THE NEW IS NOW

ACCENTURE SOLUTIONS FOR OIL AND GAS
Built for the New SAP
THE FOUNDATION FOR BUSINESS TRANSFORMATION IN OIL AND GAS is built on the New SAP digital platform. Innovative solutions from Accenture are helping companies achieve top-line and bottom-line gains, both in upstream and downstream operations.
THE NEED FOR DIGITAL PLATFORMS

Fluctuating commodity prices and aggressive portfolio management are challenging oil and gas companies to operate as efficiently and cost-effectively as possible.

In addition, the world of business is becoming increasingly digitized. Enterprise applications must be both robust and flexible to support fast-evolving business activities and intensifying demands for improved results.

A fragmented and outdated IT landscape, however, hinders ways to identify sources of untapped value. Older systems leave operators with a lack of timely access to accurate data and, as a result, it can be difficult to identify problems rapidly and resolve them promptly.

Digital information platforms are better equipped to bring together valuable information from many sources to deliver analytics-powered insights into new opportunities along the entire hydrocarbon value chain.
WHAT IS THE NEW SAP?

Much more expansive than an enterprise resource planning (ERP) system, the New SAP is a digital platform that enables integration across the enterprise for data-driven decisions and for harnessing the power of new digital technologies.

The New SAP runs on the HANA platform, providing quick access to data, which serves as the “single source of truth” for a wide range of solutions. Front- and back-office data can be combined, for example, along with native analytics, to generate insight and develop predictive capabilities.

FIGURE 1
The New SAP Digital Platform.

THE NEW SAP DIGITAL PLATFORM ON-PREMISE AND IN THE CLOUD

1. Digital Core (ERP)
2. On-Premise and in the Cloud
3. “Best of Breed” Cloud Apps
4. Digital Open platform

(1): HEC: HANA Enterprise Cloud

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Greater integration—with legacy data, new and external sources—leads to knowledge to share and:

• Increases engagement and collaboration among suppliers, supply chains, business partners and employees

• Connects information technology (IT) with operations technology (OT) solutions for improved productivity, safety and quality

• Deepens insight into customers

• Inspires ideas for bottom-line improvement and top-line growth, including monetizing the value of integrated data

Integration of the IT ecosystem via cloud enables faster implementation (e.g., through “agile”) to adapt to changing business conditions. Modular, open architecture opens the door to as-a-service (AaS) solutions and scalable digital infrastructure.

IT costs are reduced through:

• Lower IT application and running cost due to a single ERP solution and simplified landscape

• Avoidance of running a large number of point analytics solutions

• Standard connectors for widely used OT solutions

• Simplified process integration and IT for mergers and acquisitions

• Various use cases (e.g., Upstream Production Operations)

• Native analytics
EXPANDING UPON 20-PLUS YEARS OF COLLABORATION IN OIL AND GAS, Accenture and SAP are providing digital solutions with cloud capabilities. Here is a brief look at some of the ways Accenture and SAP are jointly developing and delivering innovative solutions for oil and gas.
Accenture and SAP are working directly with clients in oil and gas to define new solutions to harness the full business value of the New SAP digital platform, on-premise or in the cloud.

FIGURE 2
Accenture and SAP co-innovation unlocks value throughout the hydrocarbon value chain.
These integrated solutions and services support the hydrocarbon value chain, including Upstream Operations Management and Accenture’s rapid deployment upstream SAP S/4HANA template—Accenture Upstream Direct. Available now, Upstream Production Operations can help upstream businesses achieve:

- A production increase of up to 3 percent
- Reductions in:
  - Deferment, from 2 percent to 6 percent
  - Field cost, from 1 percent to 2 percent
  - Information technology costs, from 10 percent to 20 percent
This solution provides real-time total inventory visibility across the hydrocarbon supply chain. Cloud networking connects companies with suppliers and partners in pursuit of clearer visibility into secondary costs, real-time analytics, and improved supply and demand planning.

Focused on the hydrocarbon supply chain, Connected Hydrocarbon Logistics will be available with S/4HANA 1709, 1810. This solution can help organizations:

- Expand sales margins by 2 percent
- Reduce inventory by 6 percent
- Drive down capital expenditures by 4 percent

Connected Hydrocarbon Logistics makes use of the latest technologies, such as SAP S/4HANA software and the SAP® Cloud Platform, along with the role-based SAP® Fiori user experience to pursue supply-chain optimization.

A new cloud solution provides asset monitoring and work management capabilities through integration between information and operations technologies.

This new solution will harness the power of SAP® Leonardo, SAP® Asset Intelligence Network and SAP® Predictive Maintenance and Service, as well as delivering connectivity to third-party insight providers.
Accenture is the first partner to work end-to-end—from development to delivery—on SAP S/4HANA. We invest and collaborate along the entire value chain, from product ideation through development and client delivery.

We are co-developing with SAP discrete functional areas within the S/4HANA platform (e.g., end-to-end applications, design, development, user interface) including:

- SAP S/4HANA Finance
- SAP S/4HANA Enterprise Management
- SAP S/4HANA Oil and Gas for Hydrocarbon Management

The Accenture Innovation Center for SAP HANA and Ecosystem is focused on research, ideation, experimentation and inspiration. The center is located at Accenture’s German headquarters in Kronberg im Taunus; additional innovation centers are located throughout the world.

Offering rapid prototyping and application development in as little as four weeks, our growing number of Accenture Liquid Studios around the globe—including locations in Houston, Kronberg, Latvia, London, Milan, Paris, Silicon Valley, Singapore and Sydney—deliver groundbreaking SAP solutions with speed and agility.
Accenture’s High Velocity Solution landscape integrates S/4HANA with SAP Business Networks on the cloud to enable a digital platform as the base of our preconfigured solutions. Accenture High Velocity Solutions build on top of SAP standard functionality to bring added value and leading practices to organizations:

- **Advanced practices.** Leading business processes, proven methodologies, accumulated knowledge and experience of SAP technology implementations
- **Preconfigure.** A complete and fully configured modular package adaptable to client needs and requirements
- **Portable.** Lift-and-shift installations for client environments to stand up solutions quickly and begin gap analysis for client-specific requirements
- **Accelerated.** Speed and reduced risk with preconfigured solutions, predefined requirements and an industrialized approach

**FIGURE 3**
Accenture High Velocity Solutions for SAP.

Our SAP partner Rapid Deployment Solutions (RDS) for the oil and gas industry help companies simplify and accelerate their transformational journeys.

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For rapid return on investment, this solution delivers a complete SAP footprint in 25 weeks, delivering insight into costs and revenues for better business decision-making. It also provides timely access to reliable data and helps streamline back-office operations.

Accenture Upstream Direct is anchored in Accenture’s oil and gas-industry knowledge and experience implementing ERP systems. It is backed by comprehensive methodologies for SAP, along with an estimating capability, a supporting suite of tools, processes and procedures, and SAP-specific criteria for production acceptance.

Key solution features and benefits:

• Accenture Upstream Direct features S/4HANA Enterprise Management and the Industry Solution for Oil & Gas. This leading platform includes Joint Venture Accounting, Production and Revenue Accounting, Upstream Operations Management, and Financial Accounting along with HANA Live for Analytics.

• It scales to support companies with local, regional or global operations.

• It is fast to implement—as quickly as 25 weeks—and includes a preconfigured solution, real-time reporting, integration with upstream ecosystems applications, and a full range of hosting and support services.

• Accenture Upstream Direct provides benefits to stakeholders across the business, in finance and in IT organizations.
Downstream leaders are moving to digital systems that provide powerful, data-driven insight. Access to real-time data helps companies dramatically reduce high costs for inventory and logistics.

Accenture Downstream Direct delivers real-time intelligence via the SAP HANA platform that can enable organizations to:

- Widen refining and sales margins by 2 percent
- Reduce logistics expenditures by 5 percent
- Lower costs related to inventory by 6 percent

This solution helps businesses drive down logistics and inventory costs in nine to 12 months.
Additionally, Accenture and SAP have developed a collaborative delivery model, working together to accelerate delivery and reduce implementation risk. This approach provides the best of Accenture and SAP through:

- Deeper access to industry, functional and technical subject-matter experts
- Aligned offerings and approach between Accenture and SAP to develop roadmaps and business cases
- Joint delivery models to manage risk and safeguard implementation
- Increased governance and executive visibility into programs
- Access to new commercial and bundled offerings for design, build and run

FIGURE 4
Collaborative Delivery Model – Seamless Accenture and SAP delivery of S/4HANA.

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Oil and gas organizations are demanding deep industry expertise, combined with technical capabilities from service vendors, especially for complex and high-impact initiatives.

Accenture’s experience with SAP implementations helps the process advance smoothly. Accenture leads the industry due to a unique combination of SAP capabilities, innovation investment and ground-breaking collaboration on S/4HANA industry solutions. Accenture helps clients pursue high performance through:

- Developing broader business objectives, such as creating new operating and business models to deliver value from real-time data, analytics and business insight
- Combining technology know-how with industry expertise
- Harmonizing processes: SAP (innovation/cloud) + Accenture
- Using AaaS models for scalable digital infrastructure

As one of SAP’s largest implementation partners, Accenture has more than 47,000 SAP resources throughout the world. Accenture has received 32 SAP Pinnacle Awards and the SAP Award for Excellence. As the pre-eminent partner co-developing solutions with SAP, Accenture:

- Has a huge commitment of skilled resources
- Invests in emerging capabilities—such as artificial intelligence, analytics, the Internet of Things, digital supply chain management and digital finance (blockchain)—to accelerate transformation
- Combines skills in strategy, technology and digital—tailored to suit each client
- Provides end-to-end solutions with preconfigured solutions that are agile and scalable for the cloud
- Maps multiple paths to integrate, add capabilities, and help oil and gas organizations improve outcomes
Accenture’s Digital Roadmaps help organizations plan and navigate the journey to the New SAP digital platform. Anchored in client-specific business and technical context, these roadmaps help clients address major approach decision points (e.g., brownfield vs. greenfield vs. hybrid) and develop a sustainable value case.

At a technical level, Accenture helps organizations build a truly digital platform. Our framework consists of integrating multiple layers:

- Core system of records
- Intelligent integration
- Front-end/devices
- Interaction management
- Customer engagement services
- Customer and distribution data with real-time analytics
- Hybrid cloud infrastructure and fully automated operations
MORE THAN 40 YEARS OF SOLUTIONS-BUILDING

Accenture’s alliance with SAP spans four decades. In the 1990s, Accenture and SAP co-developed IS-Oil. In 2014, we teamed to create the Accenture and SAP Business Solutions Group. And in early 2016, we joined forces in core and industry platform development and go-to-market for SAP® S/4HANA.
ACCENTURE’S ENERGY INDUSTRY GROUP

- **40+ years** serving the oil and gas industry

- **200+** oil and gas clients in more than **50** countries

- **14,000+** deeply skilled industry consultants, including upstream professionals

- Through our extensive global network of Energy Hubs, we serve clients consistently, bringing local market knowledge and delivering impressive execution capabilities

- Accenture is the only consulting company with **deep oil and gas expertise** and robust end-to-end capability at scale.

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

AMONG THE WORLD’S MOST ADMIRED COMPANIES

Accenture has made **14** consecutive appearances in the *Fortune* list of the World’s Most Admired Companies. Accenture has **5,000** patents and patents pending in **44** countries.

Our powerful network of alliance partners provides us with a unique line of sight to anticipate and contribute to the next wave of technology evolution.
ACCENTURE’S ABILITY TO DELIVER INNOVATIVE, INDUSTRY-SPECIFIC SOLUTIONS AND END-TO-END SERVICE CAPABILITIES SETS US APART. We continue to invest to help clients compete in today’s digital world. Our New SAP solutions are helping to transform core operations and create more agile, digitally enabled oil and gas businesses.
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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 401,000 people serving clients in more than 120 countries, Accenture drives innovation to improve the way the world works and lives. Visit us at 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.

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