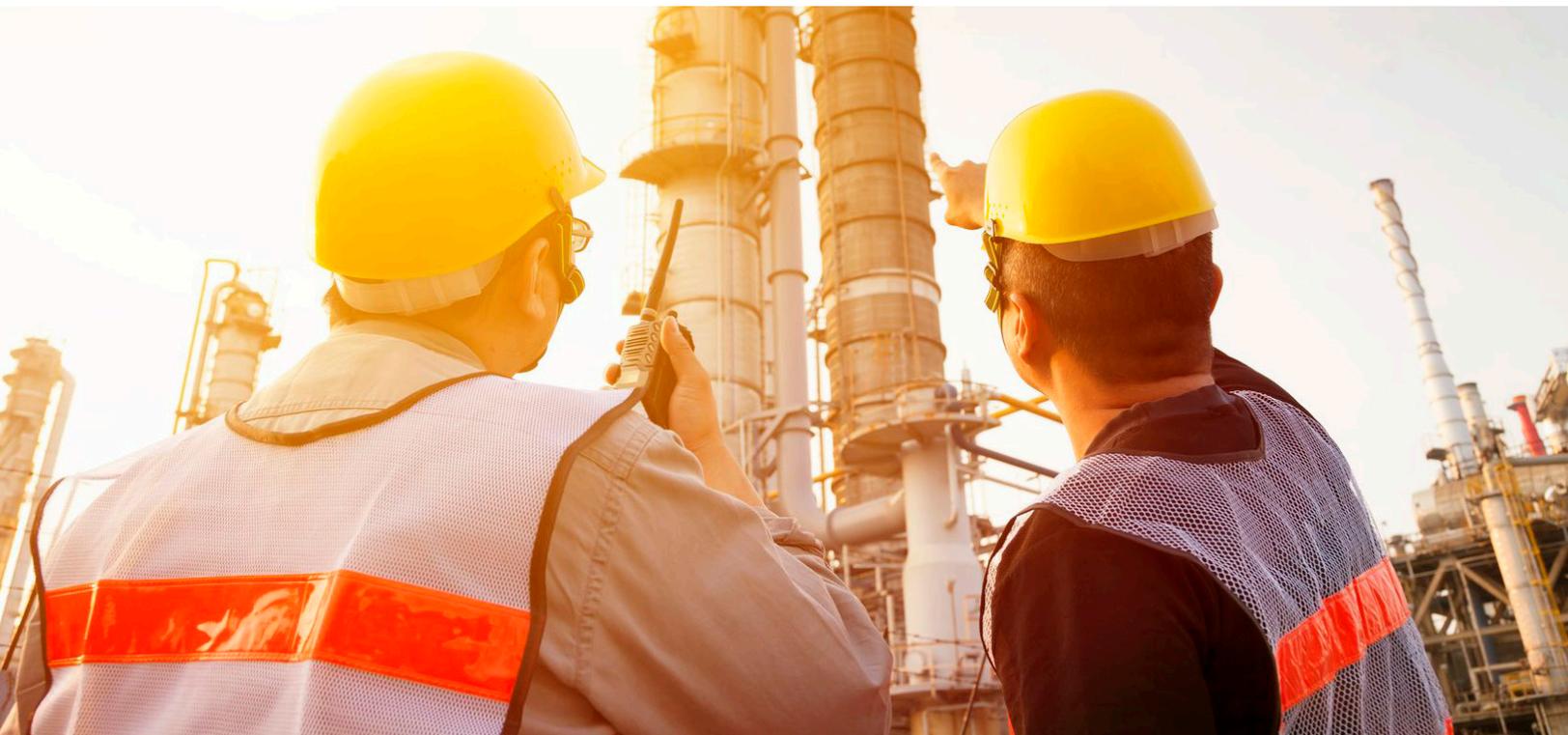
Dispatch

See whether your equipment is out on a specific job site, in transit, or sitting idle and available for dispatch



Rentals

Manage your rentals from one screen, including scheduling, equipment movement and billing rates and cycles



Benefits of SAP Business One for oil & gas

SAP Business One helps enable companies in the oil and gas field services industry to be resilient through:

- ✓ **Field Service Management**
Support your team in the field from every angle with optimised scheduling and mobile apps
- ✓ **Streamlined Operations**
Operational efficiency achieved by eliminating redundant and manual data entry errors with integrated core functionality
- ✓ **Vendor Management**
Closer relationships with key stakeholders including customers, vendors, and employees through better supply chain management
- ✓ **Save Time and Money**
Lower technology costs and speedier return on investment
- ✓ **Customer Satisfaction**
Improved customer retention and satisfaction through quicker response times and instant access to customer information
- ✓ **Monitor and Manage**
Everything that matters to your business

By uniting all your core business functions in a single system, SAP Business One moves far beyond mere data. You'll have complete, credible information to make better decisions. For growth-minded oilfield service companies, SAP Business One enables you to add dollars to the top line while capturing more of them on the bottom line too.

Because SAP Business One is designed specifically for small and mid-sized businesses, it's quick to install, simple to maintain and easy to use. As your business grows, you can adapt and customise SAP Business One to meet your evolving processes and changing needs.

Contact us to see how SAP Business One can future-proof your business

For more information on how SAP Business One can help your company make faster, more informed decisions and stay ahead of your competition, visit us at www.vision33.co.uk or contact us at contact@vision33.co.uk. We offer free business consultations, demos and pricing suited to your business needs.

