

# SAP<sup>®</sup> Qualified

## Partner-Packaged Solution

### Kinetic Oil and Gas - Next-Gen S/4HANA Pre-Configured Solution

Kinetic Oil and Gas is the Deloitte's S/4HANA template for the Oil and Gas industry with leading global practice combining our expertise across **Upstream, Down/Midstream, Oilfield Service & Drilling** processes for the Oil and Gas industry. Kinetic Oil and Gas helps accelerate project delivery, maximize speed-to-value and minimizes risk.

Kinetic Oil and Gas is built on Deloitte's Leading Practices Solution – Kinetic Enterprise platform, which is a cross industry SAP-Qualified Partner-Packaged Solution on S/4HANA. It includes a suite of accelerators for end-to-end business processes with cross module integration

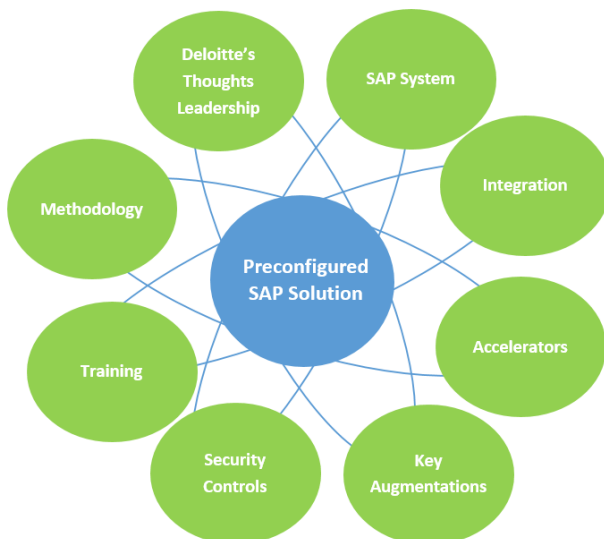
#### What is it?

- A preconfigured instance on SAP S/4HANA
- A solution focused on Oil and Gas industry
- A complete set of integrated prerecorded scenarios
- A set of accelerators (including configuration guides, predefined business process procedures, test scripts, training materials etc.)
- A demonstrated ERP methodology and solution for small, mid-sized, and large companies to reduce implementation risks

#### Value Proposition

- Reduced Implementation timeline by 30- 50%
- Addresses unique business challenges across Oil and Gas industries
- Supports On-Premise and Private Cloud versions
- Reduces implementation risks through a demonstrated repeatable approach
- Emphasizes faster deployment
- Improved business processes with accelerated period close, forecasting process time and reporting
- No trial runs, so you can start straight off with a fully documented, working prototype
- Saves time and money and achieves predicted results

#### Solution Highlights



#### Preconfigured Solution:

- ✓ Ready to run scenarios
- ✓ Predefined reports
- ✓ Preconfigured Fiori apps
- ✓ Industry specific business scenarios

#### Accelerators:

- ✓ Configuration guides
- ✓ Business process procedures
- ✓ Test scripts

#### Security Controls:

- ✓ Pre-defined User Roles

#### Training:

- ✓ Existing transaction-based course outlines
- ✓ Pre-tested, operational solution for quick ramp-up
- ✓ Training curriculum and role-based courses

#### Methodology:

- ✓ Enterprise Value Delivery with SAP Activate

#### IndustryPrint™:

- ✓ Integrated business processes mapped across functions like Supply Chain, Supply and Trading, Refine and produce products, and Financial specific processes

## Enabled Functionality

# Kinetic Oil and Gas – Suite of Pre-configured



### These offerings make use of the following Foundational Functionalities

Order to Cash	Financial Processing	Purchase to Pay	Warehouse Management	Supply Chain	Logistics	Master Data Management	Global Trade
Tax Processing	Treasury/Cash Management	Manage Human Resources	JVA	Plant Maintenance	TSW	Inventory Management	Asset Management

Thread	Business processes
Unique features	<ul style="list-style-type: none"> <li>Industry specific unique features</li> </ul>
Cross functions	<ul style="list-style-type: none"> <li>Master data maintenance</li> <li>Profit center and cost center</li> <li>Customer and vendor, General ledger account</li> <li>Number ranges</li> </ul>
Finance	<ul style="list-style-type: none"> <li>Financial entries to general ledger</li> <li>Accounts payables</li> <li>Accounts receivables</li> <li>Profit Center</li> <li>Cost Center Accounting</li> <li>Month-end close</li> <li>Incoming payments</li> <li>Financial Statement reporting</li> <li>Project Systems</li> <li>Asset Accounting</li> <li>Joint Venture Accounting</li> <li>Production Sharing Agreements</li> <li>Intercompany Process</li> <li>Profitability Analysis</li> </ul>
Supply chain management	<ul style="list-style-type: none"> <li>Procure indirect materials and services</li> <li>Sourcing (RFX process)</li> <li>Project Procurement</li> <li>Inventory Management</li> <li>Batch Management</li> <li>Serial Number Management</li> <li>Material Valuation</li> <li>Extended Warehouse Management</li> <li>Logistics</li> <li>Material Requirements Planning</li> <li>Subcontracting</li> <li>Physical Inventory</li> <li>Return to Supplier</li> <li>Stock Transfer Orders</li> <li>Supplier Consignment</li> </ul>
Hydrocarbon Value Chain	<ul style="list-style-type: none"> <li>Commodity Management (Deal Capture, Commodity Pricing Engine)</li> <li>Traders and Schedulers Workbench</li> <li>Inventory Planning Workbench</li> <li>Transport Distribution</li> </ul>

	<ul style="list-style-type: none"> <li>• Tariff, Duties and Permits</li> <li>• Hydrocarbon Product Management</li> <li>• Hydrocarbon Procurement (Marine, Pipeline)</li> <li>• Hydrocarbon Sales (Marine, Pipeline, Truck)</li> <li>• Billing</li> <li>• Intercompany Deals</li> <li>• Exchanges</li> </ul>
Sales/order to cash/customer	<ul style="list-style-type: none"> <li>• Sell products and services</li> <li>• Pricing</li> <li>• Marketer-served accounts / Buy-back</li> <li>• Order fulfillment</li> <li>• Order billing</li> </ul>
Enterprise Asset Management	<ul style="list-style-type: none"> <li>• Corrective Maintenance</li> <li>• Preventive Maintenance</li> <li>• Shutdown, Turnaround and Outages</li> <li>• Refurbishment</li> <li>• Equipment Phase In / Out</li> <li>• Scheduling</li> <li>• Mobility Asset Manager</li> <li>• Intelligent Asset Management</li> <li>• Liner Asset Management</li> <li>• Geographic Enablement Framework</li> </ul>

## Available Offerings

Offering	Estimated Professional Fees (USD)	Time to Implement
<b>Green Field with core functionality - S/4HANA Baseline</b>	To be provided as needed based on Scope, Geography and Size of the business	6-9 months
<b>Medium complexity with customization – S/4HANA Baseline</b>	To be provided as needed based on Scope, Geography and Size of the business	9-12 months
<b>High complexity with customization – Enhanced S/4HANA functionality</b>	To be provided as needed based on Scope, Geography and Size of the business	18-24 months

## Why Deloitte?

Deloitte can make a business transformation and SAP implementation projects easier and help Oil and Gas companies take advantage of new functionalities that come with SAP S/4HANA. Deloitte brings years of Oil & Gas industry experience, technology implementation proficiency, and demonstrated methodologies to each client engagement. We offer distinct advantages for our clients by helping to improve each and every functional area of global Oil & Gas businesses and have tackled projects of virtually every scope and scale. We have served both large and integrated Oil & Gas clients

We stay focused on business needs and understand how to deliver the technology. Our results-oriented, innovative tools, methods, and solutions accelerate your projects, manage risk, and drive value. Our thorough, repeatable methodology and templates and exceptionally strong project management culture and processes mean that each implementation is supported in a complete and structured way.

We have more than 23,000 dedicated SAP practitioners in over 135 countries. Over 50 percent of these practitioners have 10+ years of SAP implementation-related consulting experience. Due to the breadth of our SAP implementation experience, we have the ability to provide Preconfigured end-to-end solutions targeted at any sector of the Oil and Gas Industry.

Deloitte is a Premier SAP go-to-market partner holding the highest level of SAP strategic partnership.

## Contact information

To learn more about Deloitte's Kinetic Oil and Gas solution on SAP S/4HANA offering, please contact:

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