



INFOSYS SMART OILFIELD SERVICES SOLUTION FOR SAP ERP

Transformation Made Easy



Infosys
be more



Growth awaits. But are your systems up to the task?

As a growing oilfield services (OFS) company, you are helping shape the exciting landscape of the energy industry.

The demand for your products and services is increasing rapidly. To meet this demand, you need to transform your operations – maximize equipment utilization, ensure invoice accuracy, and optimize parts availability.

An enterprise-grade ERP can fuel this transformation. But certain concerns hold you back – the lack of clarity on business outcomes, risk of failure of a complex ERP implementation, demands of change management, extent of cost and effort required, and the 'fit-for-purpose' nature of the ERP solution in the context of your business.

Not anymore!



Infosys Smart OFS Solution for SAP ERP – smooth transformation

Faster, cost- efficient ERP with assured outcomes

Using our extensive experience in oilfield services and our expertise as SAP's Global Partner, we have created a pre-configured solution specifically to facilitate the ERP initiative of OFS companies like yours.

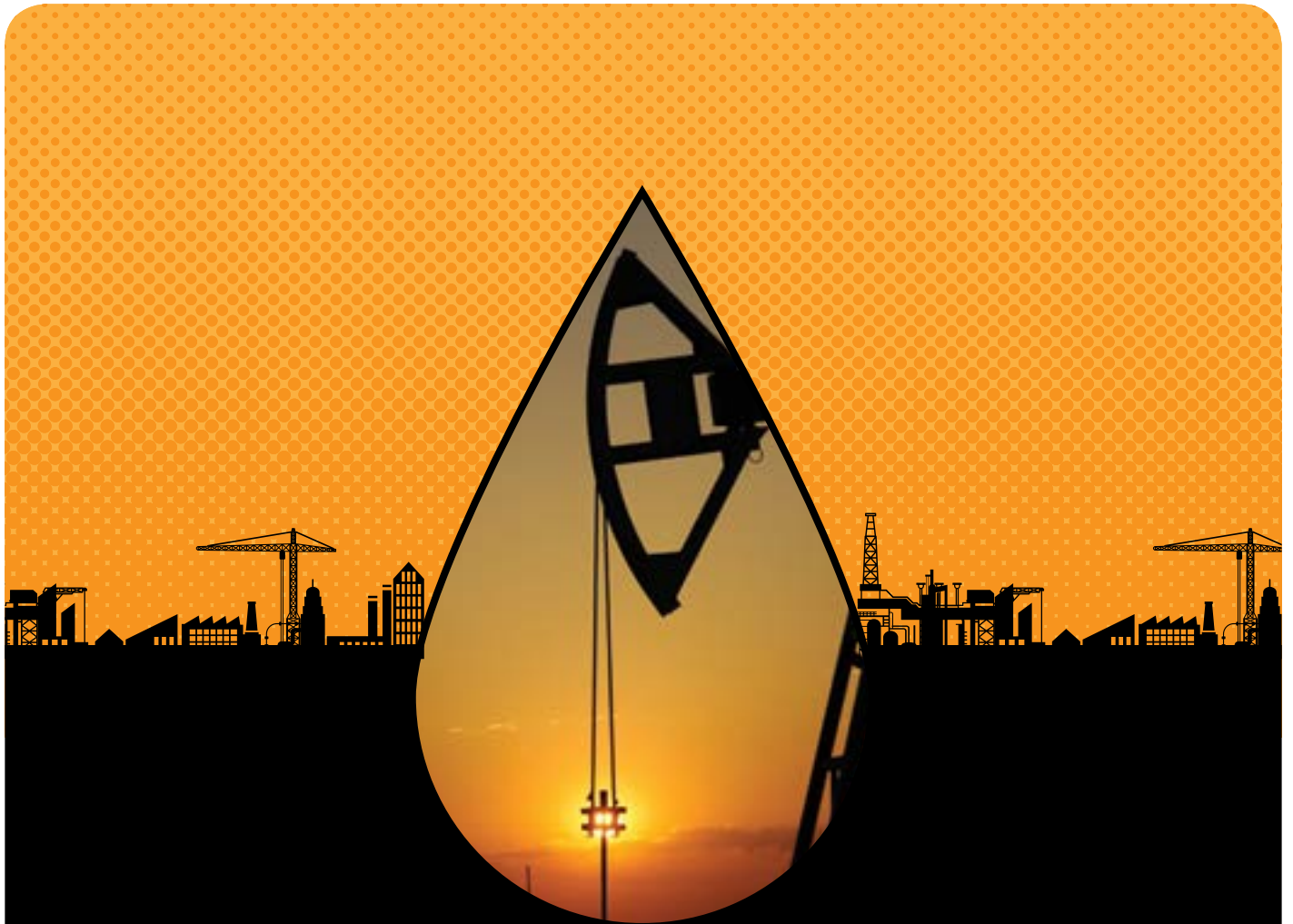
Infosys Smart OFS Solution for SAP ERP powers your transformation with:

- 40% less implementation time than comparable ERP programs
- 50% reduction in ERP implementation cost
- Assured business outcomes such as:
 1. Reduction in Day Sales Outstanding (DSO) by 15%
 2. Reduction in Price Leakage by 10%
 3. Improvement in Asset Utilization by 20%
- Minimized risk to implementation success through:
 1. Leveraging already-made complex design decisions
 2. Leveraging a 'Fit-to-purpose' tightly scoped solution
 3. Leveraging Persona-based design to increase user adoption

For a mid-size OFS company, the cost of a typical SAP ERP implementation falls in the range of US\$40-50 million including consulting, technology, hardware, and license costs. Infosys Smart OFS Solution cuts this total cost by 50%. Smart OFS also ensures faster implementation with an 8-10 month timeframe for the end-to-end implementation of SAP ERP.

Add to this our Value Realization Methodology (VRM™) and IMPACT™ frameworks that minimize disruption and maximize the business value of your transformation.

The outcome: you get to market faster with assured business outcomes that pay for the cost of the implementation within three years. With this sharp competitive edge, you are on track to being a service company of choice for your customers.



Implementation made easy

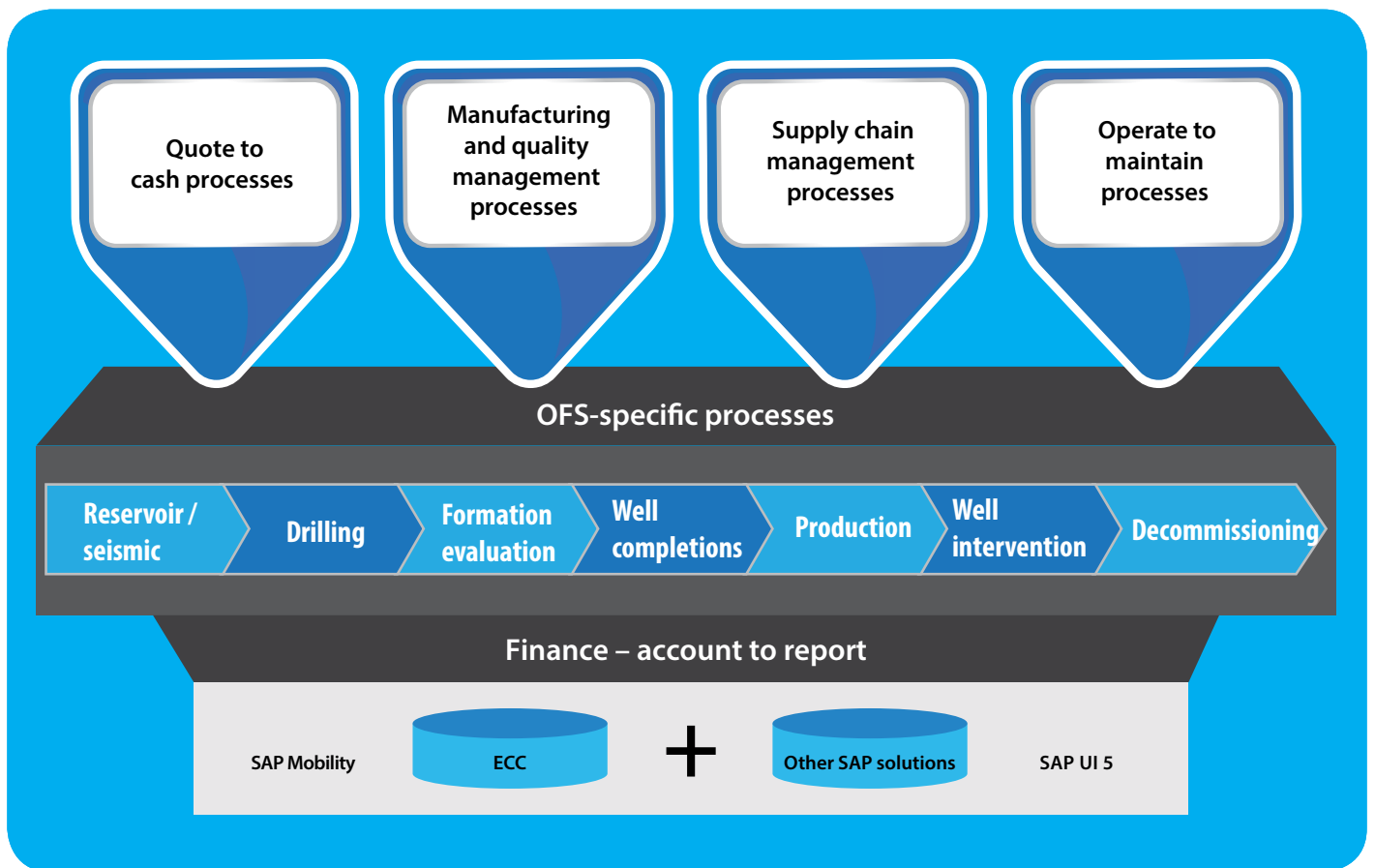
The pre-configured components of Infosys Smart OFS Solution ensure that the ERP implementation is smooth, cost-effective, and the benefits are delivered to you faster.

60 fully configured functional processes

More than 60 industry scenarios across the OFS value chain help you establish best-practice processes that spur your growth, now and tomorrow. These fully configured functional processes cover Finance, Order Management, Inventory Management, Logistics, Project Execution, Production Planning, Procurement, Maintenance, Multi-resource Scheduling, Field Ticket Management, Analytics, and Reporting.

Comprehensive OFS process repository

The Process Repository covering OFS value chain across the Completions, Wireline, Drilling, and Fracking product lines includes Level 1 to 3 process maps, process decompositions, business process descriptions, and process metrics. Key Value IP (Intellectual property) like key performance indicators (KPIs), value levers, operational levers, and value diagrams detailed in the repository help organizations define the value parameters at the process level. User Personas for 30 different OFS user types facilitate higher user adoption of the solution. The repository further provides configuration documents, test scripts, and training documents at the business process level.



Blueprinting accelerated

Using the repository, our consultants are able to speed up blueprinting activities, quickly identify gaps, and arrive at the right scope and design more efficiently.

Automated Fracking Processes

With a custom SAP solution for OFS fracking processes, we provide flexible quote creation and 'Job Execution' capabilities

Insight for every user

From blueprint to implementation to adoption, Infosys Smart OFS Solution for SAP ERP is built to provide the right insight to the right users across your enterprise. The persona-based design allows users to know exactly how they can use the ERP system to execute their daily tasks.

OFS-specific tools and accelerators

Our technical tools and accelerators simplify data migration during implementation, while also automating solution deployment. These include:

- 15 distinct user interface (UI) enhancements driven by the 30 user personas
- Custom Field Mobility UI for Field Ticket Customer Acceptance and Work Order Management
- Data Migration Templates and Load Programs
- Process and Quality Assurance tools
- Deployment and Cutover templates



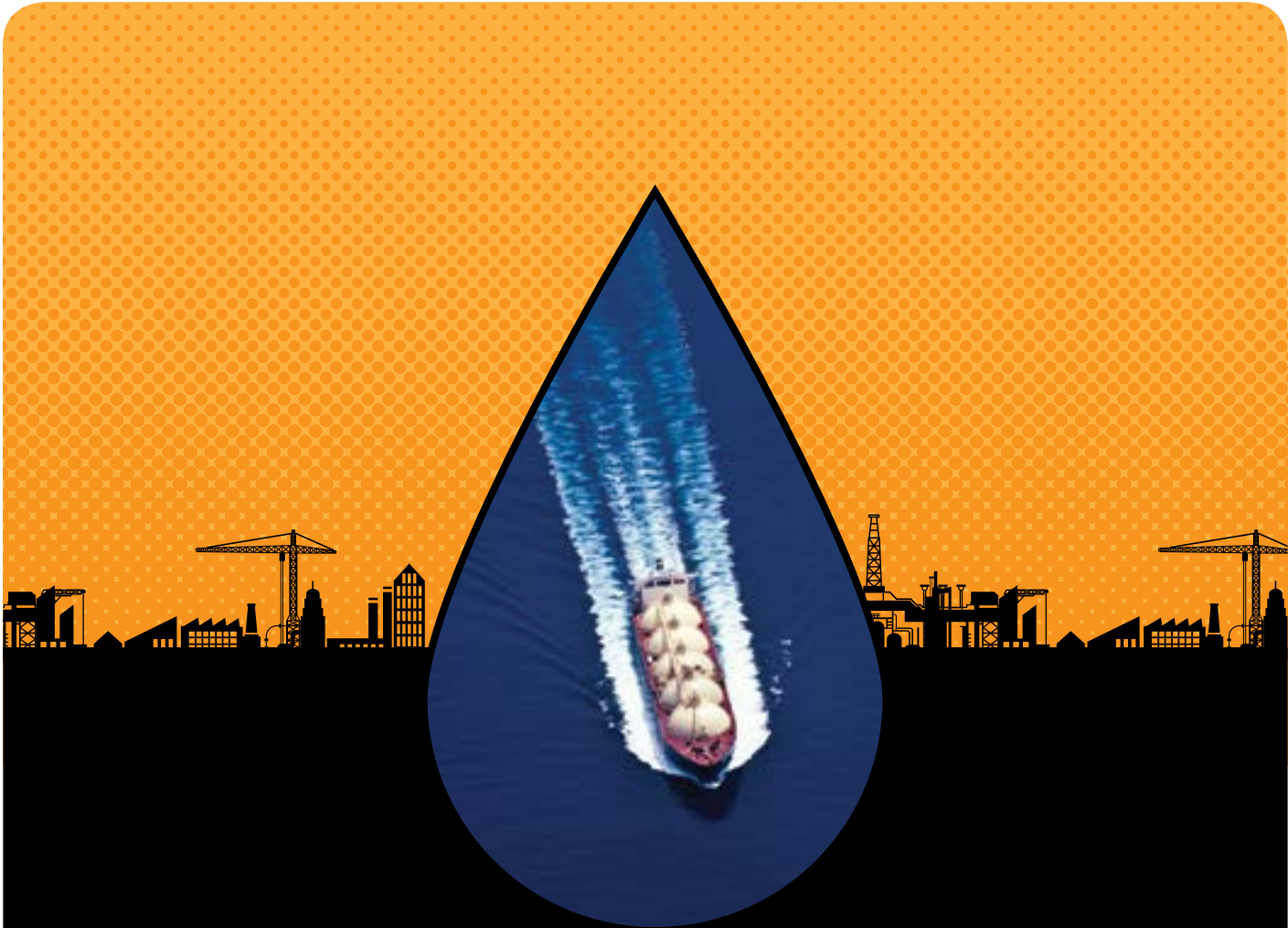
SAP on the go

To streamline supply chain management, the solution includes standard SAP Mobility applications and standard SAP Mobility scenarios.



A simpler user interface (UI)

To provide the right UI for the right user, we have made more than 15 UI enhancements to SAP transactions with SAP UI 5.



Value – released faster

Benefit from uncompromising delivery, complete solution adoption, and maximum value realization from Infosys Smart OFS Solution for SAP ERP.



On-time, on-budget, on-value

SAP-driven business transformation is a complex initiative entailing multi-dimensional change for your enterprise. But without the right focus, it could leak business value.

That is why Infosys has created two specialized frameworks for transformation initiatives: With focus on solution delivery and increased adoption, **IMPACT™** ensures that each part of your project is closely monitored and managed. And our Value Realization Methodology (**VRM™**) provides

a clear view of metrics that link project changes to business benefits at each stage. So you are not just on-time and on-budget, but on-value as well.

The benefits: reduction in time-to-market, project risk, and cost.

The outcome: 40% less time to be up and running, compared to a conventional ERP implementation.





Cost – contained better

With Infosys, you get to choose what is best for your business – from the modules (business functions) to the platform to the hardware. The best part: flexible commercial models as well as varied engagement models.

The freedom to choose

Because your company's needs are unique, Infosys Smart OFS Solution for SAP ERP is built as a modular solution. So you can pick and choose exactly what you need. The result: valuable cost savings that can flow into other initiatives, and an agile operating model that can be structured to address your changing needs.

Flexible to meet your specific needs

- Select from business functions (SAP modules) that bring highest value to your business

Choose the areas that meet your needs

- ECC or Suite-on-HANA (SoH)
- Analytics engine: BI on HANA or reuse existing data warehouse

Select the SAP platform that best suits your needs

- On-premise
- Hosted
- HANA-managed services

Select the hardware platform that best suits your needs

Commercial models: CapEx, OpEx or Hybrid, based on client requirements

Engagement models: Conventional, hosted, or Managed Cloud-as-a-Service (MCaaS)



Business outcomes – assured

With Infosys, you have complete clarity on the business outcomes of your SAP ERP implementation. We commit to outcomes in areas like DSO reduction, price leakage reduction, and improved asset utilization. Each of these business outcomes can pay for the cost of the implementation in just a few years.

Benefits across your value chain

Infosys Smart OFS Solution for SAP ERP helps you produce more, plan better, and account accurately through improved data, analytics, and reporting.

A dynamic oilfield services enterprise

Our solution improves operations in every function to deliver greater productivity, efficiency, and profitability.



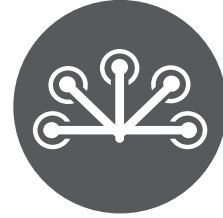
Manufacturing

- Reduced costs and greater manufacturing efficiency driven by better labor utilization, reduction in employee turnover, and improved parts availability
- Reduced cost of operations through optimized inventory storage costs and better inventory management



Maintenance

- Reduced costs through better planning of scheduled maintenance
- Greater productivity and efficient pump utilization with fewer component failures, and better labor utilization



Supply chain

- Improved fleet productivity with greater visibility into available parts
- Reduced cost of operations through supplier consolidation and better warehouse space utilization
- Agile operations and faster decision-making with mobile-enabled processes



Finance

- Increased revenue productivity and reduced revenue realization lead times with system-driven processes
- Smarter decision-making with automated, real-time financial reporting
- Reduced cycle time for credit memo processing



Sales/Order processing

- Efficient Technical Proposal and Job Design
- Accurate Invoicing based on Field Actuals
- Tools to effectively establish and control revenue realization

IMPLEMENTATION

Made
easy



VALUE

Released
faster



COST

Contained
better



BUSINESS OUTCOME

Completely
assured



Infosys Smart OFS Solution for SAP ERP Transformation Made Easy



Why Infosys for accelerated SAP implementation?

- We are the strategic partner for three of the top four global OFS companies
- Extensive experience across the oil and gas value chain – we also service your exploration and production (E&P) customers, including two of the top four integrated oil and gas majors

Let's fast-track your ERP journey.

To schedule a demo of Infosys Smart OFS Solution for SAP ERP, please email us at askus@infosys.com

For more information, contact askus@infosys.com



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