

LOWER OPERATIONS COST

Elite Production Services Reduces Purchasing Costs
and Days Sales Outstanding



Case Study

Success at a Glance



Challenges

- Equipment management issues including scheduling and delivery
- Lack of visibility into purchase orders



Solution

- The Drillinginfo Oilfield Services Suite (OSS) helps oilfield service companies proactively manage field operations to reduce downtime and grow profitability. The end-to-end solution provides greater visibility into operations to cut costs, improve resource use and productivity, and accelerate payment.



Results

- A 25 percent reduction in monthly purchasing costs
- A 15 percent improvement in days sales outstanding (DSO) within 60 days of implementation

Challenges

Elite Production Services delivers an array of offerings during the drilling, completion, and production cycle including hydrostatic testing, crane and flowback services, and wash crews. With its wide range of services and locations, the company struggled with coordination between sales, dispatch, and field teams. The company also struggled to manage its extensive fleet of equipment which led to job-related failures like incorrect equipment dispatch and delivery, and loss.

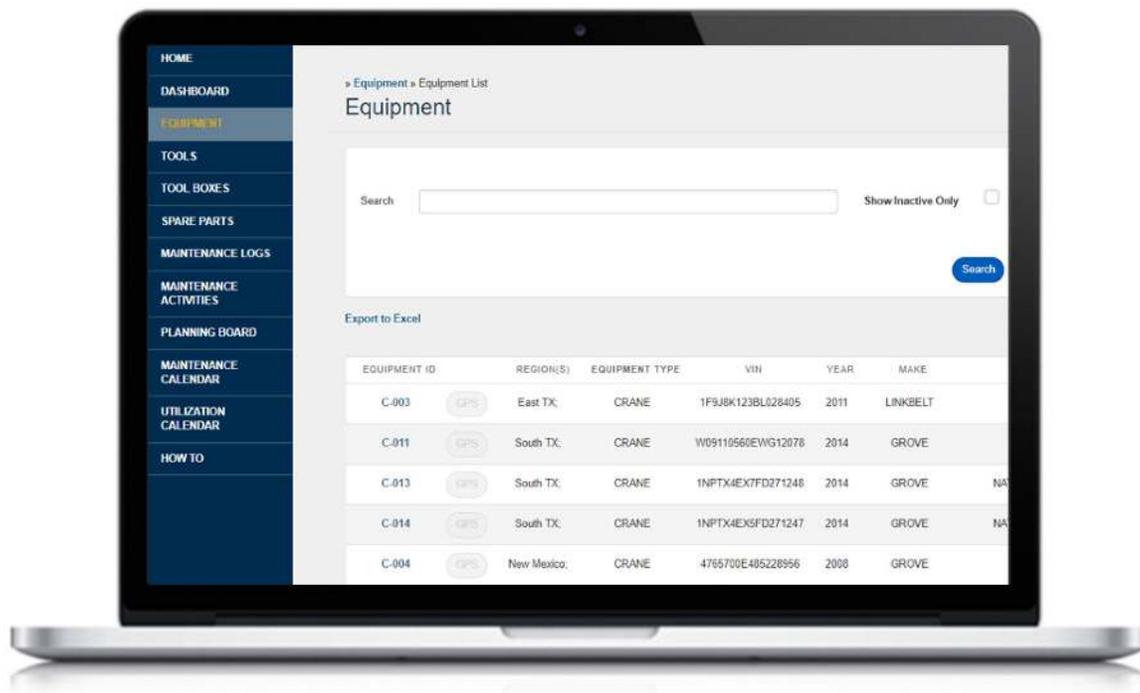


Figure 1: The company can assign equipment to job tickets, track inventory, and send maintenance requests.

Solution

Elite Production Services used the Oilfield Services Suite to manage their entire equipment fleet and all service orders and purchase requests. The ability to assign specific equipment to job tickets and projects and track inventory numbers and maintenance records reduced the frequency of equipment delivery mistakes and improved job performance and efficiency.

To reduce the number of worksite equipment issues, the field team used the purchasing management capabilities to send purchase requests electronically, eliminating the use of paper. The ability to track the requests gave greater visibility into order history, reducing monthly purchasing costs by 25 percent. Time for field ticket approvals also decreased.

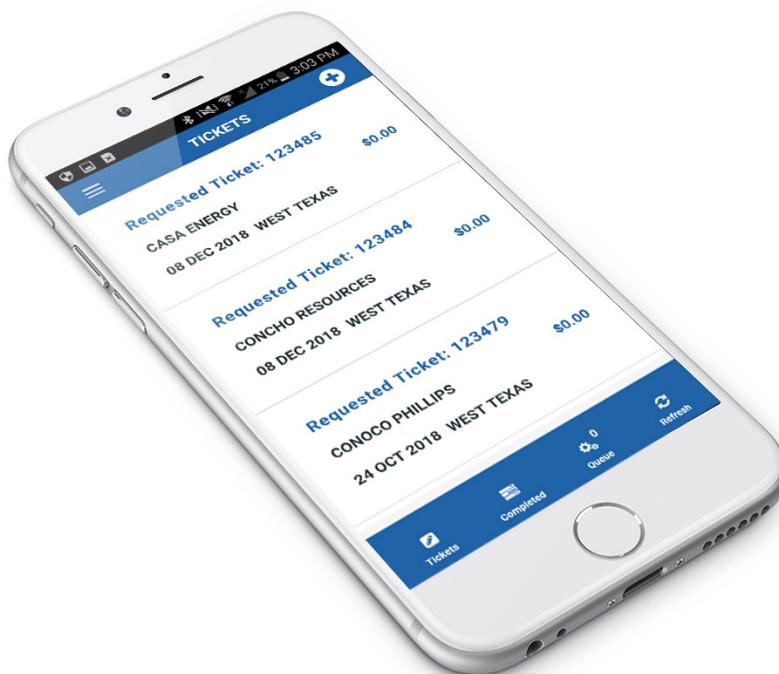


Figure 2: Field workers use the mobile app to submit digital field tickets, eliminating paper.

The Results

With real-time updates and customized reports, management gained a high-level view of costs, making it easier to forecast future spending. Elite transformed its service business from a reactive to a proactive operating model, reduced turnaround time, and improved cash flow with OSS business intelligence.

“ *Digital field ticketing reduced the length of our billing cycle by two weeks on average, improving days sales outstanding (DSO) by 15 percent within the first 60 days of implementing the platform. The ability to monitor job tickets closely and in real-time, from start to finish, has been a huge improvement in efficiency.”*

-Geoff Westmoreland, CFO, Elite Production Services

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