

Efficient Operations for Remote Logistics



Business challenges

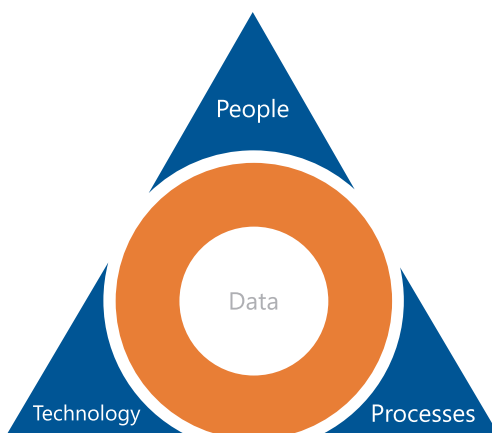
Through Absoft's unrivalled experience of optimising logistics and supply chain processes across many operating, drilling and oilfield service companies, we consistently find the following pain points:

- > Integration issues between inbound / outbound offshore logistics operations and onshore supply chains
- > Customer satisfaction issues due to late or incomplete deliveries and 'stock outs', resulting in work deferrals
- > Poor returns management resulting in project surpluses, items at 3rd party sites sitting idle and under recovery against investments
- > Inefficient container management, resulting in underutilised container fleets and crisis in offshore deck space

Absoft has developed comprehensive solutions to overcome these challenges through our Efficient Operations service line for upstream oil and gas.

What we do

Absoft delivers best practice, SAP® based logistics solutions. We recognise that the successful delivery of a change program demands 'joined up' solutions, especially in upstream oil and gas. 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 the processes and technology, and that **Data** is the lifeblood of an ERP system. Our optimisation service addresses all four dimensions to ensure that a solution will be adopted, consistently used and ultimately deliver value for your business.



Technology

With over 20 years' experience designing, implementing and supporting SAP systems in upstream logistics, Absoft have developed key SAP enhancements to streamline processes and make you more efficient. Absoft's SAP upstream logistics technology solutions include best practice outbound logistics solutions which maximise delivery of the right material, at the right place, at the right time, first time.

We provide a cross-discipline workbench approach, exposing materials in the supply chain in the context of maintenance priority and discipline.

We provide improved 'picking and packing' screens to enable 'drag'n'drop' functionality for building shipments and manifests including 'bagging and tagging' solutions allowing you to aggregate materials onshore ready for just in time shipment.

Best practice inbound return solutions for common upstream scenarios such as Returns:

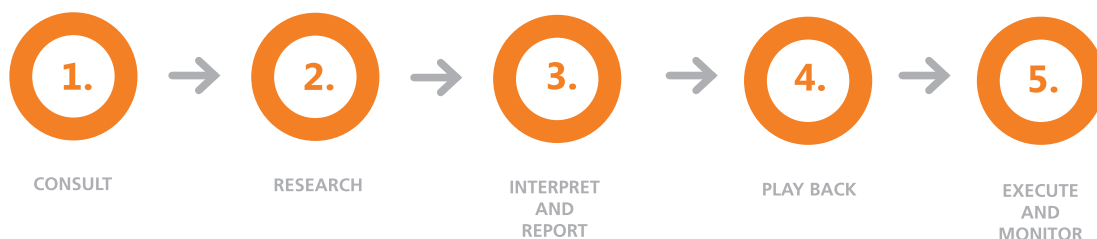
- > To Vendor
- > For Reintegration to Stock
- > For Scrapping
- > For Repair
- > For Rental off-hire
- > For 3rd party holding
- > Simplified mobilisation and returns document creation for remote workers
- > Container tracking functionality for own and 3rd party container fleet
- > Mobile device enhanced logistics processes such as containerisation

Absoft has partnered with Neptune Software to develop an upstream specific suite of apps that can be fully customised at low cost, and used on any range of mobile devices or desktops, both on and offline. Apps are available for simplified SAP document creation and document approval.

Processes

Based on 20 years' experience in delivering optimised logistics into local business units of supermajors and integrated services companies, Absoft delivers best practice process content which can accelerate your logistics implementation and optimisation initiatives.

Absoft helps you define or enhance your core processes for outbound and inbound logistics based on upstream best practice and a proven history of delivered benefit. Our Process Optimisation service covers **5 stages:**



People

Technology or process change will not be absorbed if the workforce is not upskilled in the changed ways of working. To ensure that the people side of the equation is addressed, Absoft provides:

- > Upstream SAP logistics specific training courses that can be tailored to your organisational requirements
- > Training Needs Analysis and competency assessment services to 'flesh out' the initial training program and to establish a sustainable training and competency regime

Data

Data is critical to efficient logistics management. Absoft works with logistics departments to improve the health of materials and services catalogues, measure logistics performance and improve the management of information. This is the foundation that supports all decision making in order to drive cost efficient logistics management.

Our Logistics Performance Analytics service provides insight into your outbound and inbound delivery processes, by Mode of Transport, Delivery Priority, Reason for Return and many other dimensions.

What we deliver

In summary, here are some of the areas where Absoft can deliver added value for your remote logistics operations:

- > Repairs and Rentals process management
- > Improved visibility of vendor items in Logistics processes
- > Vessel and Route optimisation management data
- > Pro-forma Investment Recovery procedures
- > Logistics training invested into overall Role based training plans

- > Offshore, quayside and warehouse based coaching and on-the-job training from BOSIET certified upstream SAP consultants
- > Classroom based training at customer sites or from Absoft's state-of-the-art facilities
- > A flexible e-learning approach to cater for your operational requirements

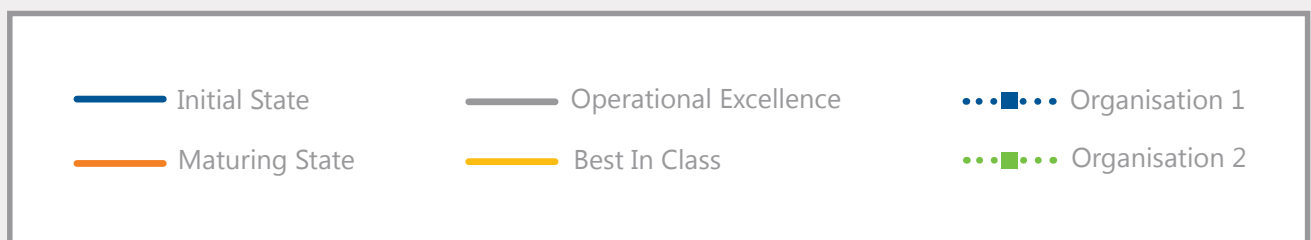
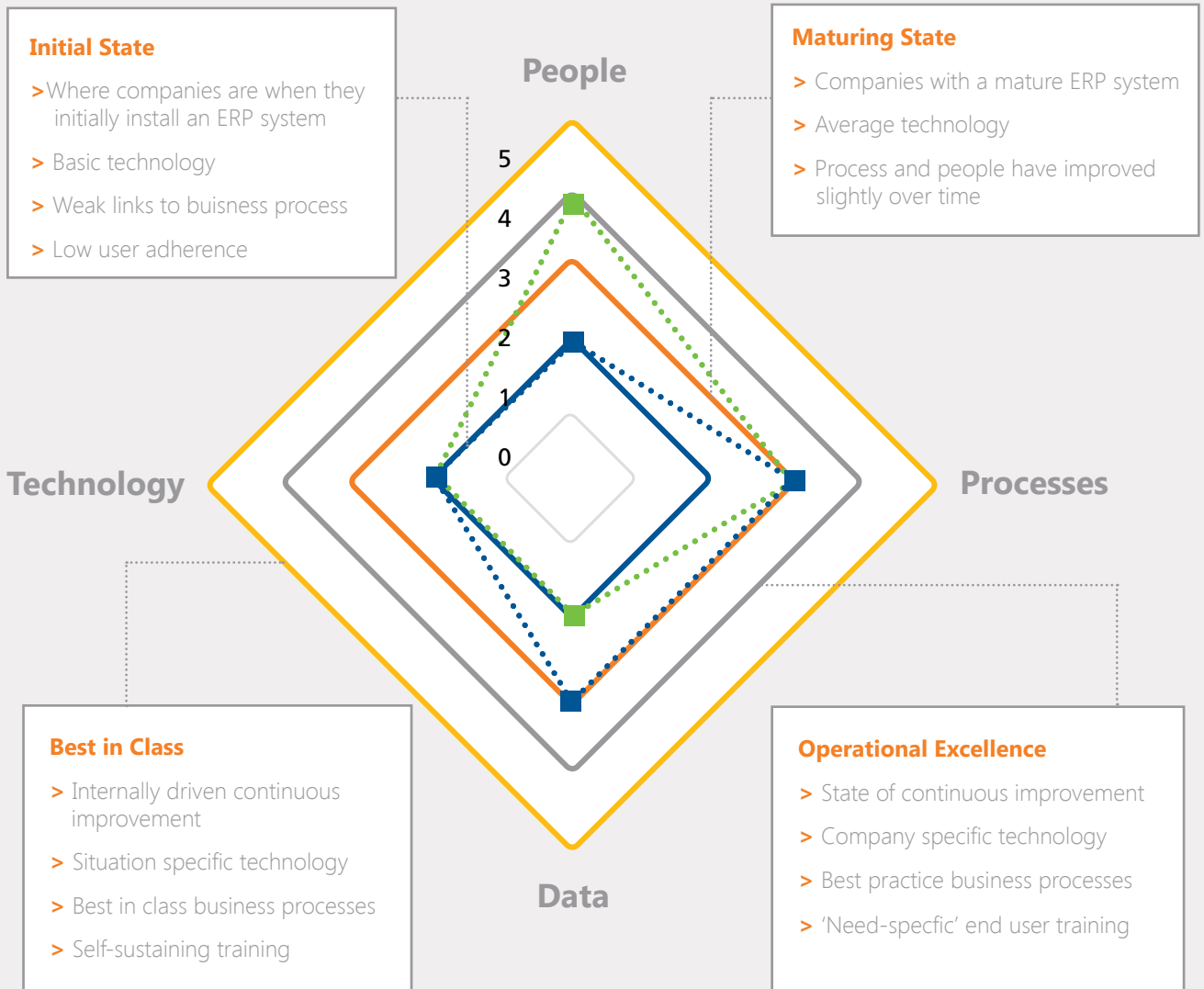
Our training objective is to ensure that you have a workforce that understands not just the 'what' and 'how' of following the process, but also 'why'.

Our Material Master Health Check provides a twenty point review of your materials catalogue and delivers improvement recommendations that will ensure that your materials catalogue data supports and facilitates your logistics processes. Key data reviewed includes delivery lead times, supply process, stocking parameters, quality certification requirements, route determination routines and other logistics related data.




Where are you on the PPDT Maturity Map?

Absoft has experience of delivering solutions for operators and oilfield service companies at different stages of maturity with the four key dimensions of People, Processes, Data and Technology (PPDT).



Business impact

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

Over
5% 
increase in value realised through
investment recovery processes

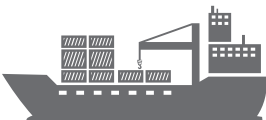
Over
10% 
increase in customer fulfilment KPI's for
high priority work with the right material
delivered at the right time


20%
reduction in Quality Certifications
non-compliance issues

Over
5%
reduction in rentals spend

Over
5% **reduction** in container fleet
management costs

20%
reduction in 'stock-outs' situations
related to Priority 1 work


Over
5%
reduction in shipping costs

Why work with Absoft?

80% of Absoft revenues come from repeat business with upstream oil and gas companies. We know your business, your challenges and your processes.

- > Absoft focus exclusively on SAP. We are SAP technical experts and are committed to helping our customers getting the most from their SAP investment.
- > We have worked in the UK and Norwegian sectors for over 20 years now. Our reputation relies on our ability to continue delivering for our customers.
- > Many of our consultants have worked in the industry or the discipline before they joined Absoft. They can 'walk the walk' as well as 'talk the talk'.

We work with many customers who already have internal business system capabilities, and also global support arrangements with the large integrators. Absoft prides itself on our ability to provide niche expertise as and when our customers need it.



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 are working with leading players in the industry and have been for over 20 years, uniquely combining business process, oil and gas 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.

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