



Accenture's Supply Chain Management Capabilities for Oil and Gas

High performance. Delivered.



Strategy | Consulting | Digital | Technology | Operations

Accenture at a Glance

Key Accenture facts FY2015*

\$31B in annual revenues

373,000+ employees in **200+** cities in **55** countries

4,000+ clients in **120+** countries



Clients include **89** of the Fortune Global 100 and more than three-quarters of the Fortune Global **500** companies

* Fiscal year September 2014 - August 2015.

Accenture's Energy Industry Group

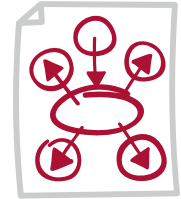
Serving more than **200** oil and gas clients globally

Including 49 of the 66 energy companies in the Fortune Global 500.

Our Industry Process Model for energy gathers **2,000+** business processes, **200** capability assessments and **150** role descriptions.



Many of which are in the Oil & Gas Journal 100.



Unmatched breadth and depth of services across the entire oil and gas value chain

Exploration & Production	Midstream & Pipelines	Refining	Retail
	accenture strategy		
	accenture digital		
	accenture technology		
	accenture operations		
	accenture consulting		

Accenture's sourcing and procurement services

\$137B in annual spend under management

Named in 'Winners Circle' in the 2015 HfS Blueprint Report for Procurement-as-a-Service

Market intelligence gathered from over **19,600** projects/year across **350** categories and **68,600** contracts



Is your supply chain organization positioned for success?

Energy companies will continue to operate in this challenging environment and will need innovative supply chain solutions to maintain competitiveness.



High cost investments



Lack of visibility



Complex operations

Grow with purpose



Understand key issues impacting an organizations ability to operate cost effectively. Create a flexible model to pivot when and where the market requires.

✓ Supply chain strategy, operating model design, sales and operations planning, shared services

Don't fly blind

Leaders leverage analytics and cloud technologies to see opportunities sooner and predict new opportunities.

✓ Supply chain analytics



Digitize your network



Understanding how to connect your Supply Chain is crucial in driving maximum value. Leverage new technology platforms, for scalable Supply Chain solutions.

✓ Service management, material management, advanced forecasting

Drive down cost

Effectively sourcing and routing material and services has never been more important, but companies are also taking a proactive position to variablize their cost structure to more efficiently serve their customers. .

✓ Sourcing and procurement, logistics, manufacturing

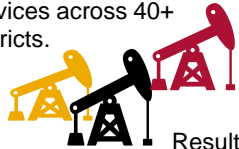


✓ Accenture's oil and gas supply chain offering and experience

Success Stories

Oilfield Service Provider

A multi-billion dollar oil and gas service provider with **600+** field locations globally with a major North American pressure pumping business service which provides hydraulic fracturing services across 40+ districts.



Accenture assisted the hydraulic fracturing business division streamline the total cost of ownership for its material network:

- Assessed order-to-cash and field materials management end-to-end processes
- Developed a materials management strategy to support OTC efficiency
- Provided functional knowledge to support mobility technology rollout in the field
- Developed operating model to support direct to well site material deliveries



Results include **\$15M+** in annual material cost savings after two years and improved health, safety, and environmental performance.

Oilfield Service Provider

A growing, international oilfield service company providing drilling and completion fluids, and waste management services to the upstream oil and gas industry



Each business unit managed their own supply chain and procurement activities with no coordination across entities, and no common systems



Accenture designed, built, and implemented new central supply chain group with **18** new roles and **65** new processes

Strategically sourced **14** chemical and mineral spend categories, generating **15-20%** in cost savings.

Built and implemented forecasting tool and PO tracking tool improving material visibility and on time delivery to well site

Created a cloud-based tool to centrally house all managed product pricing and logistics, enabling BUs to buy from vendors at negotiated pricing

North America Unconventional Energy Company

The company has upstream conventional and unconventional oil and gas production capabilities as well as downstream refining capability.

The company had decentralized supply chain management (SCM) capabilities which were not fully defined nor developed. The business and the company's preferred engineering firms were controlling their respective procurement of direct materials and complex services, with engineers deciding on sourcing and contracting for the company.



Accenture drove development of the company's SCM strategy and **centralized** operating model design.



Stood up **> 30** category management and sourcing resources for new organization. Defining roles, capability training, and sourcing execution.

Achieved **\$161M** annual savings when program transformation was fully operational.

Integrated North American Energy Provider

The company has upstream conventional and unconventional oil and gas production capabilities as well as downstream refining capability.



After an acquisition, full-time employees doubled from **6,798** to **12,978**

Accenture designed the supply chain's new "Operationally Excellent" model



In 18 months, company achieved more than **2x** their savings targets



Company achieved **\$1.3B+** in annual synergies



More than **50%** of company's annual synergies from Accenture supply chain/procurement strategies

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About Accenture

Accenture is a leading global professional services company, providing a broad range of services and solutions in strategy, consulting, digital, technology and operations. Combining unmatched experience and specialized skills across more than 40 industries and all business functions – underpinned by the world’s largest delivery network – Accenture works at the intersection of business and technology to help clients improve their performance and create sustainable value for their stakeholders. With approximately 373,000 people serving clients in more than 120 countries, Accenture drives innovation to improve the way the world works and lives. Its home page is www.accenture.com.

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