



CASE STUDY PROGRESSIVE & METSCOIL DELIVERING SOLUTIONS IN PARTNERSHIP



PROGRESSIVE AND METSCOIL: DELIVERING SOLUTIONS IN PARTNERSHIP

Progressive and METSCOil worked in partnership to deliver a fast and robust finance and supply chain solution for a Nigerian based E&P company whilst they were undergoing a significant period of change.

Progressive are the only consultancy dedicated to providing Business Solutions to the oil & gas industry, specialising in Finance, Supply Chain and Asset Management. Working with a number of systems including SunSystems and Infor EAM (Enterprise Asset Management), we build partnerships with our clients to ensure the successful achievement of planned outcomes and maximisation of benefits.

METSCOil are upstream advisors for the Middle East & West Africa, delivering a one stop shop service for upstream oil & gas companies, including: Business Intelligence & Relations, New Business Development, Technical Consultancy, Asset and Company Valuation, Financial Services and Upstream Company Capacity Building and Performance Management.

Both companies were engaged on related projects by the E&P company: Progressive on a SunSystems implementation and METSCO on a capacity building exercise with the finance function. Faster than expected change for its Technical Partner meant that the client needed the capability to quickly take on operatorship of the shared asset. Working together, Progressive and METSCO were able to provide the finance and supply chain solutions required without reverting back to manual processes, and stabilise the finance team to enable them to achieve a 'business as usual' state in a very short space of time.

THE PROGRESSIVE AND METSCO SOLUTION AT A GLANCE

- SunSystems** The E&P company's SunSystems accounting solution was updated and fully implemented
- Transitional support** Supporting the client during the transition period with financial processing to ensure a smooth takeover of operatorship
- Supply Chain solution based on Infor EAM** Progressive's oil & gas requisitioning template for Infor EAM was deployed within 7 days of transfer of operatorship
- Take on of finance team** Members of the previous operator's finance team were onboarded and integrated into the E&P company's finance function
- Training** All staff were trained on the new data structure by Progressive in Nigeria
- Stabilisation of finance function** The finance function were able to operate in a 'business as usual' state very quickly after the changes
- True partnership working** Progressive and METSCO developed a strong working partnership throughout
- Ongoing relationship & activity** Both Progressive and METSCO continue to work with the E&P company, including further development of the finance and asset management capability supported by SunSystems and Infor EAM

OUTCOMES AND BENEFITS FOR THE E&P COMPANY

- Able to operate 'business as usual' within 7 days of taking on operatorship
- Supply Chain solution enabled purchasing within 7 days without having to revert to manual processing and reliance on spreadsheets
- Best practice system design, processes and controls
- Training delivered on site for staff by a qualified accountant with oil & gas expertise
- Now moving to the next phase of EAM solution

"This was an exciting project with some extremely aggressive deadlines. Working together allowed Progressive and Metsco to provide a full service offering that is quite unique – delivering a fast, cost effective solution to this E&P company. The whole team are looking forward to continue working with METSCO on this and other projects in the future."

MARIANNE WALCOT

COO

PROGRESSIVE
THE GAMECHANGERS

THE CHALLENGE

Progressive and METSCO were both engaged by an E&P company on individual projects: Progressive were working with the finance department to develop their SunSystems solution for financial management, financial transactions and processing. METSCO were undertaking a strategic review to strengthen the overall finance function, including people, processes and controls. At the time, the client had interests in a number of assets, but had delegated operatorship to technical advisors.

During the initial engagements, business events accelerated the planned transition from a period of joint operatorship into an urgent need to take over full operatorship of the shared asset. This significantly changed the scope of their requirements for both Progressive and METSCO, and also added significant time criticality. They needed to finalise the SunSystems implementation, develop a supply chain solution and integrate a new finance team into their existing structure.

THE SOLUTION

Leading the finance function on behalf of the E&P company at the time, METSCO identified that Progressive had the knowledge, skills and experience to achieve what was needed in the time available. METSCO advocated international standard solutions as part of the business case to maintain the confidence of the Nigerian Government and Farmor. The client's leadership validated the approach giving strong project sponsorship. Progressive's experience in oil & gas meant that we did not require special explanation on current circumstances, systems and processes, and allowed us to work with METSCO as partners, providing a sounding board and best practice advice on aspects beyond the system implementation.

Progressive reacted immediately to the changing scope and provided support to the client throughout the transition period. We assisted with the processing of invoices and bank transactions into SunSystems, and performed the reconciliations between the original operator's system and the client's system. We also advised on best practice financial processes.

In addition to the SunSystems implementation, a Supply Chain solution was needed. The E&P company were shut out of the purchasing system in relation to the asset. They faced the possibility of, at best, having to revert to manual processing and spreadsheets to maintain their buying function. Clearly, this was not a good solution, and they faced the very real possibility of being unable to make purchases effectively for a number of weeks.

Progressive worked with METSCO to develop an 'EAM Lite' solution to fulfil the initial supply chain needs. Using our oil & gas requisition template created for Infor EAM, a solution was developed and ready to use within 7 days of the transfer of operatorship.

In addition, Progressive supported METSCO in their work to stabilise the finance function and return to a 'business as usual' state as quickly as possible. Whilst there was planning activity supporting the transition process, the actual transition happened earlier than expected. Progressive travelled to Nigeria at short notice to train the incoming finance team on both the SunSystems and EAM solutions. We continued to provide support and more in depth training throughout the transition, whilst collecting requirements for enhanced functionality for the next phase of the EAM solution.

WORKING IN PARTNERSHIP WITH OTHER THIRD PARTY SUPPLIERS

Progressive often work alongside other third party suppliers within oil & gas companies, be it an outsourced provider, other suppliers working on related solutions or, as in this case, strategic advisors working with companies on ongoing improvement initiatives.

Our oil & gas knowledge and experience means that, in addition to the role of solution provider, we can also act as a trusted advisor. Our solutions always go beyond the system aspects, meaning we have a deep understanding of how oil & gas companies work, so that they get the optimum outcomes and benefits from any changes to their finance, supply chain, asset management and procurement activities.

In this instance, Progressive supplied the expertise in financial accounting and supply chain functionality, and METSCO were engaged as specialists in the overall structure and operation of the finance function. During the engagement, it was clear early on that our depth of knowledge would be a key factor in meeting the time pressures. METSCO used our consultants as a sounding board for decisions and best practice advice, and our oil & gas ready frameworks enabled us to develop and deploy solutions fast.

As well as our ongoing relationship through this client, we expect this to be the start of a great working partnership with METSCOoil!

“Working with Progressive meant I had a trusted partner, rather than just a supplier. In addition to their implementation and accounting skills, they proved to be a useful sounding board and I was grateful for their knowledge and experience of oil & gas throughout our project together. I hope to do more work with them in the future.”

BRAD DANIEL

Associate Partner



www.metscooil.ch

ABOUT US. AT A GLANCE

2004 Progressive founded

100% oil & gas clients

40+ E&P companies we have worked with

50+ SunSystems implementations for oil & gas

2011 first partnered with the Oil & Gas Council

20 countries we have worked in globally

2013 EAM business launched

2014 Awarded Infor Gold Partner status

2015 Recognised as largest reseller of Infor EAM across EMEA region

**PROG
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THE GAMECHANGERS

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