



Noble Energy Inc.'s Path to Realizing Value through OSIsoft's PI System and the Enterprise Agreement

Presented by **Michael C Maguire**



Agenda

- Company Synopsis
- Changing Operations Landscape
- Changing Technology Needs and Opportunities
- Why the Enterprise Agreement?
- Rogue Waves, and other challenges on the way
- Lessons Learned
- The Value Proposition and Acquisition!

Noble Energy Inc.

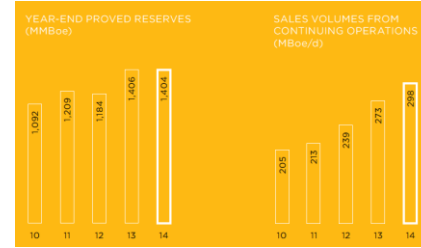


Energizing the World,
Bettering People's Lives®

- S&P 500 company
- Reserves of 1.4 billion barrels of oil (YE2014)
- \$22.5 billion in assets
- 298 MBOE/day in sales
- \$5.1 billion in revenue
- 10,000 gross production wells
- 5 Core Areas – DJ Basin, Marcellus, Gulf Of Mexico, Israel/Cyprus and Equatorial Guinea/Cameroon

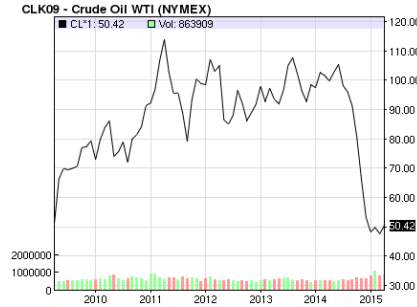
Changing Operations Landscape

Asset and Company Growth



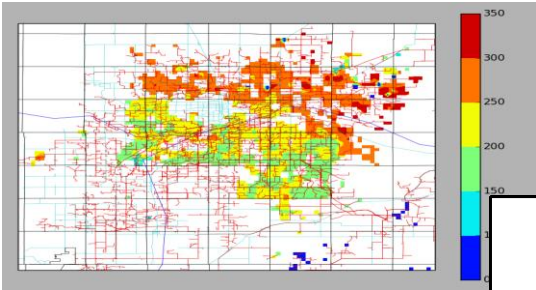
Physical Configuration

Commodities



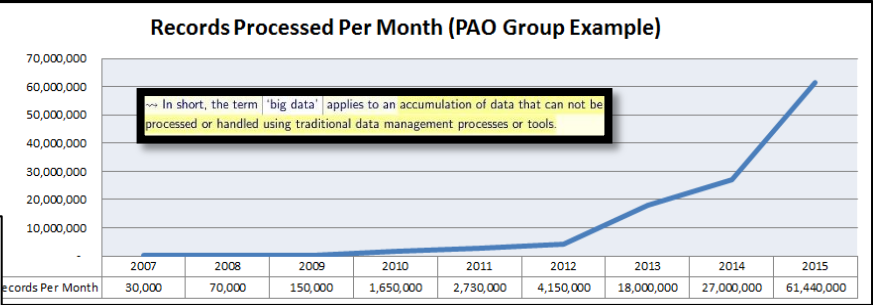
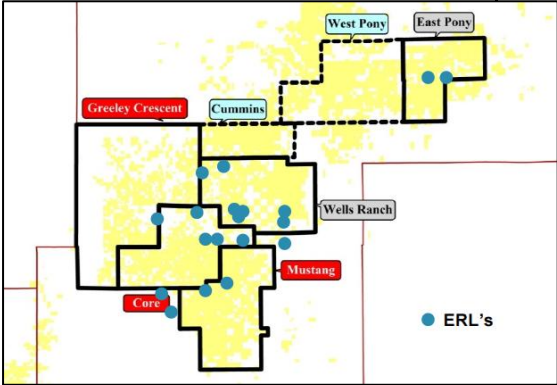
Regulatory and Community Partnerships

Changing Technology Opportunities



Time and Geographic mapping/analysis

Increasing Records Processed



Field Configuration and operations and the effect on performance

Why the Enterprise Agreement?

- Business is changing.
- Cost vs Benefit Proposition
- Asset Based (Tactical) vs Enterprise Based (Strategic)
- Predictable cost structure for Enterprise Platform
- Value Proposition – Use Cases, and Data as an Asset!

Rogue Waves, and other Challenges

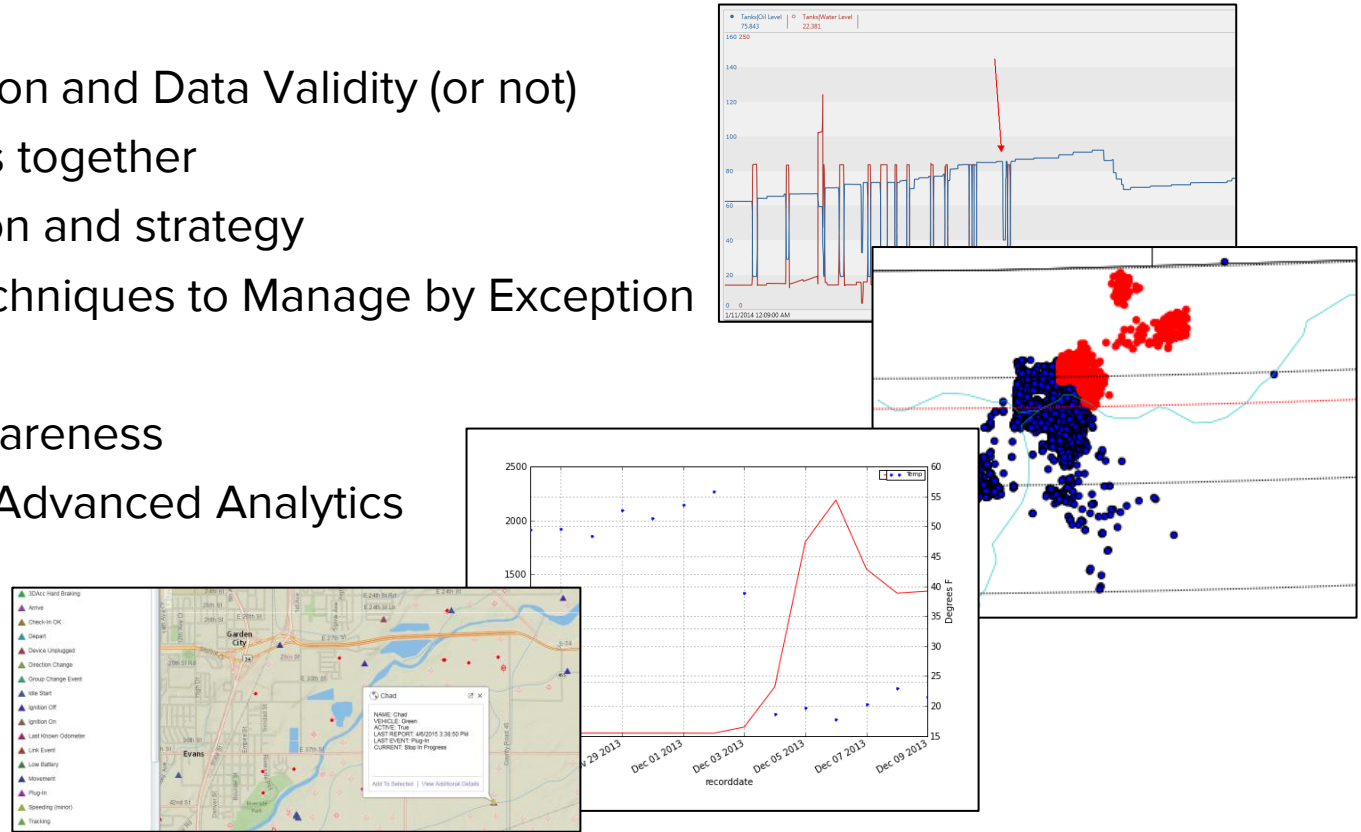
- Communication
- Course Corrections
- Overboard!
- Outside advice heeded (or not)
- Education
- Champions
- New Partnerships
- Just when we thought we made it.....

Lessons Learned

- Decide the plan early
- Leverage the Users Conference and OSIsoft's PI System
- Get ready for full-court press
- Make sure that you have the right engagement at the right levels
- Partner on multiple fronts
- Know your audience, and be flexible
- Own the process

Value Proposition

- Data Acquisition and Data Validity (or not)
- Tying systems together
- Common vision and strategy
- Additional Techniques to Manage by Exception
- Optimization
- Situational awareness
- Big Data and Advanced Analytics
- Next Steps



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Questions

Please wait for the **microphone**
before asking your questions

State your
name & company





THANK YOU

