

Solutions for the Oilfield Service Industry

Powered by Microsoft Dynamics® NAV and Open Door Technology

A Microsoft Business Solution

Microsoft offers you a comprehensive solution for managing growth, improving profitability and increasing oilpatch success.

As a leader in the petroleum services industry, you undoubtedly face many unique business challenges. Rapid growth, labor shortages, variable commodity prices, and a lack of access to high-quality information for decision making are just a few of the issues you face on a daily basis.

Open Door Technology has been working to meet the unique needs of oilfield service companies since 1992 and since 2000 with Microsoft Dynamics NAV, a fully integrated business management system. Dynamics NAV is a flexible, configurable, and cost-effective solution able to help you manage growth, increase profitability and maintain a competitive advantage.

The vast diversity of requirements within oilfield service presents a challenge to any solution. Microsoft Dynamics NAV is capable of providing answers for many different needs including:

- Field tickets and tour sheets
- Integration to third party field ticket and tour sheet systems
- Rentals
- Manufacturing
- Job Cost
- Human Resources and Payroll
- Distribution and Supply Chain Management

One of the greatest strengths of Microsoft Dynamics NAV is its ability to meet any requirements, whether they originate from extreme growth or unique business requirements that are a key part of your competitive advantage. We can make the solution fit your organization, not force you into a box. And we can offer you the comprehensive functionality of a Tier One solution at a fraction of the price and time to implement and maintain.

Challenges facing the oilfield service industry:

- Rapid growth
- Changes to business model resulting from industry change, government regulations, and acquisitions
- Widely variable and sudden changes in business cycles caused by unpredictable swings in commodity prices or other factors
- High staff turnover, particularly at the field level
- Intense competition
- Economic reliance on a few, very large customers
- Intense capital requirements for new field equipment
- Remote work locations and difficulty with communications
- Long invoicing cycle and even longer payment cycle from customers

Solutions for oilfield service allows companies to:

- Operate a comprehensive, integrated solution covering all critical components of an oilfield service organization
- Shorten the invoicing cycle from weeks to days by integrating field tickets with invoicing
- Reduce errors by entering data once
- Manage growth effectively by doing more with fewer resources and in a shorter timeframe

About Open Door Technology:

Open Door Technology has been partnering with mid-market organizations since 1992 to develop and implement integrated business management systems. Our approach is to focus on the integration of people, processes, and technology to ensure continued business success for our customers. Contact us today to find out how you can transform your business with the expertise of Open Door and the technology of Microsoft Dynamics NAV.



Microsoft Partner

Gold Enterprise Resource Planning

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Integrated Solutions

A Fully Integrated Solution for the Oilfield Service Industry

With increasing input costs and more competition for less business, many of yesterday's business practices no longer work today. Microsoft Dynamics NAV allows you to automate previously manual processes to gain efficiencies, reduce costs and save time. No matter how rapid your growth, Microsoft Dynamics NAV can easily accommodate it while providing a solid foundation for future expansion.

If you're like most petroleum service companies, you rely on disparate and manual systems – like Field Ticketing and more – to run your operation. Trouble is, they're expensive to maintain, require time-consuming data

entry and the systems don't always talk to each other. Microsoft Dynamics NAV provides a single, integrated system for efficiently managing operations. Having one system means reduced data entry, real-time information and greater visibility into what's happening in your organization.

Invoicing errors are more than just an inconvenience; they can be the difference between a profit and a loss. Dynamics NAV automates your entire invoicing process, shortening the cycle from weeks to mere days. The system ensures quick accurate invoices, helping you receive payments faster.

Distribution

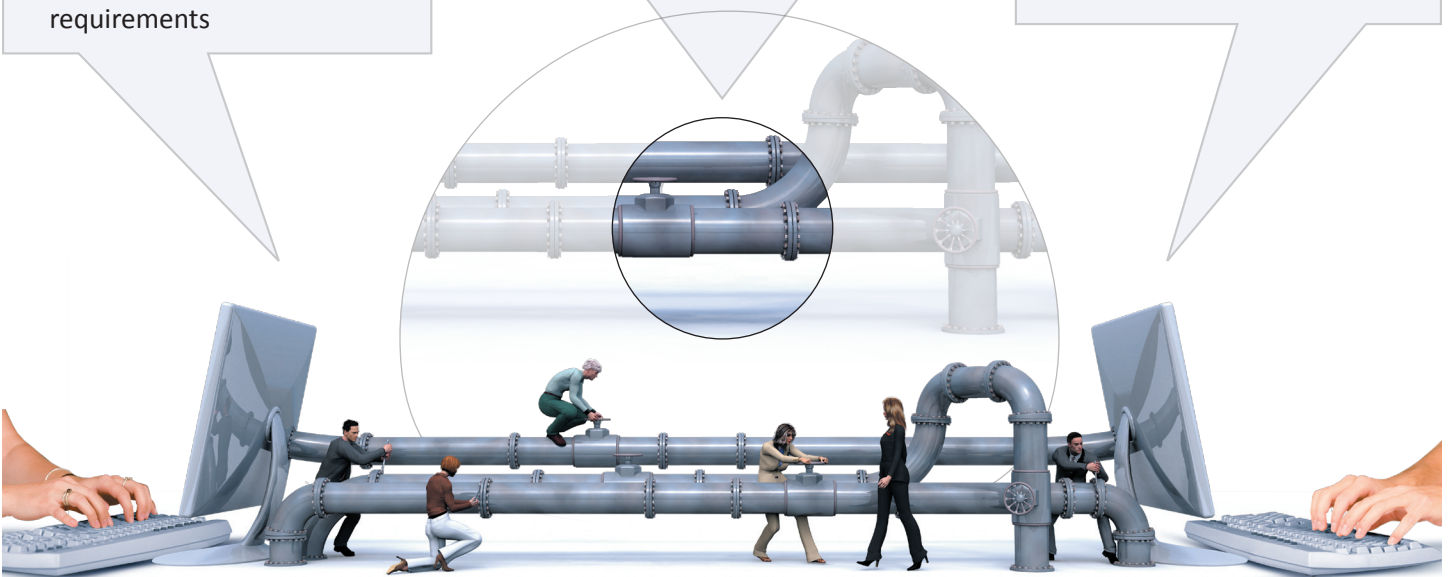
- Utilize powerful inventory and warehouse functionality to optimize inventory handling
- Improve purchasing process to increase margins
- Increase sales by stocking the right inventory
- Match product pricing to customer demand and requirements

Field Tickets/Rentals

- Enter field tickets once to reduce error and save time
- Integrate to wide variety of third party field ticket & tour sheets
- Shorten invoicing cycle to days down from weeks
- Rent or sell inventory or rental assets

Job Cost/Manufacturing

- Track actual costs of labour and materials
- Compare actual costs to budgets
- Manage assembly process and resources
- Utilize lean processes to reduce inventory and improve cash flow



What You Need to Know

Your Next Steps to a Fully Integrated Oilfield Service Solution

Since 1992 Open Door Technology has been helping Oilfield Service companies to optimize their business processes to gain competitive advantage and processing efficiencies. A successful Oilfield Service company is

founded on developing efficiencies and unique operation strategies. Our company will work with your staff to analyze your processes and implement the business practices necessary to maximize your profits.



Measurable Business Benefits

Save Thousands of Dollars Annually with Oilfield Service Management

Do you struggle with getting fields tickets entered?	Can you track your costs on your assembly and manufacturing jobs?	Are you missing out on rental sales?
Save 1% on annual revenue by eliminating errors on field tickets and improving cash flow by shortening your invoice period from weeks down to days. On \$8,000,000 of field tickets, the annual savings generated would be \$80,000.	Assembly of components to meet customer requirements is a complex business. Labour, inventory, direct purchases, and third party services all need to be accurately tracked and compared against budget numbers to evaluate the profitability of any job. If better information could lead to a 1% increase in gross margin, the result would be additional profits of \$50,000 on \$5,000,000 of manufacturing sales.	Not knowing where your equipment is, the repair status or when it is coming back can cost you in lost sales. Our rental system can help you find the right equipment for the customer and increase your rental sales by increasing supplementary sales on a rental contract. Additional rental sales of 3% with a 50% margin can generate additional profits of \$75,000 on \$5,000,000 of rental sales.
Total Savings per year: \$80,000	Total Savings per year: \$50,000	Total Savings per year: \$75,000

Your metrics or possible cost savings may be different than those above but there are few organizations where significant cost savings, increased sales or improved profit margins cannot be achieved. We can work with you to identify those areas and implement a solution where you can achieve measurable and positive improvements, whether from improved integrations, integrating key processes into your software system or just doing a better job of matching customer requirements.

Feature Summary: Dynamics NAV for Oilfield Service

A Fully Integrated Solution for the Oilfield Service Industry

Field Tickets and Tour Sheets	Enter field tickets once and reduce errors. Never lose track of a field ticket or tour sheet again.
Configurable Field Tickets and Tour Sheets	The entry of field tickets and tour sheets can be configured to track almost any business rules or pricing structure. Services, equipment usage, employee time, consumables or inventory consumption can be entered into field tickets for invoicing and costing purposes. Field bonus calculations can be modified to match customer requirements.
Integration to Third Party Systems	It's no secret: lost or erroneous field tickets cost petroleum service companies like yours money. An integrated field ticket system automates many paper-driven tasks associated with processing field tickets, allowing your users to accurately track and manage tickets. Dynamics NAV integrates with popular remote field ticket systems, which eliminates data silos and ensures that critical information is available for rapid, informed decision making.
Configurable pricing	Match pricing rules to unique customer requirements.
Integrated HR and Payroll	Microsoft Dynamics NAV provides a tight integration between Payroll and other functions, including Financials, Jobs, Invoicing, and Field Ticket Management, enabling human resources and payroll processes to be streamlined. Data is stored in a central repository, allowing administration to easily update records and access quality information. As a result, your employees spend less time re-entering data and reviewing it for accuracy.
Fixed Assets	A fully capable fixed asset module capable of tracking and depreciating all fixed assets including rentals.
Rentals	A powerful Rental Management software capable of tracking rental assets and maximizing rental sales and profits. Rent both fixed assets and inventory items. Instantly dispose of rental assets lost or destroyed, simplifying accounting requirements for disposals and depreciation.



Job Cost	Utilize job cost to track actual costs for inventory, labour, direct purchases or third party charges against projected job budgets. The Job Cost module provides an easy to use alternative to manufacturing where requirements do not require a formal manufacturing system.
Manufacturing	Available for those organizations requiring a full Bill of Material capability, versioning, workflow, and Material Requirements Planning (MRP). Scheduling and utilizing user-defined capability constraints, is also available.
Distribution and Warehouse Management	Powerful inventory and warehouse management systems are available to optimize the purchase, stocking, and sales of inventory items. Take advantage of advanced functionality such as wireless bar code readers, EDI, and warehouse optimization.
CRM	An integrated CRM system is available from Microsoft Dynamics NAV and offers you a choice that is fully integrated with your other systems and not just through a connector. Take advantage of contact tracking, marketing, opportunity tracking, and sales force management features.
Service Management	A Service Management module will assist you if your business is servicing customer equipment. Track service contracts, customer service items, components, and warranty information. Labour and inventory can be booked against service work orders and billed out customers. A dispatch process can manage your service technicians.
Human Resources	A flexible and configurable human resource system is available to track employee information and status. Web portals are available to push accessibility out to the Internet.
Payroll	A flexible payroll based on the definition of calculation rules to match virtually any customer requirement. Unique business rules can be combined with payroll to create competitive advantage and improve employee satisfaction.
SharePoint integration	Information and employee or trading partner access can be provided utilizing the SharePoint integration. This option is also available to significantly reduce license costs for low to moderate use access.
Intercompany Processing	Intercompany transactions can be processed for multiple companies, whether operating or holding companies.
Consolidations	The Consolidations module can simplify monthly reporting requirements by consolidating any number of companies and automatically dealing with intercompany elimination requirements.
Financial Reporting	A number of choices are available for financial reporting. Some of the reporting alternatives will also report on operations information.
Business Intelligence	A number of business intelligence solutions are available to assist management and staff in making informed and timely business decisions.
Configurability	The Rapid Application Development (RAD) toolkit allows new functionality and modules to be quickly added in a cost-effective manner to any area with Microsoft Dynamics NAV.
Competitive Advantage	Competitive advantages rarely come from buying a financial or inventory system. They come from implementing unique strategies or processes designed by management who understand the best business practices of their industry. Microsoft Dynamics NAV allows these strategies and processes to be integrated into the already very capable core system.
SQL Server	Utilize Microsoft's powerful SQL Server database to provide scalability and access to information. The use of an industry standard database with XML capability provides exceptional performance while allowing an organization to integrate the system with specialized applications and trading partners.
Guaranteed Future	The investment in a Microsoft Dynamics product provides assurance that Microsoft will continue to support and enhance the product. Microsoft Dynamics NAV is currently the most popular mid-market ERP package in the world with over 80,000 customers.