The Future of Hydrocarbon Management
Industry’s Leading Solution Provider
Integrated Planning, Operations & Reserves

One of the largest, most trusted reserves evaluators in the world

3esi • Enersight

More than 500 customers worldwide

45 Years of Proven Experience
Industry’s Leading Solution Provider
Integrated Planning, Operations & Reserves

One of the largest, most trusted reserves evaluators in the world

3esi • Enersight

Collaboration for Transformation

More than 500 customers worldwide

45 Years of Proven Experience

GLJ Petroleum Consultants
Industry Outlook

Production cuts, supply reduction
Balance sheet protection to value creation
Private equity playing a new role
Still uncertainty
60 is the new 80

Long term outlook is positive, demand increasing
Operators Respond

Hydrocarbon Management treated as a cost reduction exercise

Oilfield Innovation

Institutionalizing structural savings

Tactical vs. Strategic

Margin vs. Cash flow

Chasing the Price Deck

Optimizing the Enterprise
Hydrocarbon Management

35 year old processes and technology
Hydrocarbon Management

Disparate Workflows – Operating in Silos

- Finance
- Budgeting
- Planning
- Reserves Management
- Resource Management
Hydrocarbon Management

Capturing and Tracking Reserves – What about Resources?

Finance  |  Budgeting  |  Planning  |  Reserves Management  |  Resource Management

?
Hydrocarbon Management

Independent Data Sources

- Finance
- Budgeting
- Planning
- Reserves Management
- Resource Management
Hydrocarbon Management

Independent Data Sources – Talking about the same well

- Finance
- Budgeting
- Planning
- Reserves Management
- Resource Management
Hydrocarbon Management

Calendar Driven Process - Driven by Compliance

- Finance
- Budgeting
- Planning
- Reserves Management
- Resource Management
Why do we do reserves evaluations?

Most reasons have nothing to do with compliance

Reserves evaluation can drive real Value for the business
Hydrocarbon Management Today

Disparate Workflows operating in Silos

Independent data sources talking about the same well

Calendar based processes driven by compliance

Resource management operating in a silo

Reserves management primarily a compliance driven activity
Four Pillars of Transformation

Technology

Information

Industry

Providers
Evergreen data provides a view of yesterday, today and tomorrow.
Repeatable solutions shift the focus to analysis and strategy

Technology

- Evergreen & open systems
- Extensible platform
- Predictive Analytics
- Published interfaces
- Software as a Service
- Third party expertise

Silos disappear, and compliance becomes a by-product
Increased focus

**Innovation**

*Faster pace of delivery*

- Collaboration
- Tech & consulting partnerships
- Leveraging core competencies
- Redundant effort eliminated
Next generation Hydrocarbon Management Solution
Common Calculation Engine
Single Source of Truth
Extensible Framework
Efficient Scale Up

Four Key Features
A consistent model allows all parties to leverage each other

Business unit proposals aggregate up

Corporate budget allocations propagate down

Business impact is always apparent

AFE dollars and accounting actuals already linked

Review process is less about data gathering and more about review

Everyone works with the most up to date model

Single Source of Truth
An integrated, scalable system allows sophisticated uncertainty analysis.

This opens up robust analysis of economic uncertainty.
Industry

- Capital & Operational Efficiency
- Organizational Alignment
- Better Decision Quality
- Decision Velocity
Next generation Hydrocarbon Management Solution
Ecosystem Collaboration

Industry

Service Providers

Technology Providers

Academia
“THE FUTURE IS LESS ABOUT OIL PRICES THAN INNOVATION”

- JACKIE FORREST, SENIOR DIRECTOR – ARC ENERGY RESEARCH INSTITUTE
The Future of Hydrocarbon Management

QUESTIONS?