

OPENTEXT

Information Fuels Operational Excellence

Case Studies in Enterprise Asset Management
and Joint Venture Management

Robert Gascho
OpenText
rgascho@opentext.com

Gerald Hecker
CGI
gerald.hecker@cgi.com

OPENTEXT

The Numbers

\$1.8b+ Global Revenue

1.5 Million Users

#1 in ECM

~8,000 Employees

\$2b R&D Investment

20 Years of Innovation

31 Country Offices

141 Countries Supported

Publicly Listed

(NASDAQ: OTEX, TSX: OTC.TO)



Our solutions are an integrated part of your core business systems platforms



Enterprise Content Management



Business Process Management



Customer Experience Management



Information Exchange



Discovery

CGI is a Global IT and Business Process Services Leader

High-end business and IT consulting

69,000 professionals

10,000 clients across the globe

System integration, IT and business process outsourcing

400 offices, 40 countries around the world

Client satisfaction: 9.1/10

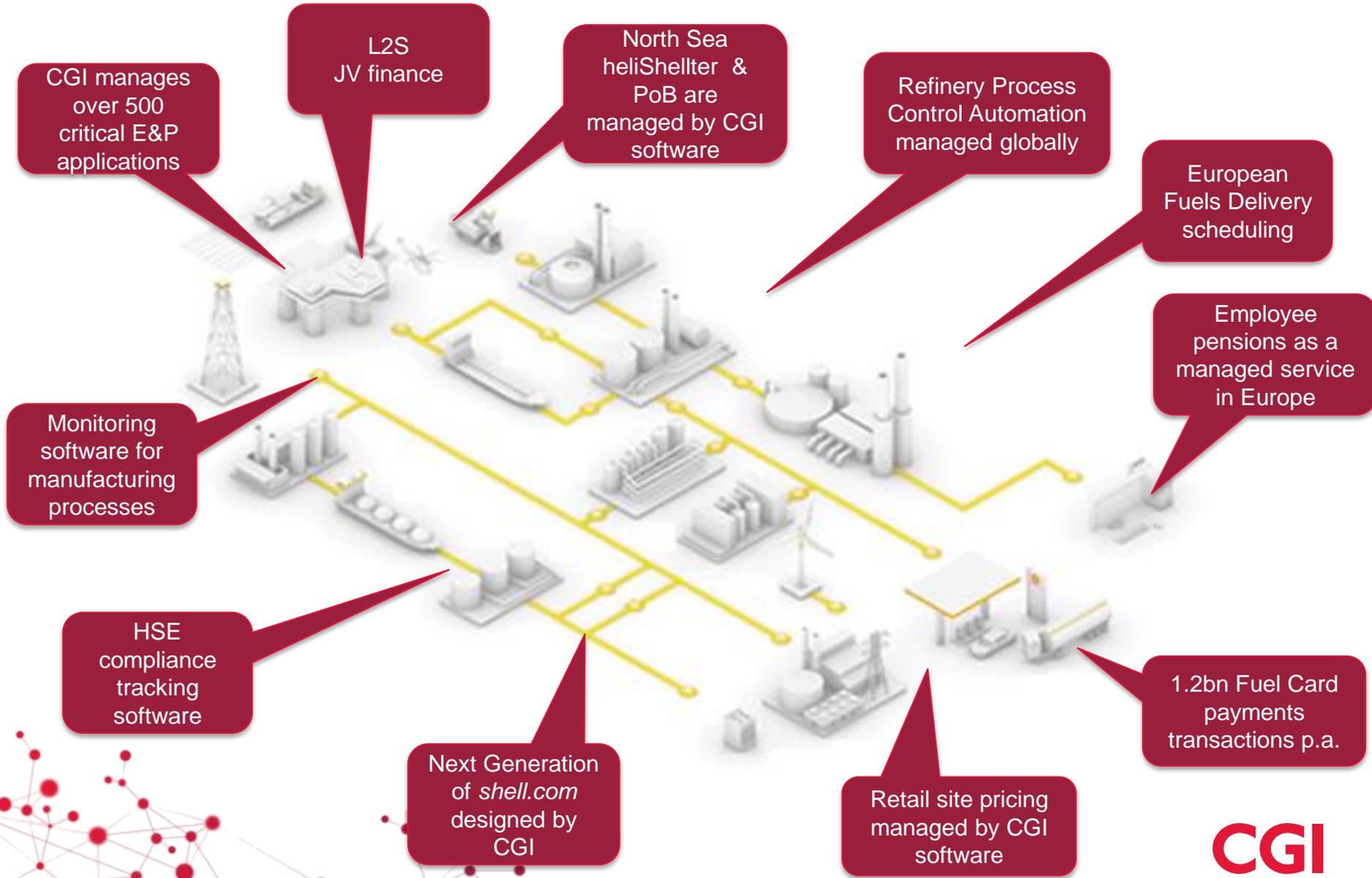
100+ mission-critical IP-based solutions

\$10.4B annualized revenue

World's 5th largest independent IT and BPS firm



What we do for some of your partners...



“ There is more oil in data than there is in the ground. The challenge is in refining it. ”

The Big Picture

The Public Web

Only 4% of Web content (~8 billion pages) is available via search engines like Google



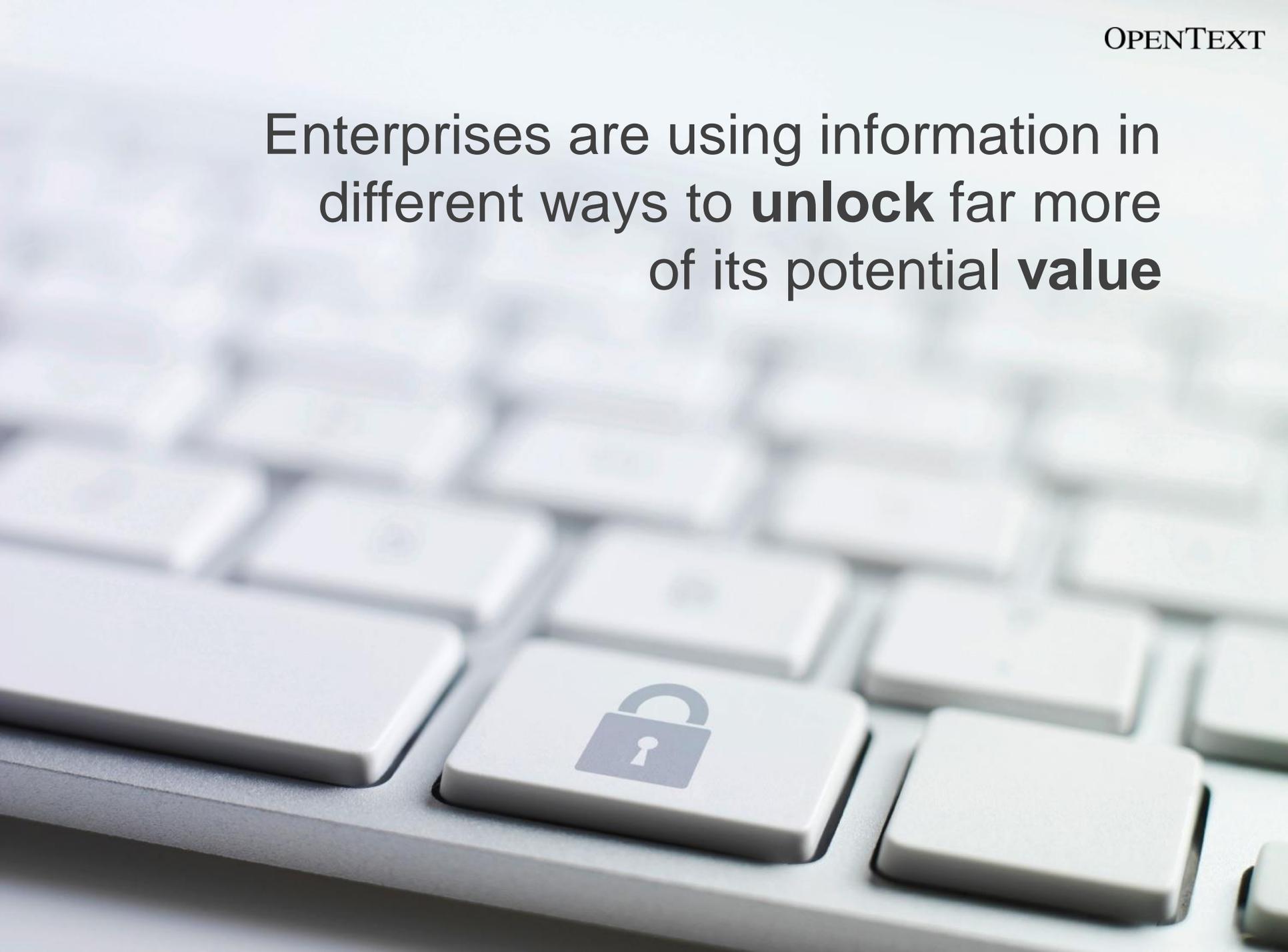
7.9
Zettabytes

The image features a large iceberg floating in a blue ocean under a cloudy sky. The tip of the iceberg, which is above the water line, is small and white. The vast majority of the iceberg is submerged below the water line, colored in various shades of blue. The text '7.9 Zettabytes' is written in white on the submerged part of the iceberg. Dotted lines connect the 'Public Web' text to the water surface and the 'Deep Web' text to the submerged part of the iceberg.

The Deep Web

Approximately 96% of the digital universe is on Deep Web sites protected by passwords

Enterprises are using information in
different ways to **unlock** far more
of its potential **value**



Information Governance

- Meet growing compliance and regulatory requirements to reduce legal and business risk exposure while maintaining optimal processes aimed at value creation.



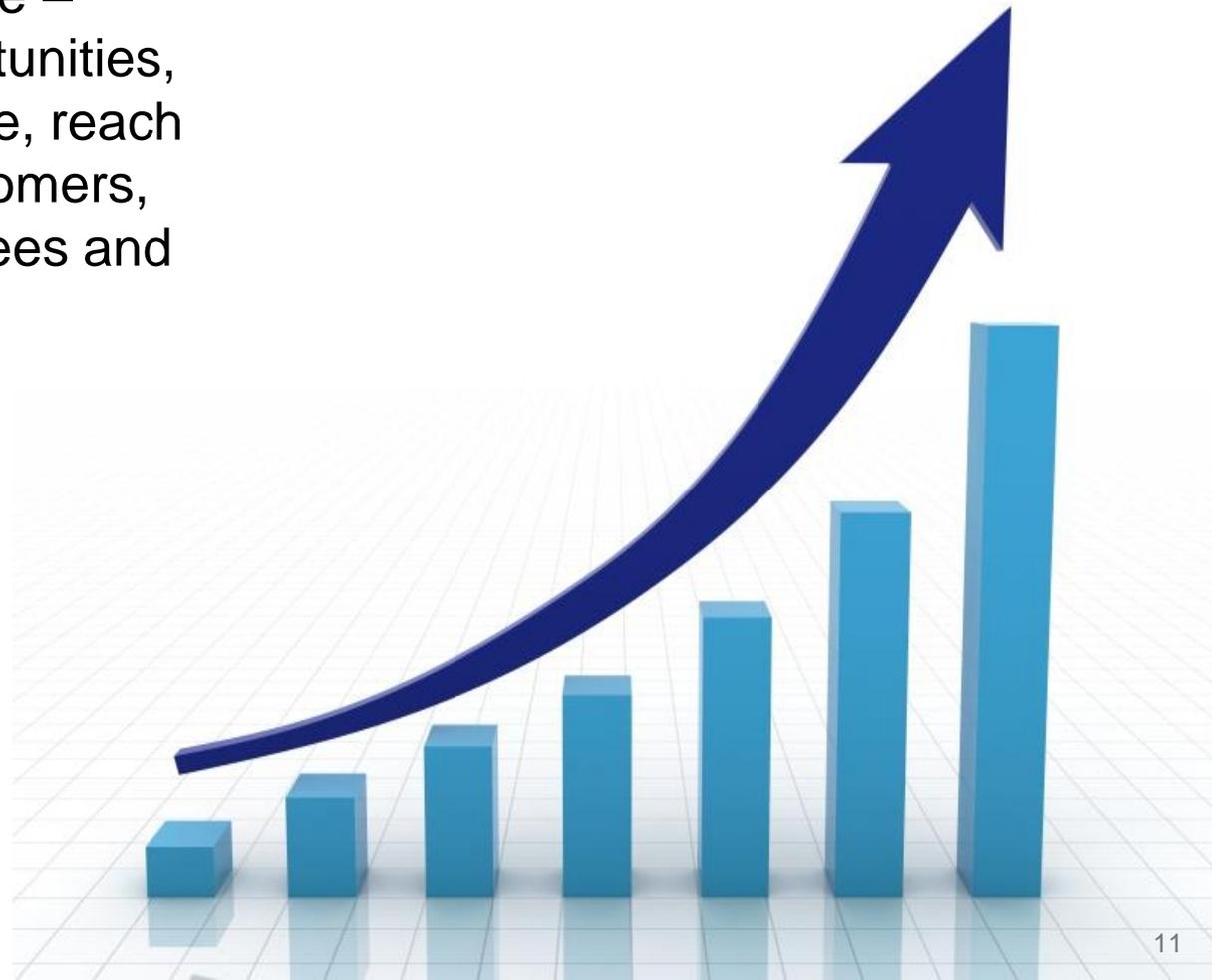
Business Insight

- Using the right information at the right time to gain insight that allows making the right business decisions.



Business Impact

- Ability to have a positive impact on the business top line – create business opportunities, generate more revenue, reach new markets and customers, engage better employees and foster innovation.



Process Velocity

- Make optimal use of resources by empowering people with the information and processes they need to be successful.



Information Security

- Protect your valuable enterprise information from outside intruders and inside leaks.



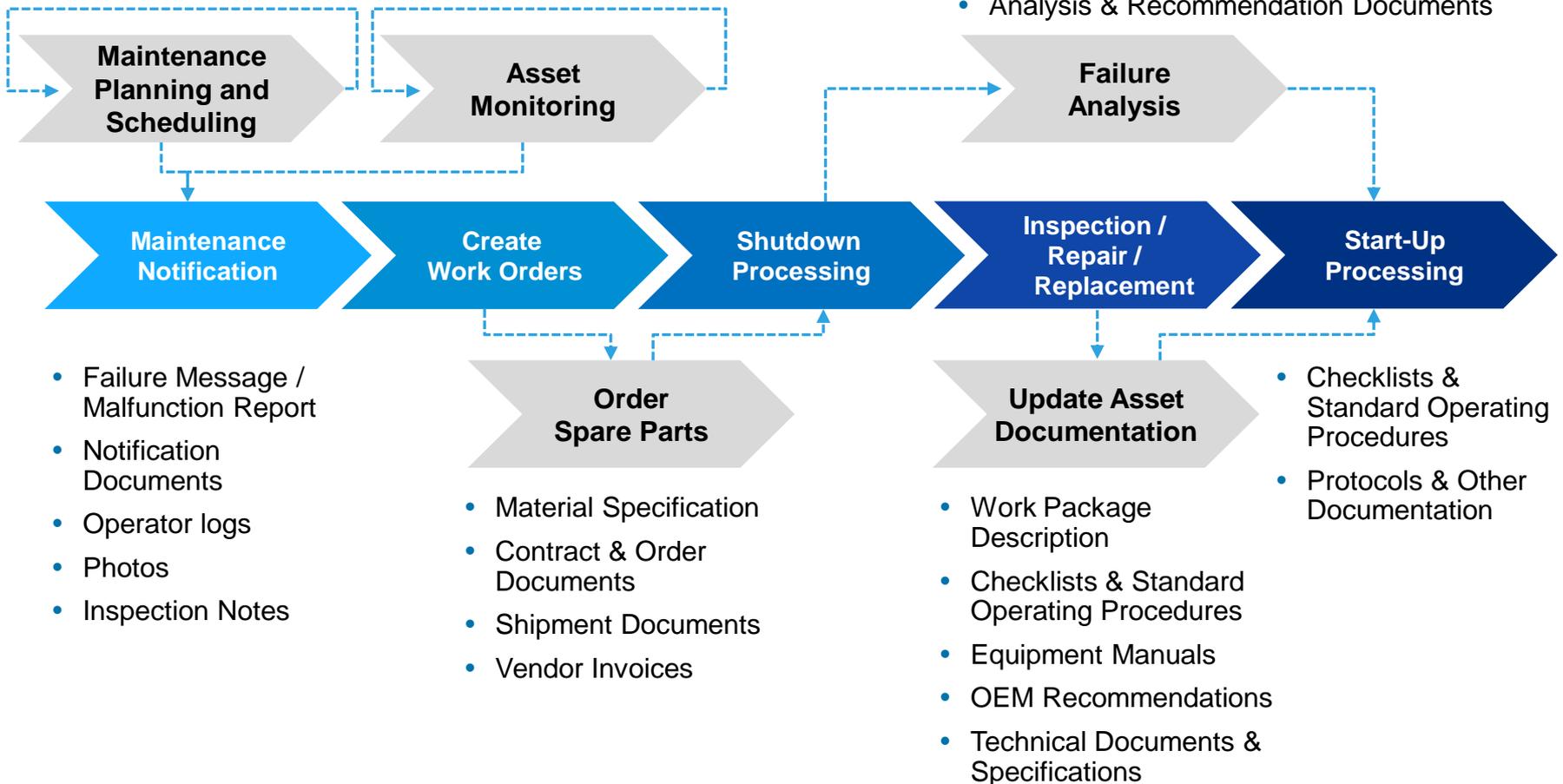
“ How does one create true business intelligence in a timely and secure fashion, without having to change the underpinning of IT systems? ”

Maintenance Process

Importance of Documents

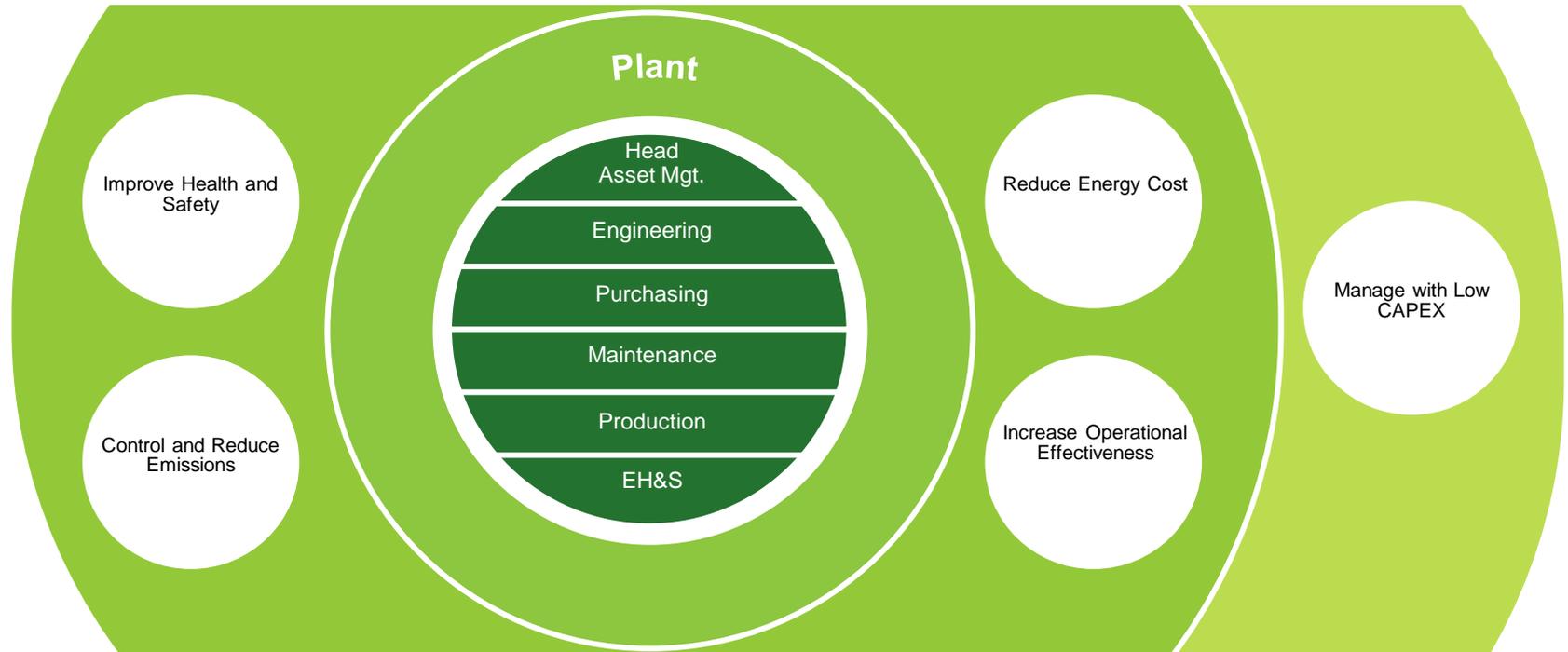
- Maintenance Plans
- As-built Plant Documentation
- Monitoring Records

- Failure Information (Photos, Reports, Notes)
- OEM Supplier Documentation & Correspondence
- Failure History
- Analysis & Recommendation Documents



High-performing assets

Strong asset performance requires content integration



Asset management processes integrated with unstructured content enable efficient and sustainable asset management

The power to differentiate yourself



Best run assets witness >3 times lower unplanned downtime / outages



Best performers have 5 times lower annual service and maintenance cost



Best performers have a 3 times less non-productive asset life time



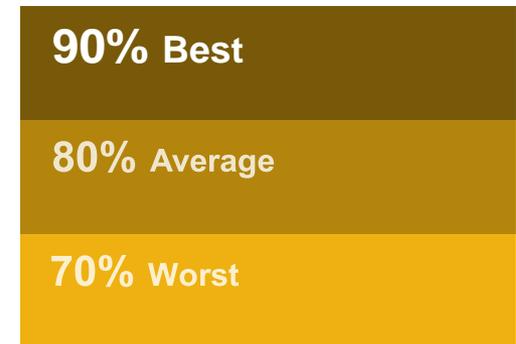
Unplanned Downtime/ Outages (%)



Annual Service and Maintenance Cost (% of revenue)



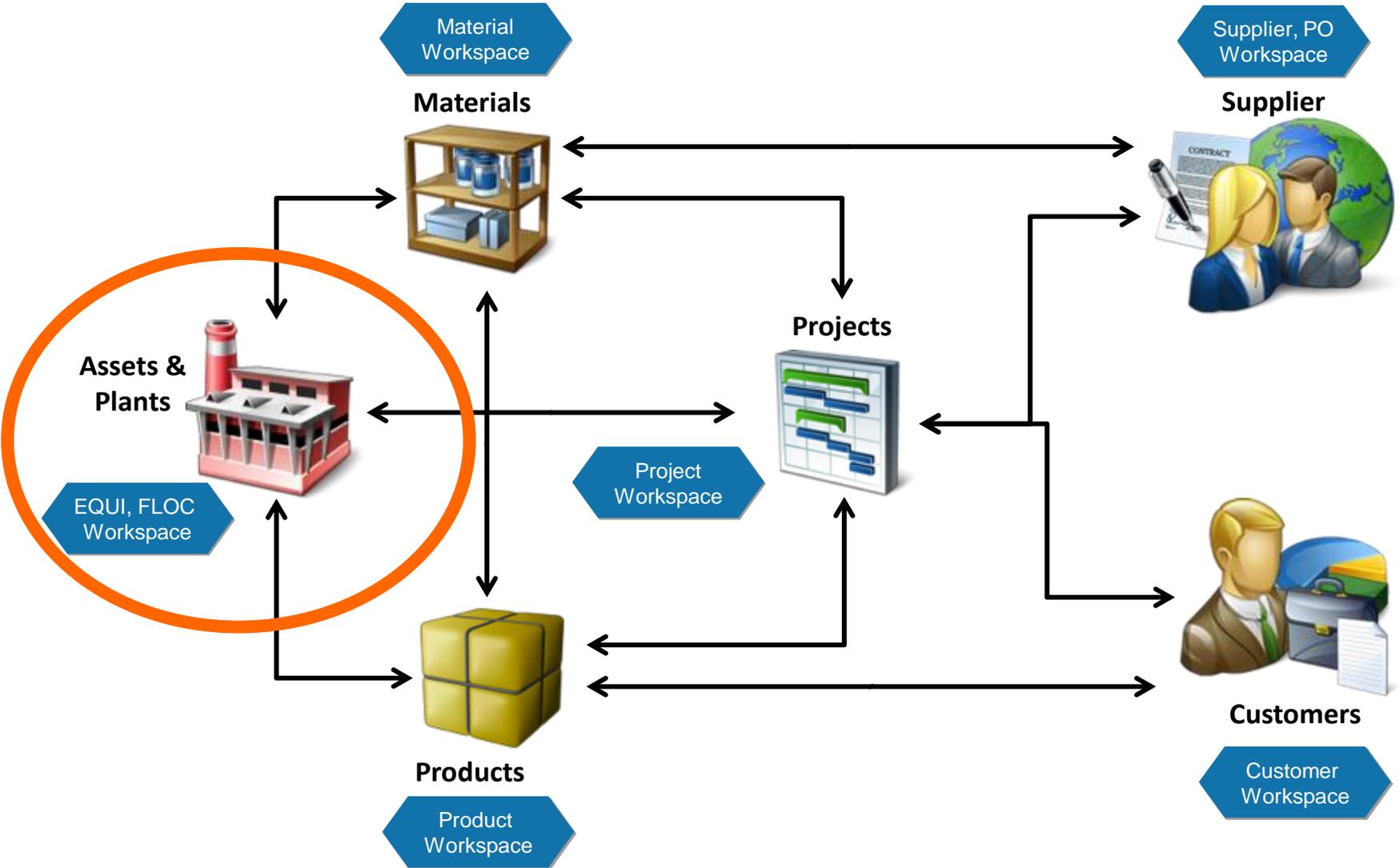
Act. Production Rate / Max. Product Rate (%)



Note: **“Best”** = Top 25%, **“Worst”** = Bottom 25%

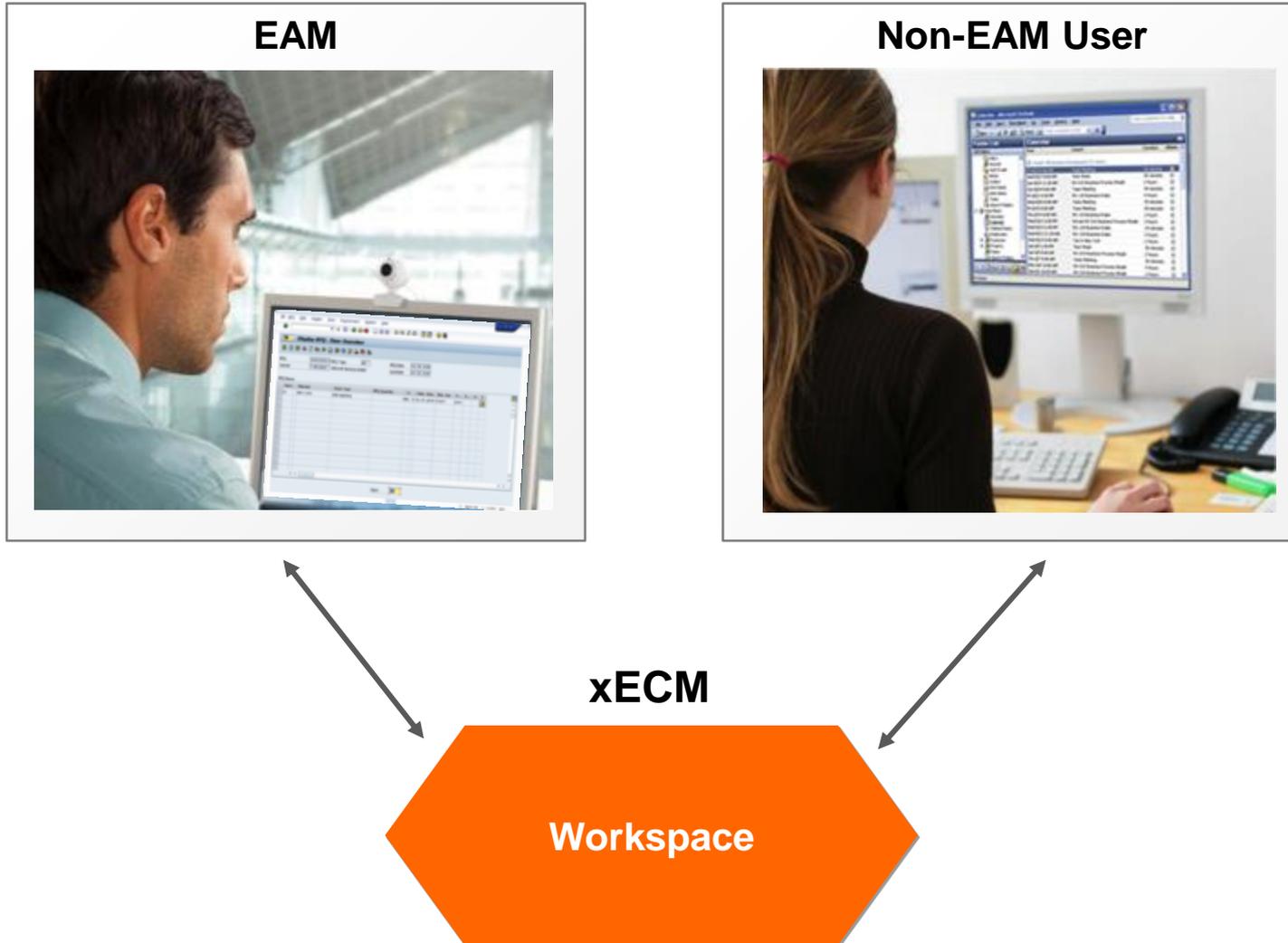
APQC Benchmark Data 2012, N = 193

SAP Value Engineering, SAP EAM Benchmarking 2011, based on data from over 60 participants (including SAP customers)



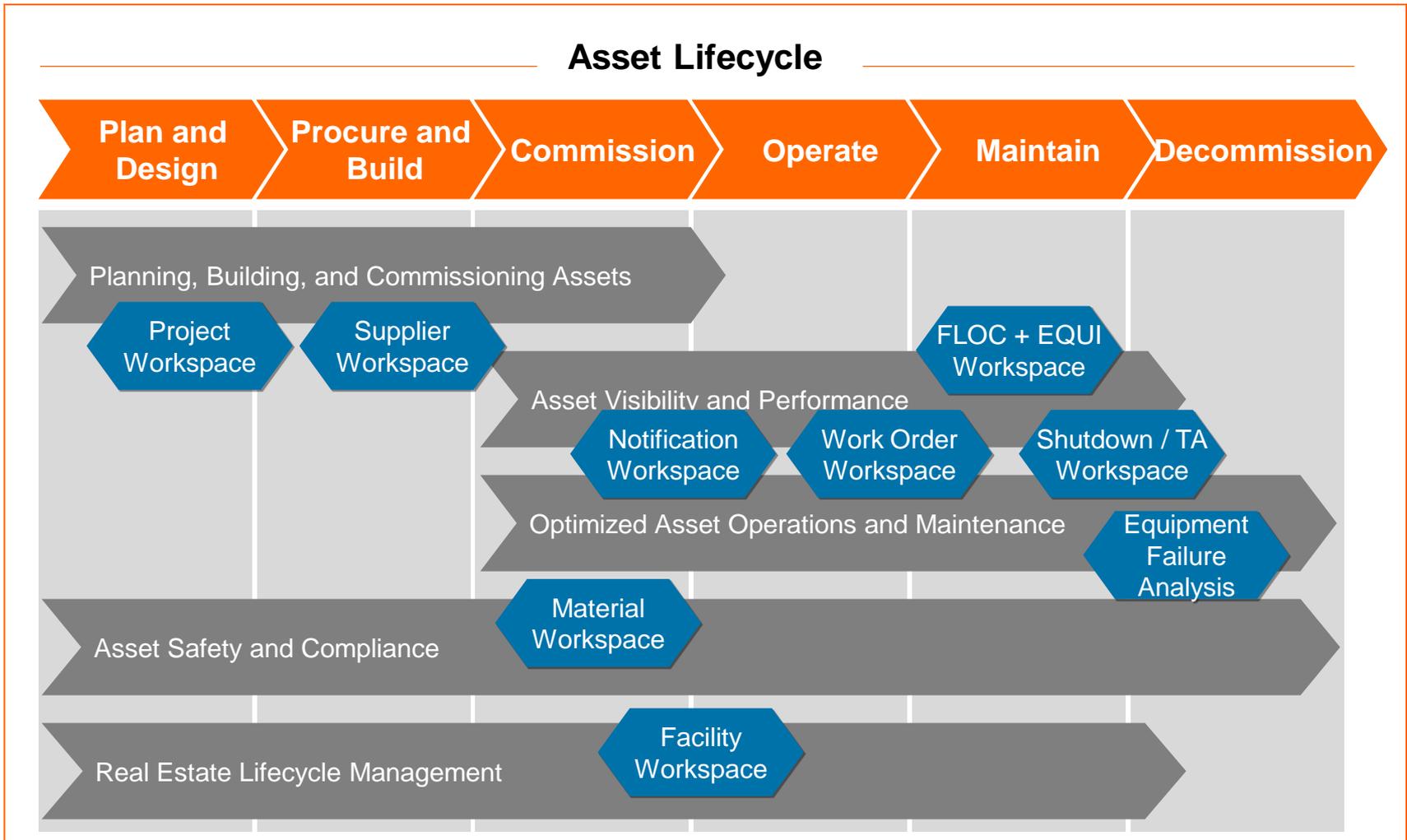
OpenText Extended ECM

Connecting Users and Content, Inside and Outside of EAM



ECM for Enterprise Asset Management

Content Management for key process areas



Integration in SAP Material Management

SAP Extended ECM Marc Diefenbruch (mdiefenb@TM)

Enterprise | Personal | Tools | Search

Innovate > Products & Materials >

P-3000 - Pump,electrical,150-200 GPM

Material workspace of a pump P-3000

SAP MM Data for the Material P-3000

Content Filter

Filter by name

Business Workspace View

Content Type

- Related Business Workspaces (4)
- Folder (3)
- Document (1)
- More...

Images

- Bitmap (1)
- Online (1)
- Photos (1)
- More...

Owner

Pulse From Here

All Users | My Colleagues

Marc Diefenbruch 13 minutes ago

Big Pump.JPG

Type	Name	Size	Modified
	Bill of Materials	4 Items	11/07/2011 12:02 PM
	Import & Trade Information	0 Items	11/07/2011 12:02 PM
	Master Materials	4 Items	11/07/2011 12:02 PM
	Material Specifications	1 Item	11/07/2011 12:03 PM
	Purchasing Information	0 Items	11/07/2011 12:02 PM
	Related Equipment	0 Items	11/07/2011 12:02 PM
	Vendors	0 Items	11/07/2011 12:02 PM

Bill of materials / components of the pump

Related Equipment

P-3000 - Pump,electrical,150-200 GPM

Standard Material: P-3000

Basic Data

Material Number : P-3000
Material Group : 011
Material Descrip... : Pump,electrical,...

Dimensions/EANs

Bill of Materials

- P-3000 - Pump,electrical,150-200 GPM
 - 100-100 - Casings
 - 100-400 - Electronic
 - 100-600 - Support base
 - DG-1000 - Rubber Seal

Master Materials

Related Equipment

- P-3000-N001 - Electric pump 001
- P-3000-N002 - Electric pump 002

Vendors

Recent Changes

Related Vendors for selected Materials

SAP Extended ECM Marc Diefenbruch (mdiefenb@TM)

Enterprise ▾ Personal ▾ Tools ▾ Search

Innovate ▸ Products & Materials ▸

 **DG-1000 - Rubber Seal** ▾

Material workspace of a pump P-3000

Content Filter

Filter by name

Business Workspace View

Content Type

- Folder (3)
- Document (1)
- Related Business Workspaces (1)

More...

Modified Date

- Yesterday (2)
- Three weeks ago (3)
- Last month (3)

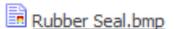
More...

Owner

Pulse From Here

All Users | My Colleagues

Marc Diefenbruch a day ago



Type	Name	Size	Modified
Folder	Import & Trade Information	0 Items	10/17/2011 05:14 PM
Folder	Material Specifications	1 Item	11/06/2011 11:10 AM
Folder	Purchasing Information	0 Items	10/17/2011 05:14 PM
Folder	Related Objects	Comments 0 Items	10/17/2011 05:14 PM

Standardized folder structure for "operational supply" materials

DG-1000 - Rubber Seal

Standard Material: DG-1000

Basic Data

Material Number : DG-1000
 Material Group : 001
 Material Descrip... : Rubber Seal

Dimensions/EANs

Bill of Materials

DG-1000 - Rubber Seal
 No related child items available.

Master Materials

- P-1001 - Pump GG Etanorm 200-1000
- P-3000 - Pump,electrical,150-200 GPM

Related Equipment

Vendors

- C.E.B. BERLIN (1000)
- C.E.B. New York (3000)
- Delta Steel Inc. (3411)

Recent Changes

Vendors for the "Rubber Seal" (SAP MM)

Vendor Workspaces in Extended ECM

SAP Extended ECM Marc Diefenbruch (mdiefenb@TM)

Enterprise ▾ Personal ▾ Tools ▾ ? ▾ Search

Innovate ▸ Vendors ▸

C.E.B. New York (3000) ▾

Content Filter

Filter by name

Business Workspace View

Vendor - Purchasing Organization

2 (14)
3000 (14)
More...

Content Type

Folder (11)
Shortcut (2)
Document (1)
Related Business Workspaces (1)
More...

Modified Date

Three weeks ago (15)
Last month (15)
More...

Type	Name	Size	Modified
Folder	Acceptance Documents ▾	0 Items	10/20/2011 09:17 AM
Folder	Agreements ▾	2 Items	10/20/2011 09:17 AM
Folder	Correspondence ▾	0 Items	10/20/2011 09:17 AM
Folder	Defect Reports ▾	0 Items	10/20/2011 09:17 AM
Folder	Management ▾	0 Items	10/20/2011 09:17 AM
Folder	Materials ▾	Comments 4 Items	10/20/2011 09:17 AM
Folder	Meetings ▾	0 Items	10/20/2011 09:17 AM
Folder	Others ▾	0 Items	10/20/2011 09:17 AM
Folder	Sourcing Projects ▾	1 Item	10/20/2011 02:32 PM
Folder	Statistics ▾	0 Items	10/20/2011 09:17 AM
Folder	Vendor Information ▾	0 Items	10/20/2011 09:17 AM
Folder	Vendor Invoices ▾	0 Items	10/20/2011 09:17 AM

C.E.B. New York (3000)

Vendor: 0000003000

Attributes

Name : C.E.B. New York
Number : 3000
Street : 7890 Broad Street
City : NEW YORK
Country : United States

Vendor KPIs

Analyzed Period: 01.2005 - 12.2010:
PO Value: 453330.56 USD
Invoice Amount: 4000.00 USD
Deliveries: 8
GR Value: 134131.80 USD
Mean del. time: 2 days

Materials

- 100-400 - Electronic
- 100-430 - Lantern ring
- DG-1000 - Rubber Seal
- P-1001 - Pump GG Etanorm 200-1000

Master Data of Vendor and Vendor KPIs

Related Materials of Vendor

Embedding Best-Practices and Work Instructions

SAP Extended ECM Peter Bond (pbond@innovate)

Enterprise Personal Tools ? Search Search From Here

Innovate > Project Management > Engineering & Constructio...

Project E-1000

Project Type

Project phases / milestones

Roles and Users assigned to the Project

1. Contest

2. Design

3. Execution

4. Warranty

Project E-1000

Reference Number: 0004

Type: Engineering & Construction Project

Description:

Project Number: E-1000

Planned Start Date: 08/28/2012

Planned Target Date:

Responsible Person: Takanaka, Masayoshi

Status:

Team

Role	Name
Construction Manager	Bond, Peter
Discipline Electricity	Blake, Tony
Discipline Environmental	Clarkson, Grant
Document Controller	Kofsky, Anne
...	Show all

Project Tasks and Assignments

Work Breakdown Structure

Name	Status	Due Date
1. Contest		
1.1 Budgeting	Pending	11/07/2012
1.2 Onboarding of Proj...	Pending	11/07/2012
2. Design		
3. Execution		
4. Warranty		

Documents

Type	Name	Size	Modified
Folder	1 Contest	1 Item	09/10/2012 11:58 AM
Folder	2 Design	6 Items	08/28/2012 09:37 AM
Folder	3 Execution	7 Items	08/28/2012 09:37 AM
Folder	4 Warranty	0 Items	08/28/2012 09:37 AM
Folder	Work Breakdown Structure	Comments 1 Item	08/28/2012 09:37 AM

Project E-1000

SAP Project

Project: E1000 00000420

Work Breakdown Structure

Project E-1000

E-1000 Engineering&Construction Engagement

Customer

Becker Berlin (1000)

Sales Order

Sales Order (0000013926)

Recent Changes

OpenText Portfoliübersicht.pptx 09/10/2012

Standardized Folder Structures with all related content

Where do stakeholder see value?

- ✓ Faster Access to technical documentation
- ✓ Efficient repair and failure analysis
- ✓ In-process collaboration with partners and customers
- ✓ Ensuring worker safety + procedural compliance
- ✓ Tailored to your business processes
- ✓ Transparent compliance for all content

**Extended ECM for
Enterprise Asset Management**



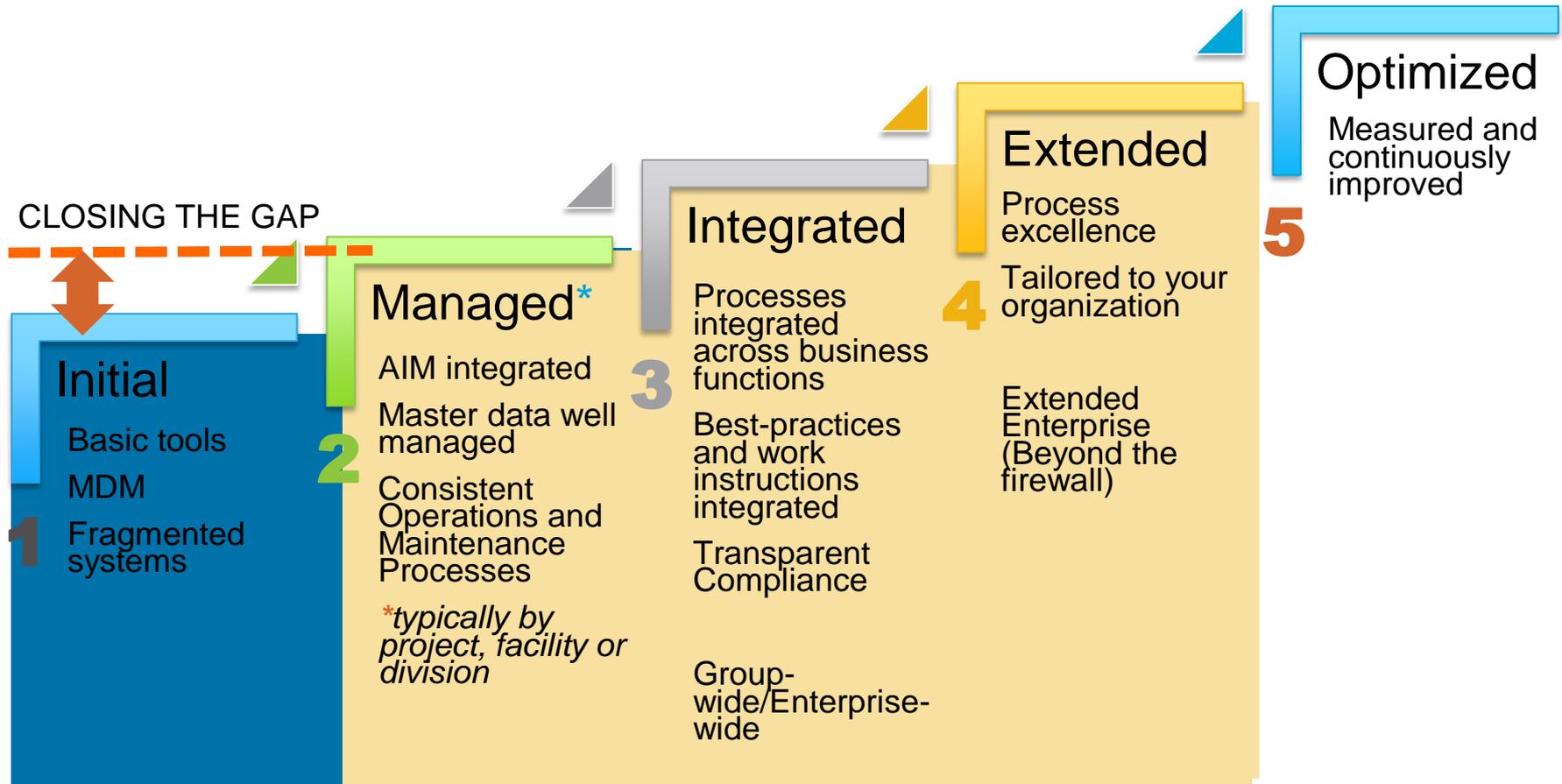
Managing Project Design Documentation (PPD) received from various engineering contractors on construction projects and through the operations of facilities





Extending Enterprise Asset Management and Material Management processes such as purchase order quality review (POQR)

Capability Maturity for EAM – How do you measure up?





License2Share for The Oil and Gas Industry

Offshore Data
27 November, 2013

© CGI Group Inc. CONFIDENTIAL



Experience the commitment®

Joint Venture Management Challenges

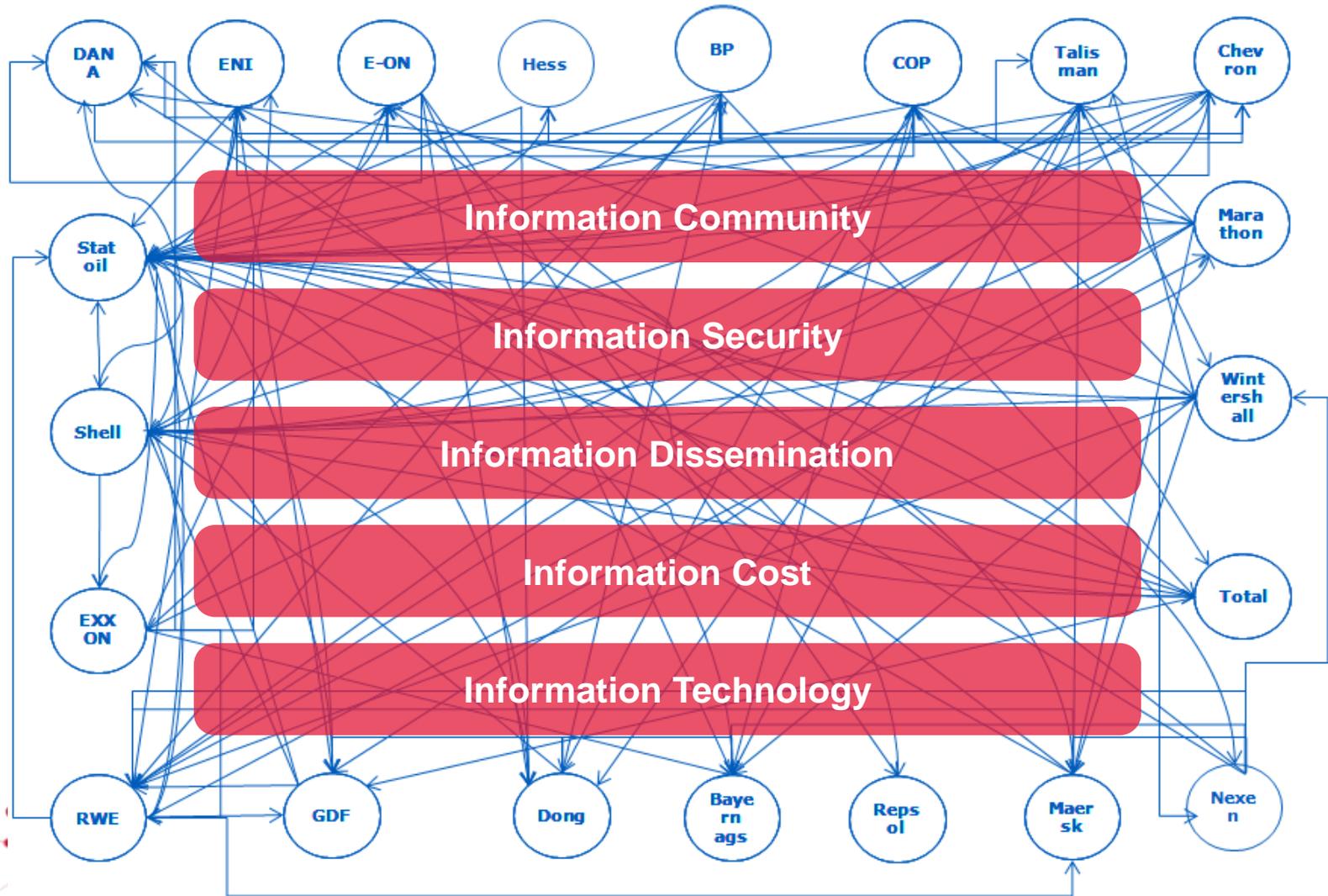


CGI

Experience the commitment®

JV Management Challenges

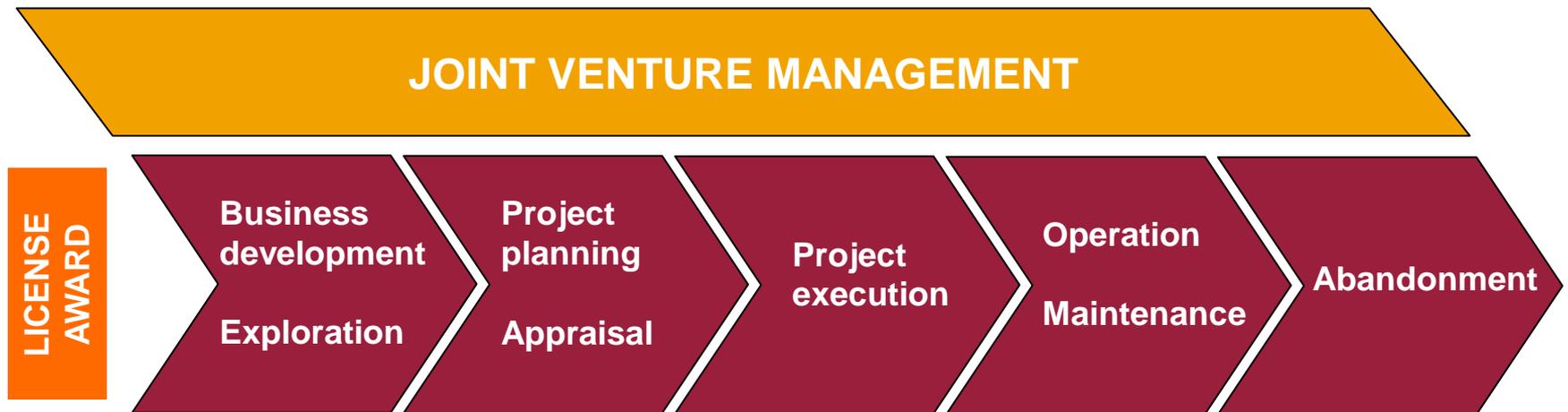
Coordination & Collaboration



Joint Venture Management Overview

Joint venture management is one of the largest administrative process areas within the upstream oil and gas industry

- Affects the full life cycle of a field, and all parts of the organization
- Essential for effective management of producing assets
- It is a separate process area with its own unique requirements



License2Share JV Management & Collaboration Solution



Experience the commitment®

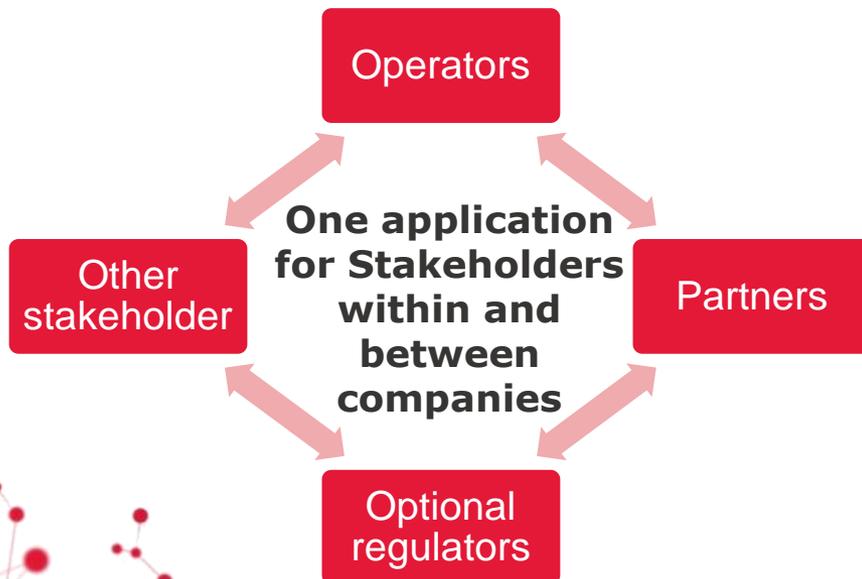
License2Share

JV Management & Collaboration Solution



An Industry Solution used to maintain information and provide workflows to ensure compliance throughout the lifecycle of a joint venture

Enables collaboration and content sharing...



...as a best practice that...

- Improves information quality and flow
- Lowers costs for each individual operator
- Introduces best practice processes in licences/permits life cycle information management

...without...

- Impacting competition between companies or joint ventures
- Reducing Information security

Enabling governance and trust

Transparency through holistic collaboration and data sharing

Functionalities

License management

Data management

Document management

Integrated calendar/email

Voting Mechanism



Any type of information can be shared between two or more parties

Contract data

Production data

Drilling data

Incident data

HSE data

Other relevant governance data to manage compliance process

JV participants decide level and type of information to be shared

Key drivers in establishing a collaborative arena within the O&G domain

**LEGISLATION AND
REGULATION
IMPOSED THROUGH
AUTHORITIES AND
ENTERPRISES**

**STANDARDIZATION
OF WORK
PROCESSES**

**COST OF SOLUTION
DEVELOPMENT**

Ensuring compliance
with laws and
regulations.
Stakeholder
management

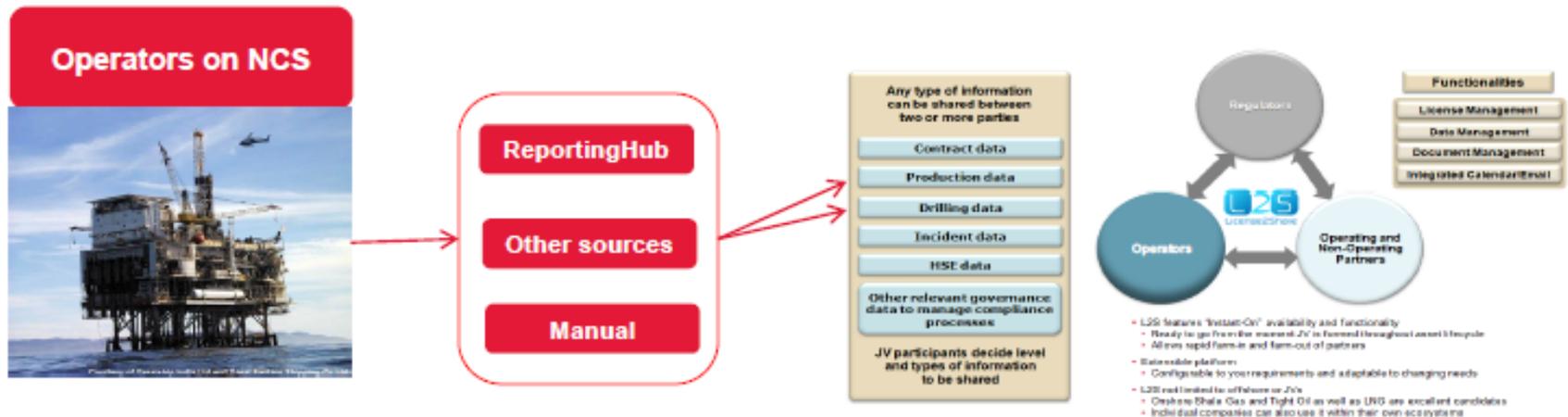
Process efficiencies,
governance and
managing the life
cycle

Preventing re-
invention

The collaborative approach reduces business risks



Production Data in License2Share



Content

- Daily Production Reports
- Daily Drilling Reports
- Monthly Production Reports

Advantages

- Archived during live cycle of Joint Venture (> 10 years), findability
- Secured reporting area for partners and authorities, audit trail
- Supports M&A, Divestments : DataRoom
- Manages governance around production reporting

Examples other Content

- Project Information
- Drawings
- HSE
- Financials
- Contracting



By The Industry, for The Industry



- EPIM - Exploration & Production Information Management, owned by 40 oil companies/operators
- Worldwide 80 companies and over 7,500 users work with the services delivered by EPIM
 - 8 countries
 - 4 continents
 - >14000 meetings
 - >3 M documents
 - > 750 leases (JV's)
- License2Share is a cloud service, available



Industry Benefits

Issues

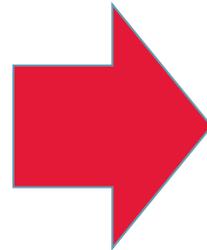
Multiple applications for different information needs – silos of data

Secure, easy to access, content management

Stakeholder collaboration

Cost effective and time efficient intra-JV reporting

Individual solutions are costly to develop, maintain and enhance



Benefits

One application

Complete coverage of content

Support information sharing between stakeholders

Cost and time savings efficiency

Cost effective platform

Thank you!

For more information or to see a demo of the platform please contact Gerald.Hecker @

Gerald.hecker@cgi.com

+31 6 51273416

The CGI logo consists of the letters 'CGI' in a bold, red, sans-serif font. The 'C' and 'G' are connected at the top, and the 'I' is separate. The background of the slide features a network diagram with nodes and connecting lines, transitioning from blue on the left to red on the right.

Experience the commitment®

Big Data



Open Data & Sharing Risk

Liability



Value



