



Leveraging SAP S/4HANA to Drive Operational Excellence

Transformation Services for Oil and Gas Companies



A large, complex offshore oil and gas platform is shown in the foreground, with its intricate steel structure and various levels of decks. The platform is supported by several legs extending into the water. In the background, another similar platform is visible, and a tall, slender tower rises against a clear blue sky. The water is calm, reflecting the structures and the sky.

Oil and gas companies face rapidly changing market dynamics – from price fluctuations and supply uncertainty to new competitive threats and a fast-shifting regulatory and business landscape. You need a portfolio that protects against market volatility. You need stable operations in both the short and long terms. And you need them now.

Achieving those goals calls for a new level of operational excellence. That operational excellence must be enabled by a reliable, world-class technology platform that harmonizes core processes, drives greater efficiency, and positions you to achieve competitive advantage in a digital world.

Now is the time for oil and gas companies to migrate their operations from legacy systems to the in-memory computing and digital-enabling power of SAP S/4HANA®.

Enterprises that transition to SAP S/4HANA today gain a solid foundation for emerging technologies and capabilities, including Internet of Things (IoT), real-time analytics, optimized mobility, and augmented reality. They also benefit from a proven technology platform that equips them to achieve disciplined operations and predictable business growth.

A Digital Core that Drives Disciplined Operations and Growth

SAP S/4HANA is built on the groundbreaking SAP HANA® business data platform. Deployable on-premises or in the cloud, SAP HANA enables companies to manage and analyze vast data volumes in real time. SAP S/4HANA leverages the power of SAP HANA to optimize core processes – from finance and human resources to supply chain management and asset management.

For oil and gas companies, the SAP S/4HANA digital core delivers game-changing capabilities that support disciplined operations and predictable growth:

Supply Chain Excellence

Optimizing the supply chain, from demand management to procurement processes, has become mission-critical for oil and gas companies. That's why a growing number are turning to SAP S/4HANA for fundamental, business-changing process improvement.

An SAP S/4HANA foundation promotes integrated business planning, linking visibility, analytics, and processes end-to-end, from market demand to production. In addition, the platform's in-memory computing capabilities power real-time material requirements planning (MRP).

Just as important, SAP technology transforms mobility and usability. Leveraging the revolutionary SAP Fiori® user experience, you can reimagine processes with mobile apps and augmented reality. That's increasingly important as companies field a new generation of petrochemical engineers who aren't familiar with legacy systems and expect a mobile-enabled user experience. Crucial benefits include simplified processes,

improved safety, and optimized productivity.

Advanced Asset Management

Oil and gas companies invest tremendous resources in both fixed and moveable equipment and other physical assets. IoT and sensor technologies, combined with advanced analytics, deliver revolutionary new ways to track assets, perform predictive maintenance, and optimize uptime – while significantly reducing costs.

Collaboration Across the Business Ecosystem

Oil and gas companies will increasingly collaborate around data sharing, supply chain and asset management, and co-development of proprietary, business-enabling applications. SAP S/4HANA drives operational excellence and business optimization by empowering collaboration throughout your ecosystem of suppliers, service providers, and other business partners.

SAP S/4HANA gives you a solid foundation for core processes, plus support for new, differentiating technologies, that optimize your extended enterprise. You gain deeper visibility throughout the supply chain, improved and integrated processes for maximized efficiencies, and clearer understanding of market demand for better decision-making.

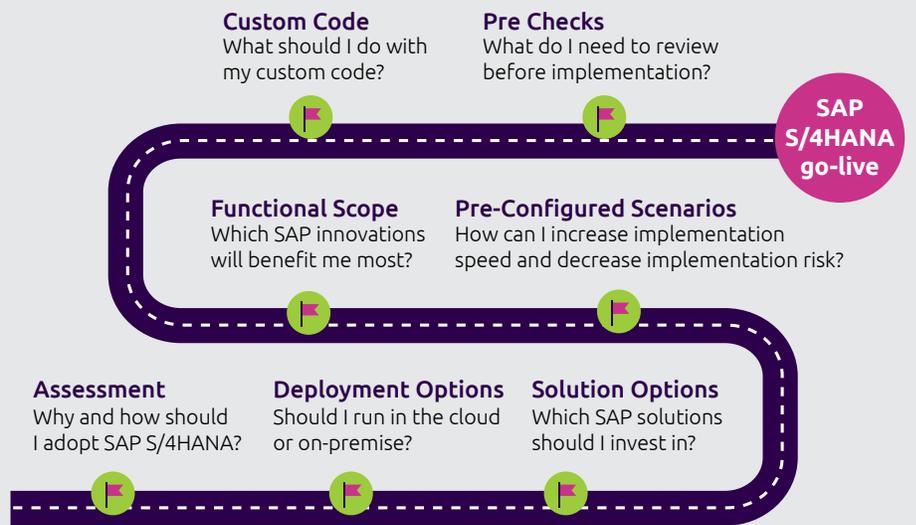
Finally, Capgemini has assembled an unmatched portfolio of oil and gas industry experts, targeted solutions, delivery capabilities, and SAP expertise to enable you to begin and navigate your digital journey. Working as your trusted partner, we empower you to master the industry's most complex opportunities while maximizing your return on investment.

A Proven, Modular Approach

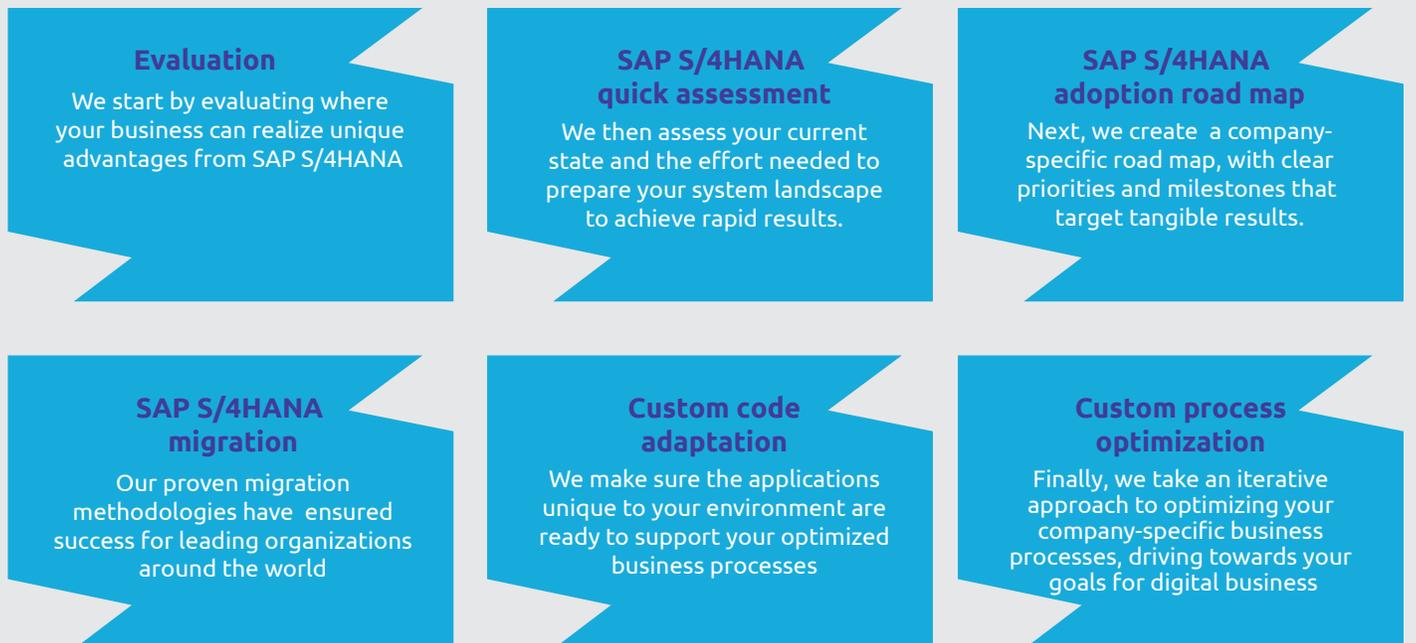
SAP S/4HANA can empower oil and gas companies to compete and win in a volatile marketplace. But achieving operational excellence calls for thoughtful strategy and careful execution.

Discover how Capgemini’s SAP S/4HANA transformation services can help you imagine and realize a better future by digitizing your operations – and achieving predictable, profitable growth. Capgemini is a world leader in enterprise resource planning and business information management. We’re also a longstanding SAP partner and established leader in SAP software implementations. Our 17,500 SAP consultants deliver the expertise you need to make your SAP S/4HANA migration a success.

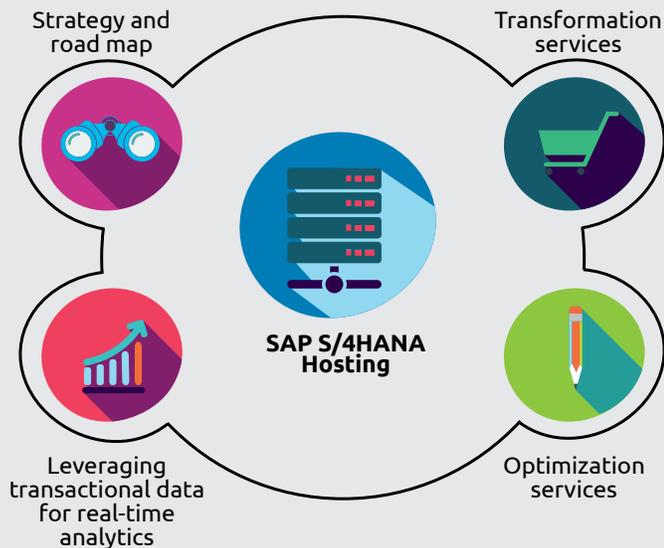
Highway to SAP S/4HANA



Capgemini offers a proven approach for migrating to SAP S/4HANA and achieving digital advantages:



Modular SAP S/4HANA Services



Capgemini delivers a complete range of modular SAP S/4HANA services:

Strategy and road map – Assess your current state, establish clear goals, and anticipate the business impact.

Transformation services – Benefit from our proven methodology that takes you from identifying opportunities to achieving digital business.

SAP S/4HANA hosting – Manage your IT costs and rapidly adapt to changing business needs through state-of-the-art hosting services.

Optimization services – Maximize the performance and effectiveness of applications running on SAP HANA.

Leveraging transactional data for real-time analytics – Better understand and predict the future of both your customers and your business.

Capgemini: World Leader in SAP Services

17,500
SAP consultants

>3,500
SAP HANA
specialists

>2,000
SAP S/4HANA
specialists

2nd Highest
Number of SAP
certifications

>200
Number of oil and
gas companies
served, across more
than 30 countries



Capgemini Client Success Stories

Capgemini clients are realizing real-world success in their transformations to SAP S/4HANA and disciplined operations. Discover how they are using SAP solutions to leverage new digital capabilities and achieve more predictable business growth.

International Oil and Gas Service Provider

With a nearly 40-year track record of success, this provider of services to production and processing companies has operations in more than 30 countries around the world. Its 12,500 employees generate \$6.4 billion in annual revenues.

Client Challenges

Following energy deregulation in Mexico, the company needed to migrate its Mexico operations to production- and profit-sharing. That called for many custom reports to comply with the new regulatory environment, which the organization's outmoded SAP system wasn't designed to handle.

The Capgemini Solution

With Capgemini's help, the energy leader became the first international upstream oil and gas company to implement SAP S/4HANA and migrate to a public cloud infrastructure. Our prepackaged, fully compliant READYUpstream solution was a perfect fit for a company that required fast implementation and experience in local operations. We enabled the company

to optimize reporting structures, automate manual processes, mobile-enable workflows, and more.

Independent Exploration and Production Company

This rapidly growing upstart does business in the mid-continent region, where it owns a large leasehold position. Its commitment to best-in-class operations and continued expansion is reflected by a strengthening balance sheet.

Client Challenges

In the face of fluctuating oil and gas prices, exploration and production companies require real-time visibility into acquisitions, costs, and operations. But an inadequate accounting system was wasting time and limiting insights.

The Capgemini Solution

Capgemini enabled the innovative company to become the first U.S. exploration and production company to implement SAP S/4HANA. Our preconfigured, templated READYUpstream solution replaced the legacy accounting system and positioned the enterprise to scale and go public. Today the growing company benefits from outsourced IT support, one-click insight into well profitability, and the agility of monthly financial reporting.



Multinational Energy Powerhouse

This petroleum and renewable-energy pacesetter boasts operations in 36 countries. Its 20,000 employees and activities across the energy sector generate revenues of \$61 billion a year.

Client Challenges

In the face of rapidly changing market dynamics, the company sought to leverage digital technologies for competitive advantage. But to become a digital leader, it would need a digital road map – plus effective execution against that plan.

The Capgemini Solution

Capgemini has been instrumental in creating and implementing the company's six core digital programs:

- Data-driven operations
- Process digitization and insights
- Digitized safety, security, and sustainability
- Subsurface analytics
- Next-generation well delivery
- “Field of the future” based on digital technologies

In addition, we are supporting a digital center of excellence focused on improving data management, delivering advanced analytics, and deploying robotics and remote controls. These efforts are already paying off through greater back-office efficiency, improved risk management, and new digital-enabled capabilities that will help the company outcompete less forward-thinking rivals.



SAP Pinnacle Award Winner

CUSTOMER CHOICE CATEGORY

2016 2017 2018



About Capgemini

A global leader in consulting, technology services and digital transformation, Capgemini is at the forefront of innovation to address the entire breadth of clients' opportunities in the evolving world of cloud, digital and platforms. Building on its strong 50-year heritage and deep industry-specific expertise, Capgemini enables organizations to realize their business ambitions through an array of services from strategy to operations. Capgemini is driven by the conviction that the business value of technology comes from and through people. It is a multicultural company of 200,000 team members in over 40 countries. The Group reported 2017 global revenues of EUR 12.8 billion (about \$14.4 billion USD at 2017 average rate).

Learn more about us at

www.capgemini.com

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People matter, results count.

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