

Columbus®
Once you *know* how...



Unique solutions to increase the value of oil and gas projects

Fra MS CRM 4.0 til MS CRM 2011

CIO Forum 25.04.2013

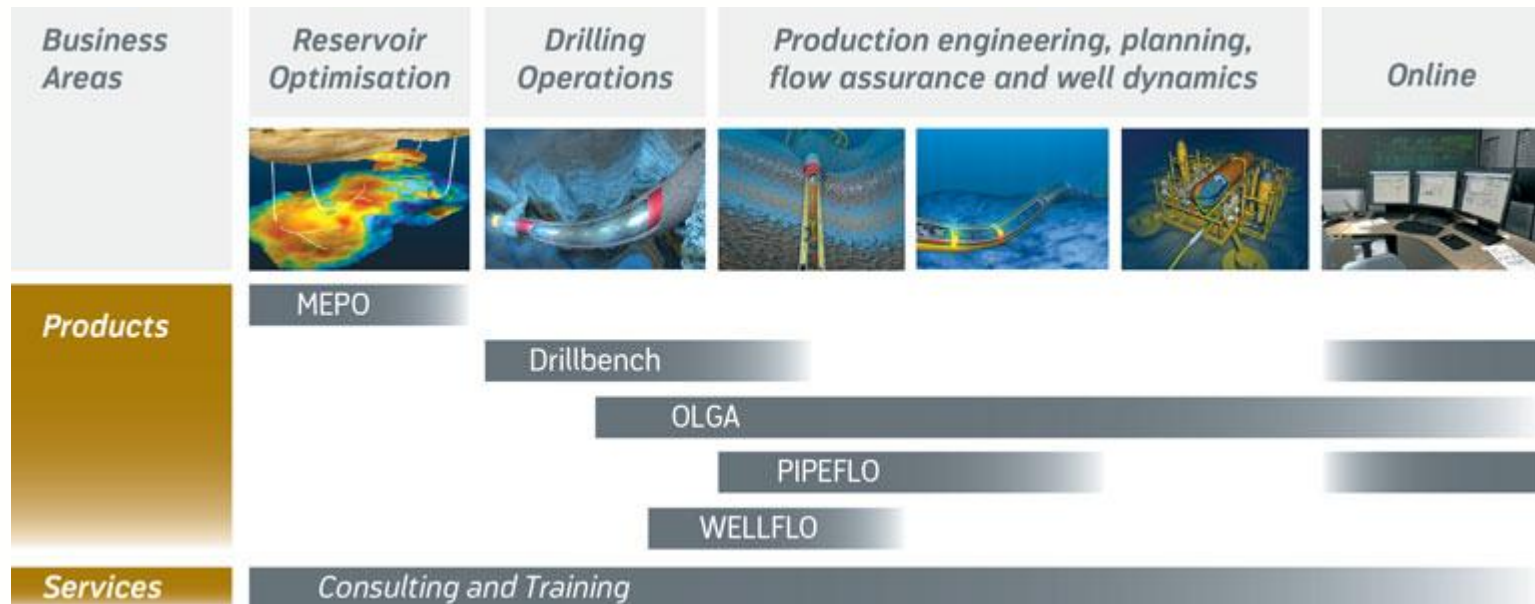
SPT GROUP
A Schlumberger Company

be dynamic®

Om SPT Group – hva gjør vi?

- SPT Group is the leader in modeling for the oil and gas industry.
- Customer supported innovation and research has been at our core for more than 30 years.
- We focus our solutions in two critical areas for the upstream oil and gas industry: flow assurance and reservoir engineering.
- We have the leading dynamic and steady state flow simulators covering drilling, wells, pipelines, and complex gas fields.
- Our dynamic multiphase simulation software, OLGA, is the most trusted flow simulation software.

Om SPT Group



- Kundene våre er alle store oljeselskaper, bl.a Statoil, Total, Chevron, BP, Shell, Petronas, Technip, Exxon og Petrobras

Om SPT Group

- Etablert i 1989, med fokus på utviklingen av flerfase simulatoren OLGA
- Har idag ca 300 ansatte og 35 nasjonaliteter lokalisert i 12 land og 14 kontorer
- Schlumberger kjøpte SPT Group 26. april 2012. SPT vil fortsette som egen entitet 100% eid av Schlumberger.
- Omsetning over 100 mill USD

Om SPT Group



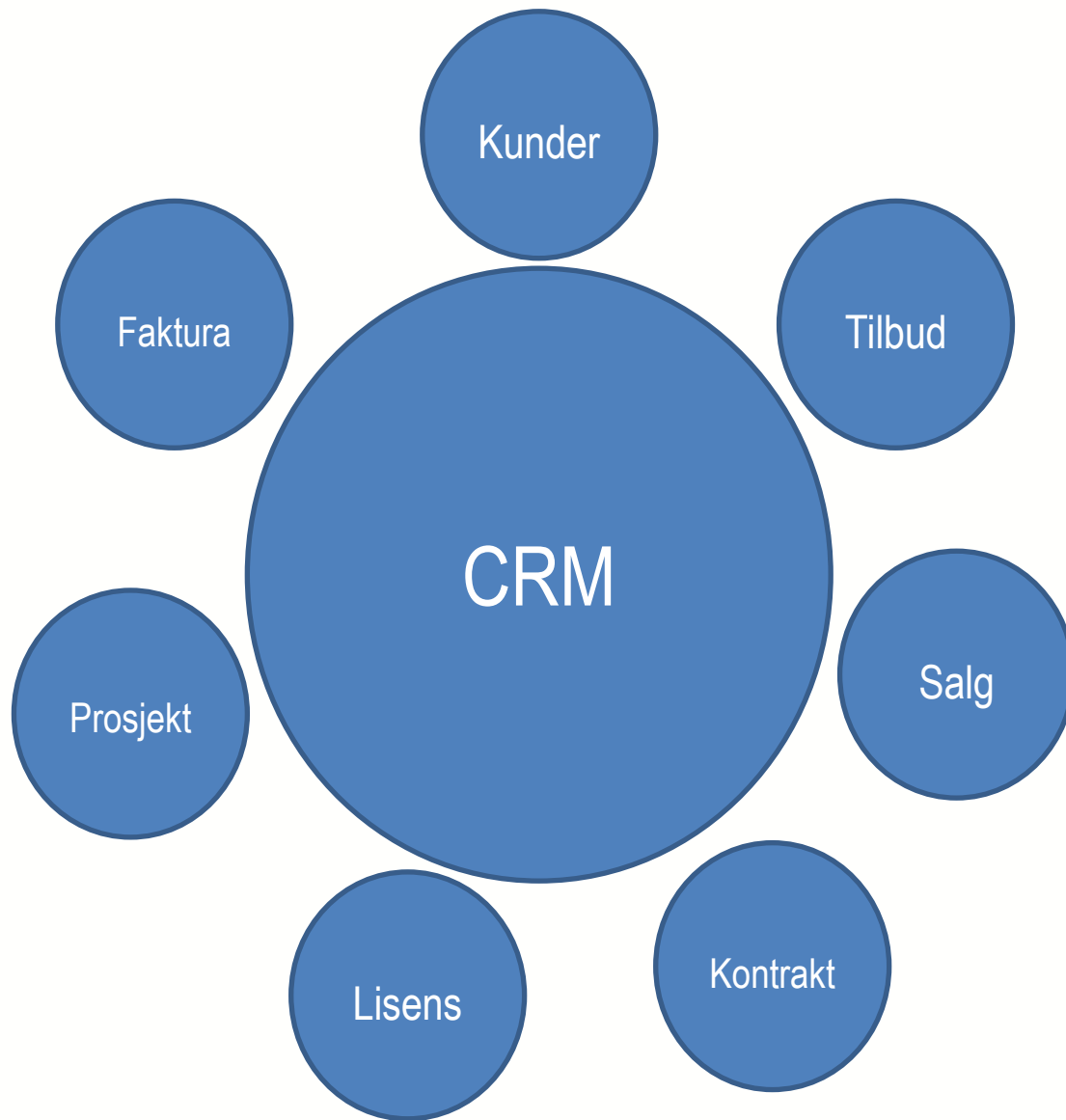
Bakgrunn for prosjektet

- Eksisterende løsning på MS CRM 4.0
- Avvek veldig fra anbefalt standard måte å konfigurere og utvikle CRM på
- Mange manuelle prosesser
- Rapporteringsmessig vanskelig å få med alt vi ønsket
- Mange klikk for tilbudsgenerering
- Ingen arkiv/dokumenthåndtering

Oppgradering og utvikling

- Sensommer 2011 ble Columbus valgt som leverandør på oppgradering av CRM 4.0 til CRM 2011
- Oppgradering i november 2011
- Utviklingsprosjektet påbegynt januar 2012 og lansert 31. mai 2012

Om løsningen



Salgsprosessen

- Opportunity med sales stages
- Tilbudsgenerering via CRM
- Purchase Order fra kunde
- Generering av ordre med automatisk henting av produkter og priser
- Salgsordre og lisensordre i ett
- Fakturering og oppfølging
- Lisenshåndtering

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be dynamic

Client:

CRM testcompany1
 behind the shed
 downtown
 UNITED STATES

Attn: Test Tester

Date: 11/04/2013

OLGA 12 months lease

Dear Test Tester,

Further to our meeting, I am pleased to provide you with an offer for our simulator tools. It is important for us that your company maximizes the benefits by the use of our software. We therefore look forward to assisting you in taking the product into profitable use.

The following prices are in the USD currency.

Software

Product	Version	Unit	Qty	Amount
Flow - OLGA Corrosion module	7	12 month lease LAN	1,00	350,00
Flow - OLGA Slugtracking module	7	12 month lease LAN	1,00	500,00
Flow - OLGA Three Phase	7,3	12 month lease LAN	1,00	2 000,00
Sum Software				2 850,00
Annual Maintenance and Support (USD)				0,00
Discount (USD)				0,00
Proposal Total (USD)				2 850,00

File

Opportunity

Add

Customize

List Tools

Projects

Add New Project

Edit

Activate

Deactivate

Delete Project

Bulk Delete

Send Direct E-mail

Connect

Add to Queue

Mail Merge

Assign Projects

E-mail a Link

Share

Copy a Link

Filter

Save Filters

Save Filters as New View

Set As Default View

Chart Pane

Run Workflow

Start Dialog

Run Report

Export Projects

Records

Collaborate

Current View

View

Process

Data

Information

General

Product Line Items

Documents

Notes

Related

Common

Closed Activities

Activities

Connections

Documents

Audit History

Sales

Orders

Projects

Competitors

GAI

Processes

Workflows

Dialog Sessions

Opportunity

OLGA 12 months lease

Potential Customer

CRM testcompany1

Est. Close Date

30.04.2013

Actual Close Date

Projects: Project Associated View

Project Number	Project Name	Customer	SPT Office	Project Manager	Project Start Date	Project End Date
381011002401	OLGA 12 months lease	CRM testcompany1	SPT Group Norway AS	Susanne Bjerke		
381011004301	OLGA 12 months lease	CRM testcompany1	SPT Group Norway AS	Susanne Bjerke		

1 - 2 of 2 (0 selected)

All

#

A

B

C

D

E

F

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Created On

21.02.2013 08:54

Created By

Susanne Bjerke

Modified On

11.02.2013 10:54

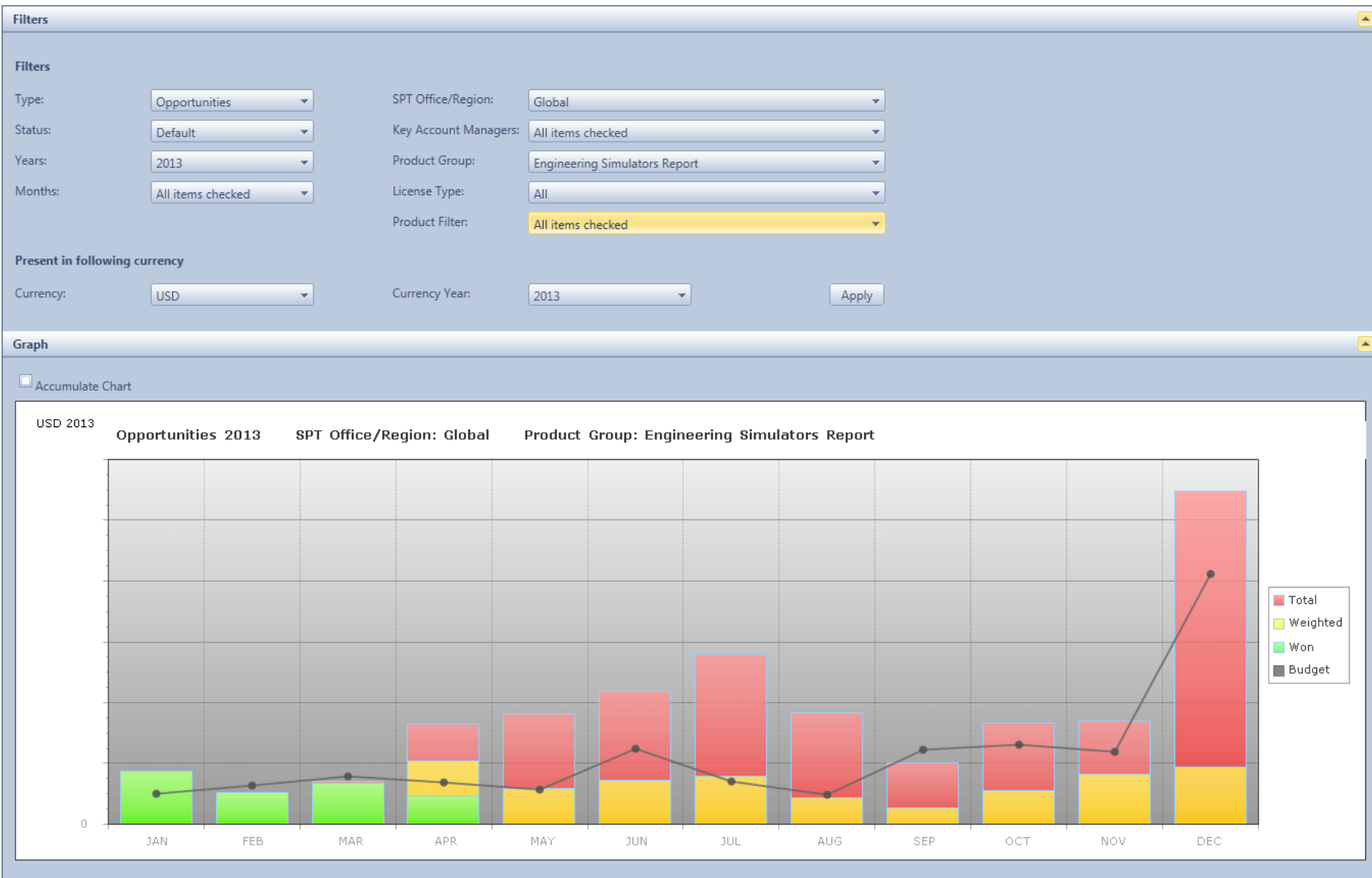
Hva har vi fått ut av prosjektet?

- Alle salg i CRM for alle 14 kontorer
- Komplette vareregister med prismatriser i 10 ulike valutaer
- Budsjett produktgruppenivå, kontor og region
- Malverk for tilbudsgenerering og kontrakter
- Prosjekthåndtering
- En bedre metode for håndtering av lisenser
- Custom rapport med grafisk fremstilling

SPT Sales Report

- Filtrering på det vi ønsker
- Opportunity og ordre i samme verktøy
- Se på både gjennomførte salg og det som ligger i pipeline
- Sammenligne år mot år, pr mnd, pr kvartal
- Se på salg i ønsket valuta
- Grafikk og tabell i samme bilde
- Forecasting – vårt viktigste verktøy

SPT Sales Report



Integrasjon mot Sharepoint

File

Opportunity

Add

Customize

 Save

 Save & Close

 Delete

 Close as Won

 Close as Lost

 Recalculate Opportunity

 Clone Opportunity

 Connect

 Assign

Sharing

 Copy a Link

 E-mail a Link

 New...

 Run Workflow

 Start Dialog

 Run Report

Save

Actions

Collaborate

Office

Process

Data

Information

General

Product Line Items

Documents

Notes

Related

Common

Closed Activities

Activities

Connections

Documents

Audit History

Sales

Orders

Projects

Competitors

GAI

Processes

Workflows

Dialog Sessions

Opportunity

OLGA 12 months lease

Potential Customer

 [CRM testcompany1](#)

Est. Close Date

30.04.2013

Actual Close Date

Documents

Type	Name	Created By	Created	Account	Modified	Modified By	Category
Category : Sales Documents (2)							
Sub Category : Proposal Documents (1)							
	Proposal - OLGA 12 months lease	 Susanne Bjerke	4/11/2013 9:54 AM	CRM testcompany1	4/11/2013 9:54 AM	 Susanne Bjerke	Sales Documents
Sub Category : Uploaded Sales Documents (1)							
	temporary order 2012	 Susanne Bjerke	4/11/2013 9:53 AM	CRM testcompany1	4/11/2013 9:53 AM	 Susanne Bjerke	Sales Documents

Lisenshåndtering

Microsoft Dynamics CRM

File Dashboards

Save As New Edit Delete Set As Default Share Dashboard Assign Refresh All Advanced Find SPT Sales Report SPT Excel Reports

Dashboard Management Action Query

Workplace

My Work

- Dashboards
- Activities
- Calendar
- Imports
- Duplicate Detection
- Queues
- Articles
- Reports
- Announcements

Customers

- Accounts
- Contacts

Sales

- Marketing Lists
- Leads
- Opportunities
- Orders
- Quotes
- Invoices

Workplace

- Sales
- Marketing
- Service
- Settings
- Resource Center

Dashboard: SPT licensing team

Orders: New open license requests

Modified ...	Start date	Name	Customer
11.04.2013 ...	10.04.2013	MEPO - perpetual license - Sale - A...	Abu Dhabi Na
22.03.2013 ...	28.04.2013	OLGA - 12m lease renewal	Tecnoconsult
05.04.2013 ...	30.04.2013	OLGA MSU 12thMar13-11thMar14	Ingen
27.03.2013 ...	01.05.2013	FORGAS Annual Lease - Production...	Direct Energy
05.04.2013 ...	06.05.2013	Drillbench lease 12 month	RWE Dea Nor

Orders: Initial license sent and pay...

End date i...	Name	Customer
01.05.2013	OLGA inhibitor tracking module	Total E&P Norge A.S.

Orders: Open dongle requests

Start date	Name
09.04.2013	2013/2014 - Doneck licen

Orders: For me to look at

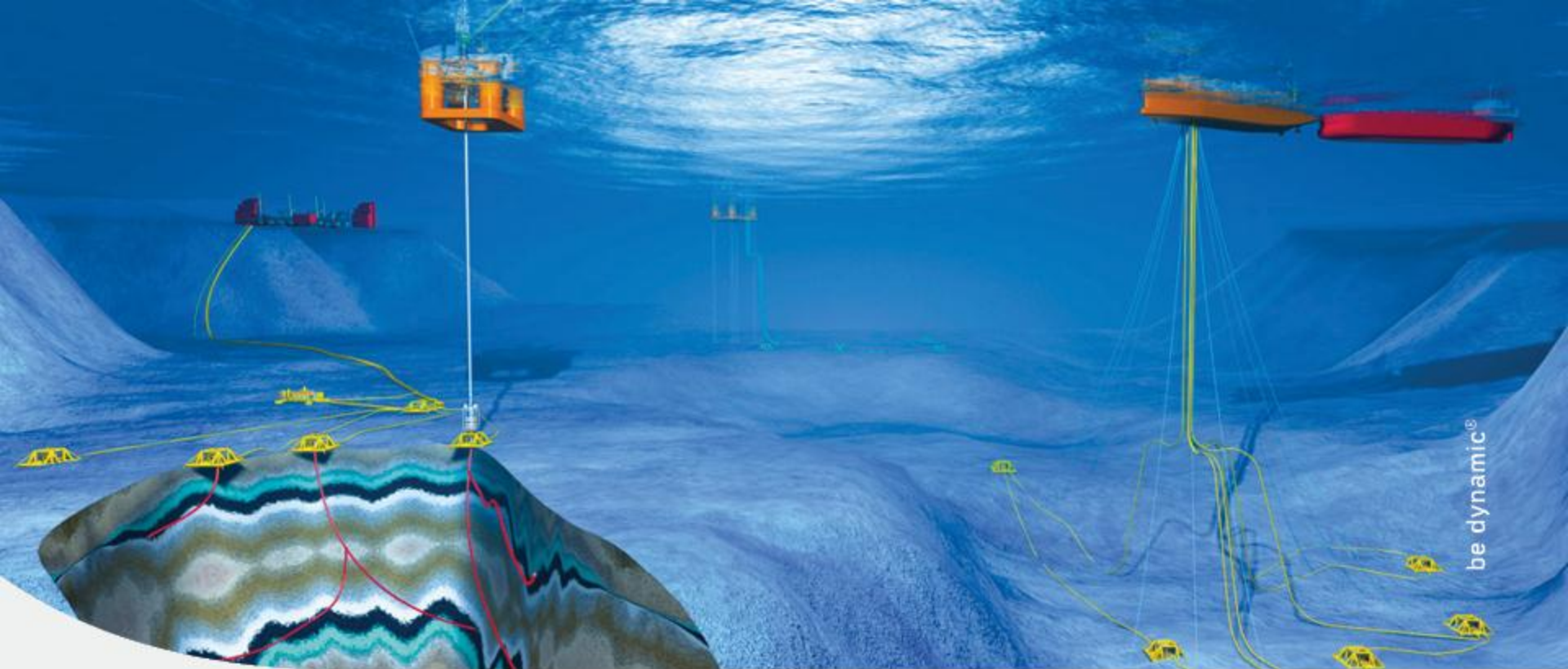
Name

Orders: Review orders - all that the lic.team has returned to owners.

Order ID	Owner	Start date	Name	Customer	Order Type	Opportunity	Review order comment
ORD-14161-Z6D8	Siavash Jalali	13.04.2013	CLONE - CLONE - 18421 - ADMA OLGA Renewal of 2012...	Abu Dhabi Marine Op	Temporary	18421 - ADMA OL	Missing MAC adress for PVTsim>CPE<
ORD-13567-H2P1	Michael Branchflc	31.03.2013	Drillbench MSU 14thFeb13-13thFeb14	GDF Suez E&P Ltd	Maintenance re...	Drillbench MSU 1	Missing license recipient. ELI 4/10/2013 Wa
ORD-13041-P8D8	Steve Koumouris	27.01.2013	MEPO - Maintenance 2013	Korea National Oil Cor	Maintenance re...	MEPO - Maintena	Cannot send full license without payment
ORD-13151-J5F8	Steve Koumouris	31.10.2013	MEPO - Maintenance renewal 2013 (LAN, WAN, Plink)	Petronas Carigali Sdn t	Maintenance re...	MEPO - Maintena	Note sure if this is just a draft or a very inc
ORD-12988-NOY2	Øyvind Stevenson	05.03.2013	MEPO : MSU 29/09/12-28/09/13	Dana Petroleum PLC	Maintenance re...	MEPO MSU 29/09,	
ORD-13656-O1H1	Saïid Oawum	19.01.2013	MEPO Perpetual Sale	SONANGOL TRAO	Perpetual	MEPO Perpetual S	Missing license recipient. FIT

Evaluering av prosjektet

- Godt fornøyd med resultatet
- Columbus, en god partner
- Prosjektet har vært strukturert, tro mot standarder, gode på gjennomføring
- Support og endringsønsker i etterkant lett tilgjengelig



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Tel: +60 3 2161 4570

Norway, Oslo

Norway, Bergen

Russia, Moscow

UAE, Dubai

UK, London

USA, Houston

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