



بِسْمِ اللَّهِ تَعَالَى **NEXOLABS GmbH**

SAP for Oil & Gas



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SAP is recognized as a leader in demonstrating the highest level of integrity in its [corporate governance](#) and practices. These efforts are informed and driven by the core values of SAP – customer focus, integrity, quality, commitment, product excellence, and passion.



SAP for Oil & Gas is a set of solutions that supports fundamental business requirements while providing end-to-end solutions that cover upstream, midstream, downstream, and marketing processes from wellhead to retail outlet. So you can lower costs, increase profitability, and improve competitiveness.

With SAP for Oil & Gas allows you to be globally integrated while remaining regionally focused to forge stronger relationships with partners, improve decision making, and enhance organizational flexibility. And you can do it all regardless of your company's size.

SAP Business Maps for Oil & Gas



Knowledge, Experience, and Technology for Optimizing Business
We leverage our extensive experience to deliver [a comprehensive range of solutions](#) that empower every aspect of business operations. By using SAP solutions, organizations of all sizes – including [small businesses and midsize companies](#) – can reduce costs, improve performance, and gain the agility to respond to changing business needs. SAP also has developed the [SAP NetWeaver technology platform](#) which enables our customers to achieve more value from their IT investments. Our professionals are dedicated to providing the highest level of customer [service and support](#)..

Industry-Specific SAP Business Maps – Oil & Gas
SAP for Oil & Gas delivers critical information to help you work with the challenges of unpredictable market forces. And thanks to the SAP Business Maps, you can understand the benefits and value these processes and solutions deliver.

The SAP Industry Solution Maps help you address the business challenges you and your business face day-to-day and focus on key industry segment scenarios. Oriented along a generic industry value chain, the scenario-oriented Maps document and illustrate the end-to-end business processes (business scenarios) of a typical enterprise in a certain industry, showing the relationship of the enterprise with suppliers and partners, customers and channels ("extended enterprise").

Solution Maps

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SAP Business Maps Solution Composer

Streamlined business processes that integrate customers, suppliers, and partners are the key to customer success. But evaluating, visualizing, and communicating these processes can pose significant challenges. To help you design and visualize the right business solution, SAP offers the Solution Composer, a PC-based tool that shows you how to integrate people, data, and business processes using SAP Business Suite solutions. The Solution Composer helps you visualize, plan, and implement coherent and comprehensive IT solutions that integrate business processes within your enterprise and between organizations. Planning your solution and collaborative processes in advance can help you increase revenue, reduce costs, increase customer satisfaction and improve decision making as quickly as possible. The Solution Composer makes it easy to create and change pre delivered content included in Solution Maps and Business Scenario Maps. Its also an ideal tool for planning an implementation project, and for defining, documenting, and communicating your business solution requirements.

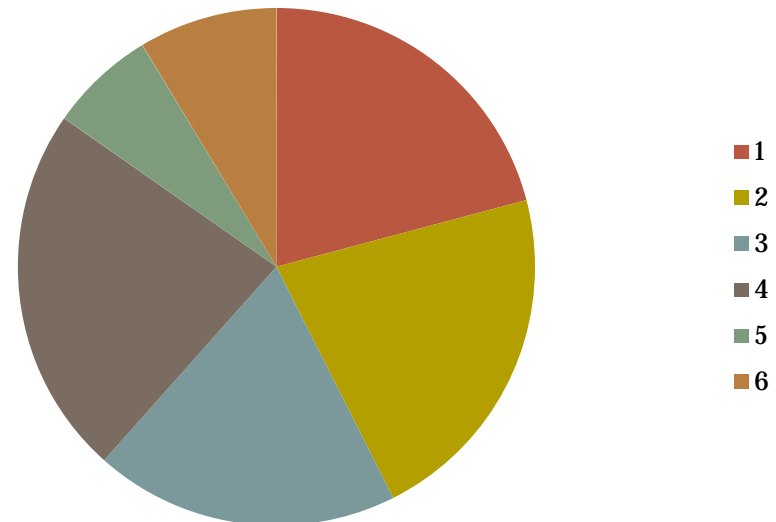


- We operate our business in four principal geographic regions – EMEA (representing Europe, Middle East, and Africa); North America; Latin America; and Asia Pacific (representing Japan, Australia, and parts of Asia). At the close of Q1 2008, the EMEA region accounted for 53% of total revenues, Americas combined for 34%, and APJ for 13%.
- Every industry operates according to distinct processes and practices. SAP has identified six industry sectors, enabling us to focus product development efforts on the key industries that represent our existing and potential customers and to provide best business practices and specific integrated business solutions to those industries.
- In 2007, the six industry groups generated the following revenues (in € millions and percentage of total revenues):
- Process industries 2,135 21% Discrete industries 2,222 22% Consumer industries 1,949 19% Service industries 2,371 23% Financial services 678 6% Public services 887 9% More than two-thirds of SAP customers are classified as small businesses and midsize enterprises (SMEs). SAP provides a broad range of business solutions for SMEs, which we define as companies with fewer than 2,500 employees or translated revenue U.S. \$1 billion or less.

Broadly based by sector

2007 Revenues 10.242 billion ⁷

Industry Group	in € Millions	%
1. Process Industries	€ 2.135	21%
2. Discrete Industries	€ 2.222	22%
3. Consumer Industries	€ 1.949	19%
4. Service Industries	€ 2.371	23%
5. Financial Services	€ 678	6%
6. Public Services	€ 887	900%
Total	€ 10.242	991%



- Present in the region for 28 years (projects since 1980)
- Focused around Finance, Telecommunications and Energy and Utilities
- Example regional customers in Energy & Utilities include:
 - Shell & PDO
 - Vopak (ENOC Joint Venture)
 - ADWEA
 - ADNOC
 - Dubai Municipality
 - Q8 in Europe
- Plus ...
 - Almost all Saudi commercial banks (also NBK in Kuwait)
 - 90% of GCC mobile operators (including MTC in Kuwait)
 - Over 15 billing system deployments



E&U Track Record - Highlights

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- We have a proud heritage in energy and utilities markets across the world:
 - NEXOLABS & Partners have an extensive global oil and gas customer base. We have both upstream & downstream business consultancy expertise and a wide variety of products and solutions. We also specialise in the utilities industry sector
 - NEXOLABS & Partners have delivered > 400 successful ERP implementations, and has ~ 2,000 ERP consultants
 - Helped clients set up and operate the market infrastructure in Czech Republic, Netherlands, Australia, UK and USA
 - NEXOLABS & Partners are responsible for the management and support of the system for Europe's leading energy future and options exchange which trades over \$5 bn daily
 - Delivered trading and risk management systems for organisations in UK, Holland, Germany, Belgium and Italy
 - Our systems have been fundamental to the regulatory transformation of energy markets around the world
 - Software supports more than 25,000 remote telemetry units (RTUs) in SCADA systems worldwide
 - The leading provider of work management systems delivered to utilities in the USA



Oil & Gas: Supply Chain Experience



ERP Consultancy & Implementation
Pensions Administration Systems
Payroll Processing
Insurance Systems

Project & Programme Management
Information Systems Strategy
Business Process Analysis & Design
Business Performance Measurement
Knowledge Management
Training Services

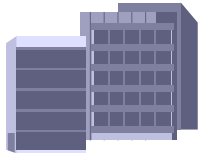
Aviation

Customer Lifting
& Pricing Information

Contract Settlement Systems
Bulk Trading Systems
Reusable Architecture Development
Data Management for eMarkets



Trading



Administration

Primary Distribution Planning
Technical Consultancy
Pipeline Management

Project Office
Enterprise Application Integration
eBusiness, mCommerce, elnrastructure
Global Managed Support Services
Testing Methodology Training & Delivery

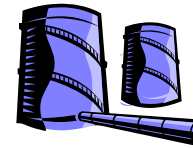
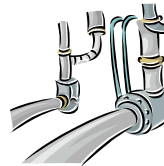
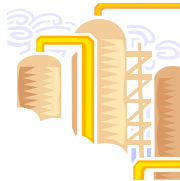
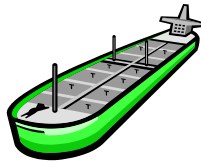
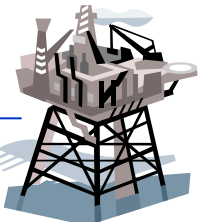
CROSS Bulk Fuel Management [p]

Mobile Delivery Monitoring [p]

Primary Distribution

Primary Distribution

Secondary Distribution



Exploration & Production

Refining

Terminal Automation

Retail

Engineering Information Management [p]
Knowledge Management [p]
Document & Workflow Management
Subsurface Geo-Technical App's
Prodis Hydrocarbon Management [p]
Kalido Implementation
SCADA Solutions [p]
Permit to Work Systems [p]
Personnel Movement Solutions [p]

Process Simulation & Automation
PLC/SCADA/DCS Integration [p]
Manufacturing Execution Systems
Production Planning Systems
Maintenance Management Systems
Lubricants Management [p]
Environmental Reporting

Gantry Systems Implementation
Metering Systems



Marine

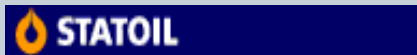
Lubricant Analysis
Systems

Forecourt Pricing Systems
Unattended Forecourt Solutions
Back Office Solutions (BOS) [p]
Point of Sale (POS) Solutions
Fuel & Loyalty Card Systems [p]
Wet Stock Systems
Card On-Line Authorisation [p]
Mobile Payments [p]
Mobile Workforce [p]
Testing/Integration [p]

SAP[®]

NEXOLABS GmbH

NEXOLABS & Partners 's oil & gas customers



What NEXOLABS can offer...

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NEXOLABS's Energy and Utilities offer is structured along three axes :

- 1. Consultancy and IT services dedicated to the Energy and Utilities industry***
- 2. Solutions and products that have been developed by NEXOLABS & Partners to address specific industry needs***
- 3. Communication and Security solutions that leverage the company global telecom expertise***



***Consultancy
and IT services***





Business consultancy and Change Management

One of NEXOLABS & Partners' strengths is the "vertical", in-depth industry knowledge of its **Business consultants**.

Be it locally, or in one of its worldwide Excellence Centres, there is a wide pool of competencies ready to help you with their knowledge of Water, Gas and Electricity management, Oil & Gas Upstream or Downstream and project, IT or HR management.

NEXOLABS can thus help you manage your projects and programmes, benchmark with other industry leaders or improve your business processes, as well as implement the solutions you have selected.

NEXOLABS will also help you realise the full value of your vision by providing **Change Management** and **Training** services and solutions.

In a world of fast moving workforces, NEXOLABS can help you design the framework to analyse, anticipate and leverage change, and the solutions to accompany it, using state of the art e-learning or knowledge portal solutions.



Key Facts

- Long-term partnerships with major actors of the Energy and Utilities industry
- Easily accessible pools of competencies with in-depth industry knowledge
- Ability to provide business consultancy services and to implement solutions
- Change management and training capabilities helping to realise the full value of your projects

ERP and System Integration

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ERP and System Integration

NEXOLABS has conducted many successful ERP implementations of the favourite industry solutions.

Regarding SAP, since 2001, NEXOLABS & Partners have been one of SAP's Global Alliance Partners, having delivered more than 400 successful SAP implementations, and having a workforce of approximately 2,000 SAP consultants worldwide.

NEXOLABS & Partners now has a SAP centre of excellence with a history of implementations in Europe and North Africa and The Middle East.

These extensive capabilities combine nicely with NEXOLABS's deep industry knowledge and unique capacity to integrate ERP solutions with technically advanced hardware solutions (Wireless, RFID, biometrics, etc.), making NEXOLABS a precious partner when it comes to implementing or fine-tuning ERP solutions.



Key Facts

- Ability to implement or support the main industry solutions .
- About 2000 SAP consultants worldwide
- Global Alliance SAP Partner
- Unmatched capacity to integrate SAP or ERP back-office systems with technically advanced front-end solutions (Wireless, RFID, biometrics, etc.)

***Industry specific
Software solutions***



Summary of E&U SAP Projects



Client	Business	Location	Project Description	FI	CO	MM	EBA	PM	AM	WM	HR	PS	SD	IS-U	IS-Oil	CRM	BW	Outsourcing
Powercor	Electricity	Australia	Ongoing application support					✓		✓								✓
Shell Australia	Oil & Gas	Australia	Lead architect role for Shell Australia : - Project Management - PM / MM consulting - IT delivery and design	✓	✓	✓		✓							✓			
Electrabel	Electricity	Belgium	Implementation of SAP IS-U and BW	✓										✓		✓	✓	
Bandeirante Energia	Electricity	Brazil	SAP Implementation of IS-U, WM, Workflow, BW, FI, CO, TR, AA, MM, SD, PM, PS, HR in 10 months for 1000 users and 270,000 end customers	✓	✓	✓		✓		✓	✓	✓	✓	✓			✓	
Celpe	Electricity	Brazil	SAP Implementation of FI, CO, MM, PM, HR in 9 months for 700 users and 1,800,000 end customers	✓	✓	✓		✓			✓	✓						
Comgas	Gas distribution	Brazil	SAP Implementation of PS, PM, AA, IM in 6 months for 250 users and 500,000 end customers	✓				✓				✓						
Portgas	Gas distribution	Brazil	SAP Implementation of PS, PM, AA, IM in 6 months for 250 users and 500,000 end customers	✓	✓	✓						✓						
CEM Electricity of Macao	Electricity	China	Global SAP implementation with a focus on Asset and Distribution Network management	✓	✓	✓		✓		✓		✓						
Cez Group	Electricity	Czech Republik	Implementation of SAP IS-U for Cez group, the biggest Czech power producer, and for 5 distribution companies											✓				
SCP	Electricity	Czech Republik	Implementation of mySAP Financials	✓	✓													
Southern Moravia & Bohemia DISCO	Electricity	Czech Republik	Implementation of SAP IS-U											✓				
ZCP	Electricity	Czech Republik	Implementation of mySAP Financials and Supply Chain Management	✓	✓	✓												
OTE-CDS	Electricity Market Operator	Czech Republik	Implementation of SAP IS-U as the central solution for the Czech market operator, supporting the wholesale market, facilitating customer switching and sharing of billing data by all electricity market participants											✓				
EDF	Electricity	France	Implementation of SAP HR for Time & Activities								✓							
CEA-IRSN	Government - Nuclear safety control	France	Implementation of SAP FI, CO, IM, TR, MM, SD, PS, HR, with a lot f bespoke development	✓	✓	✓					✓	✓	✓					
Total Marine	Oil & Gas	France	Roll out of Template Europe (Total SAP template for European Downstream operations) in the Total Marine division (FI, CO, MM, IM, PM, PS, SD, IS-Oil, BW)	✓	✓	✓		✓				✓	✓		✓		✓	

Summary of E&U SAP Projects

Client	Business	Location	Project Description	CO	MM	EBA	PM	AM	WM	HR	PS	SD	IS-U	IS-Oil	CRM	BW	Outsourcing
Suez	Water	France	Full fledge implementation of SAP HR (including payroll)							✓							
Isar-Amperwerke AG	Electricity	Germany	Implementation of the plant information and maintenance system for the high voltage transmission, distribution and transformer stations grid				✓										
MetaCount - Bremen	Electricity	Germany	Migration of SAP R/2 to SAP IS-U										✓				
Neckarwerke Stuttgart (EnBW)	Electricity	Germany	Implementation of SAP AM and PM	✓			✓	✓									
Energieversorgung Leverkusen	Electricity, Gas	Germany	Business process reengineering of the scheduling and logistic processes, based on SAP PM				✓										
Mainkraftwerke Frankfurt	Electricity, Gas	Germany	Mapping of logistic processes in PM				✓										
Städtische Werke - Kassel	Electricity, Gas, Water	Germany	Implementation of SAP IS-U										✓				
Stadtwerke - München	Electricity, Gas, Water	Germany	Plant information and maintenance system for the electricity, gas, water and transportation grids				✓										
Energie AG Mitteldeutschland	Electricity, Water	Germany	- Plant information and maintenance system for the electricity, gas, water and transportation grids - Implementation of SAP IS-U				✓						✓				
GASAG Berlin	Gas distribution	Germany	- Plant information and maintenance system for gas storage, electricity distribution and real estate - migration from SAP R/3 3.1 to 4.5				✓										
Rheinisch Westfälische Wasserwerke - Hamburg	Water	Germany	Implementation of SAP R/3	✓	✓	✓	✓										
Cimpor Morocco	Cements	Morocco	Global SAP implementation with a core focus on plant maintenance				✓										
Hidroelectrica de Cahora Bassa	Electricity	Mozambique	SAP Implementation of FI, TR, CO, AA, MM, PM in 9 months for 90 users in three countries : Mozambique, South Africa, Zimbabwe	✓	✓	✓	✓										
Nuon	Electricity	Netherlands	Consultancy services during the implementation of SAP IS-U										✓				
Essent	Gas distribution	Netherlands	- Implementation of SAP HR, CATS, FI, CO, MM, SD, PM, QM, PS, AM - Application Management Services - feasibility studies for e-procurement and front-office processes	✓	✓	✓	✓	✓			✓	✓	✓				✓
Gasunie	Gas distribution	Netherlands	- Application Management Services for SAP ERP and IS-U - Upgrade of IS-U 4.6.4 to 4.7.2 - Implementation of a mobile asset management solution based on SAP Mobile Engine	✓	✓	✓	✓				✓		✓				✓



Summary of E&U SAP Projects

NEXOLABS GmbH



Client	Business	Location	Project Description	CO	MM	EBA	PM	AM	WM	HR	PS	SD	IS-U	IS-Oil	CRM	BW	Outsourcing
NAM	Oil & Gas	Netherlands	<ul style="list-style-type: none"> Implementation of BW Upgrade from SAP R/3 3.1 to 4.6 Interface between SAP PS and Primavera Conversion tools for integration into the Shell template 		✓											✓	
Shell Netherlands	Oil & Gas	Netherlands	<p>As a preferred global supplier of IT services to Shell, LogicaCMG has been involved in many of Shell's major SAP programmes, with an average of 40 full time SAP consultants :</p> <ul style="list-style-type: none"> Roll out of the Streamline Europe template (Shell SAP template for its European downstream operations) Roll out of the Global Streamline template in Australia and Pacific, and ongoing support Ongoing support and maintenance for Shell Exploration & Production SAP template SOX compliancy project 	✓	✓	✓	✓			✓	✓	✓		✓		✓	
Delta Water	Water	Netherlands	Managed Services for SAP FI, CO, MM, SD, PS, HR	✓	✓	✓				✓	✓	✓					✓
EDP Distribuicao	Electricity	Portugal	SAP Implementation of IS-U, WM, Workflow and BW in 30 months for 2000 users and 11,000,000 end customers						✓				✓			✓	
EDP Energias de Portugal	Electricity	Portugal	Global SAP implementation and maintenance for the back office operations	✓	✓		✓										✓
Electricity of Azores	Electricity	Portugal	SAP Implementation of IS-U, WM, Workflow, BW, FI, CO, TR, AA, MM, SD, HR in 4.5 months for 60 users and 120,000 end customers						✓				✓			✓	
REN National Electric Network	Electricity	Portugal	Global SAP implementation		✓		✓				✓						
LisboaGas	Gas distribution	Portugal	SAP Implementation of IS-U, WM, Workflow and BW in 25 months for 250 users and 270,000 end customers						✓				✓			✓	
Transgas	Gas distribution	Portugal	SAP Implementation of FI for 180 users and 7 local gas distributors	✓													
HidroCantabrico	Electricity	Spain	SAP Implementation of PS and PM for the technical asset management (construction and maintenance)				✓				✓						
Bilbogas	Gas distribution	Spain	SAP Implementation of IS-U and CIC in 3,5 months for 10 users and 58,000 end customers										✓				
Donostigas	Gas distribution	Spain	SAP Implementation of IS-U and CIC in 6 months for 30 users and 60,000 end customers										✓		✓		
Gasnalsa	Gas distribution	Spain	SAP Implementation of IS-U and CIC in 6 months for 30 users and 60,000 end customers										✓		✓		
Soc Gas de Euskadi	Gas distribution	Spain	SAP Implementation of IS-U and CIC in 3,5 months for 10 users and 140,000 end customers										✓		✓		

The Best Run Business Run SAP

Summary of E&U SAP Projects

Client	Business	Location	Project Description	FI	CO	MM	EBA	PM	AM	WM	HR	PS	SD	IS-U	IS-Oil	CRM	BW	Outsourcing
Central Networks	Electricity	UK	Consolidation of business processes and merger of 2 SAP systems covering FI, CO, MM, WM, AM, PS, Scheduling and Metering Services	✓	✓	✓		✓	✓	✓		✓	✓	✓				
Eastern Electricity	Electricity	UK	Implementation of FI, CO, MM	✓	✓	✓												
EDF Energy	Electricity	UK	- 5 year contract for the delivery of IT services, consultancy and support for the electricity distribution network and the back-office SAP systems - Integration of a new affiliate, SEEBOARD, into EDF Energy SAP Platform - Implementation of a quotation management and of unmetered supplies management system as an extension to the existing SAP WM platform	✓	✓	✓		✓			✓						✓	✓
ESB Ireland	Electricity	UK	Implementation of FI, CO, MM, PS	✓	✓	✓						✓						
GPU Networks	Electricity, Gas	UK	Implementation of SAP AM, Document Management and hand held field devices	✓				✓										
Hyder	Engineering	UK	Implementation of FI, CO, MM, HR and payroll	✓	✓	✓					✓							
British Gas Services	Gas	UK	Implementation of FI, CO	✓	✓													
UKAEA	Government agency	UK	Implementation of FI, PS, EBA and HR for the UK Environment Agency. Fully managed service	✓	✓	✓	✓				✓	✓						✓
Centrica HRL	Oil & Gas	UK	Full fledged implementation for Centrica Upstream operations : FI, CO, MM, IM, PM, HR, PS, IS-Oil (JVA & OLM), BW	✓	✓	✓		✓			✓	✓			✓			
Shell UK	Oil & Gas	UK	(Please refer to the Shell Netherlands entry)	✓	✓	✓		✓			✓	✓	✓		✓			
Total	Oil & Gas	UK	Training of Total Aberdeen teams prior to upgrade to SAP R/3 4.6															
British Waterways	Water	UK	12 month implementation of FI, CO, HR, Payroll, MM, WM and AM, CRM, BW and enterprise portals	✓	✓	✓		✓			✓					✓	✓	
Dwr Cymru Welsh Water	Water	UK	Implementation of SAP AM, Document Management, BW and SAP Portals for Welsh Waters Sewerage Operating Contractors						✓								✓	
Yorkshire Water Services	Water	UK	- Implementation of FI, CO, HR, Payroll - Implementation of WM, CRM and mobile work management - Implementation of e-procurement - Upgrade to SAP R/3 Enterprise	✓	✓	✓	✓	✓			✓					✓		

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