

At Hitachi Consulting, our Oil & Gas Practice helps leading companies pinpoint business issues and causes, as we apply our industry expertise and knowledge to improve field service processes and systems. Our experience includes hundreds of projects, where our ability to collaborate with companies to make pragmatic, yet long-term operational improvements impacts how our clients enhance their business every day.

The Oil & Gas team maintains enduring relationships across the major sectors of the hydrocarbon value chain:

- **Exploration & Production**
- **Oilfield Services**
- **Gas Processing & Transportation**
- **Refining & Marketing**



Industry Overview

Oil & Gas Industry

By its very nature, the marketplace causes companies to continually re-assess performance and operational effectiveness. To compete effectively, companies must monitor and improve on every functional level. That means looking deeply into areas such as regulatory and reporting requirements, supply chain operations, risk profiles, and workforce recruiting and retention programs. In addition, the Oil & Gas industry is greatly impacted by economic and political situations. Whether it's changing domestic energy policy, macroeconomics that triggers price volatility, the decoupling of oil and gas commodity prices, or increasing well complexity from advanced technology – all of these conditions create new challenges and opportunities for the industry.

Hitachi Consulting's **Oil & Gas Industry Practice** has a toolkit of services for all segments of the Hydrocarbon Value Chain – Upstream, Mid-stream and Downstream. While we're known for extending services to help improve performance at many of the most recognized companies in the industry, we made our name by providing value-added solutions to small and medium-sized companies.

Providing Value by Capturing Information and Applying Proven Solutions

Our deep industry knowledge and experience means we work with many of the world's leading Oil & Gas companies to drive measurable value through practical solutions. These may be scaled to meet the needs of your specific business, such as the following service offerings:

- **Enabling Business through IT Integration** - We help companies develop and articulate effective business and IT strategies, ensuring effective alignment and developing an actionable roadmap and supporting business case.
- **Transforming Data into Insight** - We assist organizations to improve their business decision-making capabilities by creating value that transforms data into knowledge through services in Enterprise Information Management, Business Planning, Reporting and Analytics.
- **Reducing Costs through Process Improvement** - Top-performing companies continue to rank business processes as a top priority for improvement. To expedite that, we work with companies to improve, manage, and monitor their business processes across functional areas - from Sales and Marketing, Engineering and Supply Chain, to Finance, Human Resources and IT.
- **Integrating Solutions across the Enterprise** – As a leader in implementing enterprise resource planning (ERP), packaged or custom solutions and information/content management solutions, Hitachi Consulting knows how to prepare for and integrate people, processes and systems across the enterprise. Our proven *Oilfield Service Process Accelerators for Oracle ERP* is one example of how we help speed delivery of enterprise solutions.
- **Creating Responsive Supply Chains** - We fine-tune operational processes and activities, from crude to customer, by helping create and manage a supply chain that is responsive to customer needs and market events. We help you optimize business processes and technology investments across Sales & Operations Planning, Manufacturing, Procurement & Sourcing, Logistics, After Sales Parts, Service and Support, and Product Lifecycle Management.

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Celebrating 100 years of the Hitachi Group

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Inspire the Next

Oil & Gas Practice

For more information on how Hitachi Consulting can address your business needs, contact:

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About Hitachi Consulting Corporation

As Hitachi, Ltd.'s (NYSE: HIT) global consulting company, Hitachi Consulting is a recognized leader in delivering proven business and IT solutions to Global 2000 companies. With a balanced view of strategy, people, process and technology, we work with companies to understand their unique business needs, and to develop and implement practical business strategies and technology solutions.

Hitachi Consulting's client base includes nearly 25 percent of the Global 100 and many leading mid-market companies. From business strategy development through application deployment, we help clients quickly realize measurable business value and achieve sustainable ROI.

Hitachi Consulting –Building the Market Responsive Company®

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- **Sustainable Practices to Meet Regulatory Requirements** - Our customers are experiencing internal and external pressures to ensure their business is conducted in a more sustainable manner. We help businesses with strategy, design, implementation and ongoing monitoring of systems and processes and the creation of sustainable supply chains.
- **Talent and Organizational Performance** – We work with your team to share our ideas, methodologies and expertise to help ensure that every person in your organization is successful with the changes made to business, whether it be strategy, organization design, technology implementations, processes or governance.

Industry Experience to Hone in on Biggest Challenges

Hitachi Consulting's Oil & Gas Industry Practice combines the knowledge of many years in the industry with the expertise garnered from working with more than 50 Oil & Gas companies to address significant industry challenges:

- *Dynamic Nature of our Evolving Domestic Energy Policy* – The increased business risk of added taxes and fees and changing accounting structures requires more sophisticated business systems to manage strategy and operations. Companies require business systems and structures that are flexible and responsive along with the ability to mobilize and demobilize programs as a result of fluctuating Domestic Energy Policy.
- *Macroeconomic Complexities* – Price volatility places monumental pressure on organizations to align organizational structures with market realities. Companies need to be highly responsive to market conditions and be able to quickly adjust to high amplitude business cycles. In addition, companies need the ability to adapt – and know how to go from a mode of rapid growth to a mode of cost containment and drive down costs.
- *Decoupling of Oil & Natural Gas Commodity Prices* – The divergence of commodity prices requires a re-examination of fundamental assumptions which is underlying in financial plans. Companies need to properly exploit the recent trend witnessed by the decoupling of oil & gas prices and bring parity to their business models, commercial strengths, and asset portfolios.
- *Increasing Well Complexity from Improved Technology* – Due to changes in technology, the cost and efficiency equation associated with drilling campaigns is changing and improving. Companies need to maintain a technological edge and foster continuous learning to achieve required return on investment for shareholders.

While new regulations and policies occur along with economic changes, the Oil & Gas Industry faces a growing need for business systems and structures that are flexible and responsive. Hitachi Consulting brings insight from many years of experience in the field and a collaborative approach to every engagement, working with teams to solve critical business issues.

For more information about how the Oil & Gas Practice can help your organization, call 877-664-0010 or visit www.hitachiconsulting.com.