

Strategic Growth & Divestment



Business challenges

Absoft has unrivalled experience in supporting strategic investment activities for operators and oilfield service companies during acquisitions, mergers and divestment. When acquiring new assets, merging subsidiaries or expanding operations geographically, ask yourself:

- > How do you ensure newly acquired assets are integrated without interruption to operations and compromise to safety?
- > How can you effectively merge new operations into the existing organisational environment?
- > Does your current organisation comply with new and local legislative requirements as a result of geographic expansion?

Alternatively, if your organisation is divesting assets and subsidiaries, are you aware that it is your obligation to transfer data and prepare all systems to standalone in preparation for selling? Ask yourself:

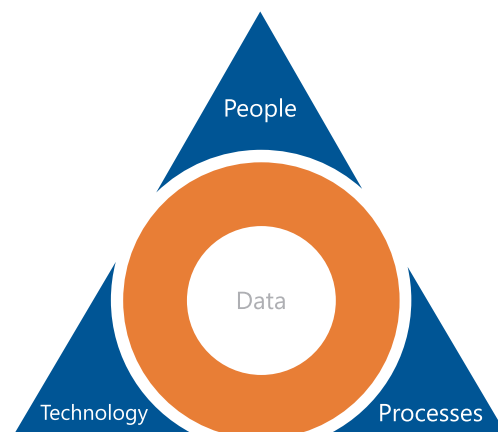
- > How can you successfully achieve the transition of business critical information, stored in your current ERP system?
- > Can data migration be delivered seamlessly and within a tight timeframe often stipulated from outside the business?

What we do

Absoft specialise in SAP® implementation and migration projects for upstream oil and gas. We have experience from a wide range of strategic growth and 'carve out' projects by migrating critical data and processes from current operational environments into new ERP system landscapes, not only in the UK and Norwegian Continental Shelf, but globally.

We recognise that a successful change initiative doesn't just focus on **Technology**, but respects that the technology is there to support a **Process** that **People** need to understand, and that **Data** is the lifeblood of an ERP system.

Our strategic growth and divestment solutions address all four of these dimensions to ensure a non-intrusive data migration which adds value to your business.



Technology

With over 20 years' experience in supporting strategic investment activities for operators and oilfield service companies, Absoft provides a range of solutions for effective data migration, which include, but are not limited to:

- > SAP System Landscape Optimisation® which covers the majority of standard SAP modules for leveraging selling, buying, restructuring and merging data
- > SAP Business Objects Data Services® for non-SAP source or target systems
- > Our own library of proven solutions and methodologies for effective finance, supply chain and maintenance data migration, specific to upstream oil and gas

Using these tools we enable:

- > Extraction of financial and operational data from the seller's SAP system and other sources
- > Management of data mapping and transformation
- > Upload of business data into the buyer's SAP system

Rest assured that Absoft will consider your specific project constraints and recommend the most cost effective and viable solution for your business.

Processes

Absoft's 'wall-to-wall' solution comprises of hosting business critical information, data migration, identifying key financials for retention, and development of a like-for-like system with ongoing training and support, to ensure business continuity remains uninterrupted.

Using an established and best practice methodology, we manage five major stages during strategic projects on behalf of our customers:



During growth and acquisitions, the emphasis lies in:

- > **Designing** the to-be IT infrastructure and modelling the mapping of business data from old to new ERP systems
- > The **Build** phase is of short duration since the aim is to provide a like-for-like IT landscape which will allow the new owner to continue operations without interruption
- > The **Preparation** stage covers four key areas:
 - Migrating the data for the new infrastructure
 - Installing the new ERP system
 - Training people to use the new system with their existing processes
 - Adapting processes to support the new organisation's requirements
- > After **Go Live**, operational **Support** has to be provided for the new system and Absoft offers a range of services from remote back office support to embedded SAP expertise delivered onsite.

People

Absoft recognise the criticality of transferring like-for-like processes and data into new ERP systems quickly and with minimal impact upon operations.

However, procedures, processes and systems need to be aligned and standardised in order to sustain effective operations, which is underpinned by regular training of staff and contractors.

Absoft can conduct a training needs analysis and our experienced SAP consultants can deliver tailored modules and materials from our state-of-the-art facilities and customer locations, both on and offshore. Our expertise in process optimisation for upstream can also help streamline inventory, logistics and maintenance activities to support sustainable and cost efficient operations.

Data

A key aspect of the transition process is mapping and the transformation of financial and operational data. This includes current, but also historic financial information for compliance with statutory audits, joint venture ownership information, asset structures, maintenance plans, spare part lists, task lists, material masters and procurement documents.

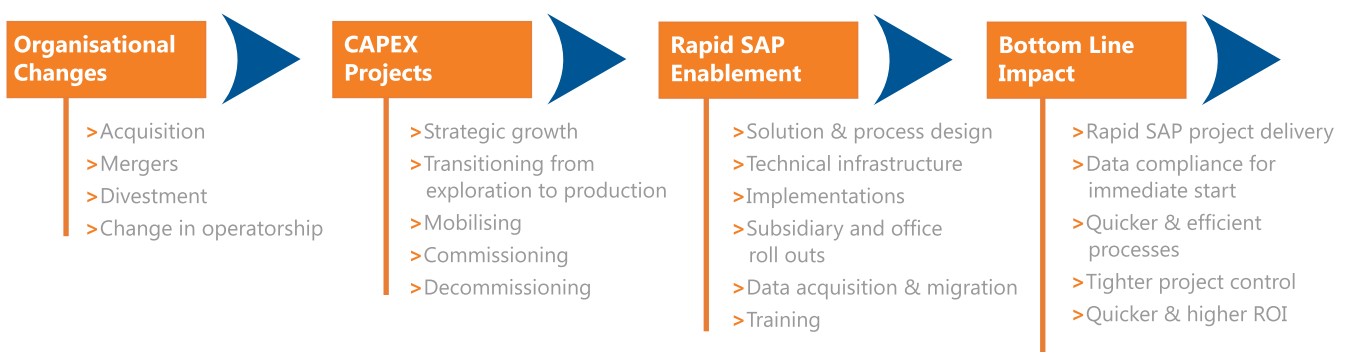
Absoft understands which data is critical for financial reporting, regulatory compliance and safe and efficient operations. We can also augment our customer's in-house teams with our subject matter experts, to not only transform the data technically, but validate the data using their upstream expertise.

What we deliver

Absoft enables your organisation to sustain strategic growth, or package assets for rapid sale.

We can:

- > Prepare your organisation to sell parts, or all of your assets in a region
- > Host the business systems for the extracted assets on your behalf
- > Assimilate acquired assets into your existing SAP system
- > Retain key financial information for reporting and regulatory compliance
- > Ensure data integrity for the acquired assets to underpin operations
- > Safeguard the existing process knowledge of staff and contractors
- > Align processes from newly acquired assets with existing processes
- > Ensure business continuity remains uninterrupted with a rapid and seamless data migration



Business impact

Here are some examples of what we have already helped our customers to achieve:



Zero disruption to business continuity and operations



SAP integration and carve-out projects from **as little as 7 weeks**



Tailored training from SAP experts, delivered onsite, on-board, and in the language that technicians understand



Free up vital resource and capital to focus on operations



Compliance with local legislation in accordance with in-country operating requirements



Industrialise acquisition projects to support rapid strategic growth by **bringing new assets online every 3 months**

Why work with Absoft?

Over 80% of Absoft's revenue is from repeat business in upstream oil and gas. We know your business including the impact and significance of strategic investment activities, having successfully delivered acquisition and divestment projects for operators and oilfield service companies in the last two decades. Only at Absoft will you find a SAP partner with an unrivalled track record in upstream oil and gas. Here are some reasons why our customers stay with Absoft:

- > We are process experts and deliver enhanced business performance in SAP to ensure that you get the most out of your return on investment.
- > Our consultants have on average over 10 years' hand-on experience of SAP in upstream
- > We have successfully delivered strategic growth and divestment projects for many oil and gas companies in a European and global context
- > We provide relevant project knowledge as well as the support infrastructure and SAP managed services



About Absoft

Absoft is a dedicated SAP specialist, established in 1991. Our SAP expertise, preconfigured templates, solutions and accelerators mean we deliver the best business and technical solutions for your individual needs to the highest standards of quality, quickly.

We are the only SAP partner to specialise in upstream oil and gas. We've worked with NOCs, IOCs and oilfield service companies for over 20 years, uniquely combining business process, upstream and SAP expertise to deliver best practice solutions globally.

Call Absoft on: +44 (0)1224 707088 or visit www.absoft.co.uk for more information.

Aberdeen | London | Stavanger

T. +44 (0)1224 707088 E. info@absoft.co.uk W. www.absoft.co.uk

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OIL & GAS SAP SPECIALISTS