

# Upstream Production Operations by Accenture and SAP

Your Questions Answered



Upstream Production Operations by Accenture and SAP helps oil and gas companies maximize their return on investment for production assets by enabling insight-driven decision making through end-to-end integrated solutions and services for hydrocarbon and revenue accounting.

## What are the key challenges in upstream operations?

Oil and gas companies are increasingly measured by their ability to convert reserves to cash, but missed production revenue targets materially impact the enterprise value. Adding to this pressure is the increasing level of complexity in upstream production management due to growth in high well count for unconventional resources, untapped production potential in existing assets and greater regulatory scrutiny of production reporting. Underlying these challenges is a fragmented technology landscape. Operators do not have access to integrated processes and data from the wellhead to the business front office. As a result, it is difficult to identify production choke points across the process chain. Another complication is the implementation of complex software solutions, which makes it difficult to realize value at speed.

## How does Upstream Production Operations by Accenture and SAP help?

Upstream Production Operations by Accenture and SAP:

- Enables the management of a portfolio of production assets by common, integrated and efficient end-to-end business processes covering field data capture through profitability analysis

- Enables insight-driven decision making leveraging a common, integrated end-to-end technology platform providing a single source of truth for production, cost and revenue data for production assets
- Provides comprehensive hydrocarbon and revenue accounting process and technology tools as well as training offering flexibility to build capabilities in house or via outsourced services

## What scope of business processes does this program enable?

The program enables production management processes related to hydrocarbon and revenue accounting, including forecasting, production allocation, loss management and regulatory and partner reporting.

## What solutions and services does the program offer?

An SAP-based end-to-end solution is the platform for enabling the business processes in scope. Bringing together different technology innovations (such as SAP HANA, advanced analytics and mobility) enable upstream operators to meet performance needs in upstream operations today and in the future. The program provides comprehensive solutions and services for hydrocarbon and revenue accounting, which encompass operating model and process design; solution implementation and operation services; business process outsourcing; and training. Upstream Production Operations by Accenture and SAP delivers reliable, faster and predictable operating model, process and solution implementation by drawing on:

- Over 30 years of industry and technology experience
- Preconfigured solution templates
- Proven global and local delivery capabilities

## Upstream Operations Management (UOM)

SAP Upstream Operations Management (UOM) is a comprehensive software solution that supports key hydrocarbon accounting processes in upstream oil and gas operations. Accenture and SAP have delivered this solution to enable operators to forecast, track and manage production volumes from the wellhead to the sales meter on a single technical platform for the entire upstream organization.

## Accenture Upstream Direct

Accenture Upstream Direct features the next-generation Production Revenue Accounting (PRA) Roadmap solution on the SAP HANA platform. This leading platform is built using SAP Suite on HANA for core financials with HANA Live for Analytics, PRA and Joint Venture Accounting. Integrating business processes covering field-data capture through profitability analysis, the solution enables the management of a portfolio of exploration and production assets for small and mid-sized companies and scales to support companies with wells numbering from 1,000 to 100,000.

## Business Process Outsourcing (BPO)

Accenture is a leader in BPO. As one of the first global BPO service providers, Accenture has a mature BPO offering that has moved the needle from cost-takeout to business enabler. BPO services are being offered as part of Upstream Production Operations by Accenture and SAP to address the growth in administrative tasks resulting from both conventional and unconventional production. Back-office professionals are located in India, Argentina and North America, and are continuously trained to efficiently and accurately complete transactions to add business value. Upstream operators can scale up or down on BPO staffing as back-office volume dictates.

## Accenture Upstream Production Operations Training for SAP

Accenture and SAP are working together to greatly enhance SAP solutions for Upstream Operations Management (UOM) and Production Revenue Accounting (PRA) with new functionalities and modules. In tandem with that effort, Accenture is offering Accenture Upstream Production Operations Training for SAP that includes online, classroom and client customized training for PRA, UOM and Joint Venture Accounting (JVA).

### How do Accenture and SAP collaborate in this program?

Accenture is providing deep industry expertise and insight from over a decade of deploying upstream operations solutions. These include process understanding, knowledge assets and delivery capabilities and accelerators that enable upstream operators to realize business value in the shortest time possible.

SAP is the leading enterprise software provider and is extending their solution scope to upstream production management by building on proven solutions and applying technology innovations.

Accenture and SAP have a history of collaboration programs across many industries. Upstream Production Operations by Accenture and SAP is the first focus and the beginning of a journey to provide comprehensive solutions for upstream operations. Together we will continue to look into the requirements of upstream operators and plan to enhance solutions on the applications and technologies that exist today.

### How to get started?

Explore what business value Upstream Production Operations by Accenture and SAP can bring to you through our upstream value diagnostic service. Experience the solutions hands-on by embarking on a pathfinder project delivering live solutions within only a couple of months.

Start your journey now! For more information please visit us at [www.accenture.com/energy/upstream-production](http://www.accenture.com/energy/upstream-production)



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upstream-production](http://www.accenture.com/energy/upstream-production).

## About Accenture

Accenture is a global management consulting, technology services and outsourcing company, with approximately 319,000 people serving clients in more than 120 countries. Combining unparalleled experience, comprehensive capabilities across all industries and business functions, and extensive research on the world's most successful companies, Accenture collaborates with clients to help them become high-performance businesses and governments. The company generated net revenues of US\$30.0 billion for the fiscal year ended August 31, 2014. Its home page is [www.accenture.com](http://www.accenture.com).

## About SAP

As market leader in enterprise application software, SAP (NYSE: SAP) helps companies of all sizes and industries run better. From back office to boardroom, warehouse to storefront, desktop to mobile device—SAP empowers people and organizations to work together more efficiently and use business insight more effectively to stay ahead of the competition. SAP applications and services enable more than 253,500 customers to operate profitably, adapt continuously, and grow sustainably. For more information, visit [www.sap.com](http://www.sap.com)

## About ASBSG

Upstream Production Operations by Accenture and SAP is managed by the Accenture and SAP Business Solutions Group. A first in the SAP ecosystem, the Accenture and SAP Business Solutions Group helps companies to meet their objectives by combining the vast resources of Accenture and SAP into one team dedicated to bringing customized, market-differentiating solutions to life.

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