

TechStone Enables Upstream eProcurement

LEADING ENERGY COMPANIES HAVE BEEN AUTOMATING THEIR ELECTRONIC PROCUREMENT SYSTEMS FOR THE PAST FEW YEARS. TECHSTONE HAS DEVELOPED COMMON INTEGRATION STRATEGIES TO EXPEDITE THESE INTEGRATIONS FOR A VARIETY OF BUYERS AND SUPPLIERS.

Both Buyers and Suppliers in the Upstream Energy market are constantly looking for improvements in the procurement cycle. Buyers want better visibility into their spend, earlier in the procurement cycle and Suppliers want to improve the accuracy of invoices to reduce DSO and disputed invoices. These improvements are taking shape in 2008 with electronic field tickets, priced catalogs for complex services and an improved definition of data required to automate invoice approvals. Of course, no one wants to be the first to establish a new industry standard or adopt any new. So, what's a procurement officer to do when key clients are asking for more efficient processes?

A Sleeping Giant

The best part of these improved procurement processes is that they are scalable and reusable. Once you establish a pattern for this process you can repeat the transaction for all of your buyers or suppliers.

The investment required is not only external. Today's upstream marketer has distributed legacy systems that aren't integrated and lack certain efficiencies that can be gained through the same process they would take with their partners. The same process patterns can be reused internally to link their disparate financial systems resulting in better reporting, forecasting and more efficient operations. Some of the operational effects this initiative can improve:

- > **Financials** integrate intra and inter company transactions. Reduce the time needed for invoice reconciliation and accounting fees. Increase the accuracy of data and reduce audit risks.
- > **Locations** Connect distributed offices across the nation and worldwide. Standardize systems and processes that connect your employees.
- > **Competition** Stay ahead of your competition by partnering with your customers needs and creating a more efficient environment for your employees.

"Gartner- Companies that continue to operate without truly integrated systems and processes will perish in the new millenium"

The Water's Deep

Don't just dive in. Upstream companies like yours want to be sure that the path you choose is tried and true and you will monitor the competition and industry before you make the investment. Techstone has a history of establishing best practices for upstream procurement processes and defining the industry standards by chairing API PIDX committees. We can help you make this transition to becoming an industry leader in eProcurement by using a proven, determined and calculated approach to establishing business process and technical integration patterns. Like your peers, you'll start to realize a return on your investment and the automation of your systems that will save you time and money.

Develop a long-term strategy that will integrate your systems and processes. Standardization is one of the keys to operational success and this initiative will get the ball rolling.

Things to Consider

Folks that are taking the necessary steps are asking themselves serious questions along the way.

How can we integrate to our business partners faster and more efficiently?

What are my competition and my suppliers doing today to improve the procurement cycle?

What kind of results can I expect after establishing a successful eProcurement process?

What industry standards are being adopted today to improve my visibility into the procurement process?

How and when will procurement mandates affect my ability to do business and succeed?

How ready are we internally to integrate our systems using a common procurement process?

How long will it take to comply to mandates and integrate our systems?

How much will it cost me to complete our integration?

How will this affect my current business processes?

Do we currently have the technology to handle this project?

Do we have the resources to handle this kind of project?

Answers

Right now TechStone is working with folks in your backyard helping them with these initiatives. TechStone is a national consulting company located in Houston with relationships on both the buy side and with complex service providers. TechStone specializes in providing repeatable, efficient solutions to complex business processes. We have enabled your peers to establish integration practices that allow new integrations to be defined, tested and implemented in under 3 weeks. The leadership team has a combined work experience in the upstream industry of over 45 years so we understand the unique complexities of complex services and the needs for price validation and visibility into the project spend and invoice approvals.

TechStone leverages this know how to provide you with expert advisors that can provide you the answers and establish a best of breed infrastructure and business process you need on these procurement initiatives. We can support you with an approach that is:

- Proven and implemented by your peers
- Platform independent
- Reduces your total cost of investment
- Accelerates your time-to-value
- Leverages industry standards

We've done this before.

- Designed and implemented PIDX Order Management documents (Order Create, Order Response and Invoice) to backend ERP systems (SAP, JDE, Oracle)
- Integrated Rosettanet v2.0 Objects that include attachments with eMarketplaces and suppliers
- Established best practices for identifying and resolving critical issues with data shared between industry leaders.
- We know how to solve the eProcurement problem with data integration using PIDX and canonicals!
- We've already gone through the integration challenges for:
 - Shell
 - Chevron (Ariba Buying Network)
 - ConocoPhillips
 - Exxon/Mobile
 - Oildex
 - Anadarko
 - EOG
 - Chesapeake
 - Questar
 - DO2 (formerly Digital Oilfield)
 - ARC Resources
 - EnCana (US and Canada)
 - Noble Energy

- Southwestern Energy
- Devon Energy – Canada
- Devon Energy – US

The 'FastTrak' Approach

This custom designed phased program specifically for the Upstream Market leverages the above mentioned attributes into a cost effective solution. Your company will have the essential foundation to move forward into an integrated world.

The program provides the following:

- Scalable and repeatable templates and processes
- Ability to send PIDX/XML documents
- Complete your first transaction flows
- Implement a best of breed architecture framework
- Expert advisor facilitation with buyers
- Bundled packages with options

TechStone Technology Partners LLC

(832) 724-6137

sales@techstonellc.com



Our best of breed solution partners include:

