

Hitachi Consulting

Sample Oil & Gas Credentials



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Hitachi Consulting

Company:

The Client is a leading oilfield services provider with \$27 billion in revenue and 77,000 employees operating in approximately 80 countries. The Client provides well site operations, research, and engineering facilities to develop products, services, and solutions that optimize customer performance in a safe and environmentally sound manner.



Challenge: The Client had over 100 legal entities that were running on multiple disjointed systems

- The goal was to implement a global ERP and Supply Chain solution to enable enterprise-wide supply chain and financial visibility
- Client required that Hitachi Consulting provide a custom system solution for automatic postings to legal, fiscal and management ledgers, and a custom system solutions for inter-company and inter-country transfers of inventory and assets
- Additionally, the Client required a transfer of its global support center from Gatwick and Paris to Dubai, UAE

Solution: Implemented a global Lawson ERP, Siebel CRM, and CommerceOne solution

- The Lawson ERP was implemented for the core financials, Accounts Payables, Accounts Receivables, Asset Management and Materials Management
- Siebel CRM was implemented with a real-time interface to the ERP
- The standard Lawson Inventory Control and Asset Management software was heavily modified to create a solution that correctly recorded inter-company transfers in the three ledgers
- CommerceOne, e-procurement, was implemented as a parallel project, and a real-time interface was created for Purchase Orders

Business Benefits:

- All non-North American transactions were captured in a single instance, enabling visibility to global supply chain and financial data throughout the many entities
- Data warehouse linked to the CRM application allowed for enterprise-wide customer and sales data reporting
- Standardization of core processes throughout the world enabled Client's international personnel to work in all locations with reduced ramp-up time
- Solution met Sarbanes Oxley compliance



Company:

This Client leads the Midstream segment as one of the nation's largest natural gas gatherers and processors, and one of the largest natural gas liquids producers and marketers. This company is an equally owned joint venture of two multi-national energy companies.

Challenge: The Client requested assistance in managing the integration of IT systems during the acquisition of natural gas assets and companies to support its strategic initiatives

- Needed to integrate acquired assets into the existing SCADA systems and processes for monitor and control
- Needed to integrate acquired assets into the companies gas management systems (GMS) and ensure system configuration supports the tariff associated with the new assets
- Gathered compliance and usage data of the asset to prepare for cutover
- Needed to coordinate the transition and stand-up of all IT systems that were purchased and will not be replaced during the transition

Solution: Provided the project management and analysis to manage the IT integration of the client's acquisition project

- Provided cutover planning and preparations for the IT systems needed to initially support the acquisition
- Reviewed and refined requirements
- Developed a timeline and approach to support the acquisition
- Defined tariff requirements and facilitated the configuration of the GMS to support the processing of nominations and billing based on the tariff and the asset conditions
- Worked with IT vendors to lift and shift certain systems not replaced by existing client systems
- Performed test planning and execution management

Business Benefits:

- Integrated newly acquired assets systems, data and sources
- Improved competitive positions in certain oil basins
- Minimized operating costs by integrating existing GMS systems to support new assets and eliminated acquired systems
- Provided the mechanism for cutting over systems and processes based on timeline of acquisition and not constrained by the system requirements

Company:

The Client is the leading onshore, rig-based well servicing contractor in the United States, operating in all major energy-providing regions in addition to several international locations.



Challenge: The Client's significant growth over eight years presented considerable challenges. As their geographic and services footprint expanded, the consolidation and close system became strained and unable to scale to the company's growth

- The ability to seamlessly consolidate and close the monthly books to produce critical management and market facing report was becoming increasingly difficult
- Confidence by field managers was strained by the manual and time consuming close process, leaving them with limited insight for decision making
- The ability to assimilate new acquisitions without the full conversion of their transactional systems was important to future growth
- Existing system was too costly, error prone, and unable to scale

Solution: Implemented Hyperion Financial Management with Financial Data Quality Management (FDM) and Data Relationship Management (DRM)

- Mapped and improved current processes and approvals to speed the consolidation and close process
- Developed improved consolidation chart to better rationalize the business and provide multiple views of periodic performance
- Reduced 300 standard reports to less than 60 flexible, online reports with thoughtful point of view functions
- Enabled end user G/L users maximum control and insight with Financial Data Quality Management (FDM)

Business Benefits:

- Reduced Consolidation to Reporting cycle by 25%, improving quality and access to more leaders
- Provided ability for flexible reporting and integration to Microsoft Office tools for monthly variance reporting
- Lowered support and maintenance costs within IT while achieving improved reporting and timeliness
- Prepared organization for flexible growth and future acquisition support

Company:

The Client is an international integrated oil and gas company with €49 billion in revenue and operations in over 30 countries. It is primarily involved in oil and gas exploration, oil refinement and distribution, as well as liquefied natural gas (LNG) compression.



Challenge: The Client suffered from a very exhaustive accounting model and was interested in best practices regarding IT chargeback cost models

- Improve asset inventory reconciliation and follow-up processes.
- Implementation of a new provision analysis process, as the early stage for a future model of demand management from where new purchases for each business unit will be planned.
- Evaluation of the guarantees and the maintenance contracts in order to determine which contracts are willing to be renegotiated.
- Identification and evaluation of other alternatives in the chargeback cost model that improve its utility.

Solution: Implemented an IT Asset Management and Chargeback Cost Model

- Identified key improvement areas in the execution of current processes within the IT Asset Management function (quick wins)
- Designed and documented new processes (Provision Analysis, Stocks and Inventory Management, Reconciliation and Follow-up, and Chargeback Management) to govern the operation of the improved IT Asset Management function
- Defined requirements for information systems to support the operation of these processes
- Increased transparency and traceability of costs from their origin to the chargeback to the final user business area
- Analyzed and recommended other increased efficiencies in the model, including system and procedure modifications
- Promoted the effective adoption of the new processes and procedures by users

Business Benefits:

- Achieved the necessary management information in order to budget, plan and chargeback costs, as well as to deal with possible software auditing processes from vendors
- Optimized the return on investments by disposing of assets at the end of their lifecycle or considering the option of extending them
- Set the foundation to move into a proactive demand management model through improved visibility regarding the reuse or purchase of assets
- Analyzed the possible savings that alternative licensing models can produce on budget
- Progressed in the ITIL model implementation
- Improved the traceability and visibility of IT chargeback costs with special attention to those belonging to Production and Infrastructure