



# Secure Energy Services Streamlines Operations, Cuts Costs and Reduces Risk with Petrotranz Crude Oil Transportation System (COTS)

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**Secure Energy Services (Secure) is a rapidly growing, Canadian-based, Oilfield Services company specializing in oilfield treating, terminalling, waste management and disposal. Secure focuses on strategically locating and building facilities to suit customers' specific needs while providing customer driven solutions that exceed the Oil and Gas Industry's service and value expectations.**

<b>BUSINESS VALUE</b>	
<b>INCREASED EFFICIENCY AND COST SAVING</b>	
Slashed Form A cycle time from 40 hours to 4 hours:	↑ 1,000%
Cut Form C, Shipper Split , & Final Volume time from 24 hours to 2 hours:	↑ 1,200%
<b>REAL-TIME INFORMATION LEADS TO INFORMED DECISION MAKING</b>	
Accelerated Forecast Correction turnaround from 2 weeks to 1 day:	↑ 1,000%
Replaced Receipt & Data Re-entry with Real-Time Verification & Review	Real-Time
<b>SIGNIFICANTLY REDUCED COMMUNICATION RISKS</b>	
Reduced Over Nomination & Missing/Incorrect Forecast Risk:	↓ RISK
Replaced Data Verification & Analysis Capabilities from "Hit & Miss" to Online:	Online

## EXECUTIVE OVERVIEW

Secure Energy Services, a Canadian-based Oilfield Services company, implemented the Petrotranz Crude Oil Transportation System (COTS) Facility Portal and has received staggering improvements throughout the organization in the areas of Risk Reduction, Operational Efficiencies, and Improvements to their Communication & Collaboration Capabilities with customers. Secure is now able to competitively scale their forecasting & split capabilities while continuing to improve their extraordinary customer service.



SECURING YOUR FUTURE...

## Solution Overview

### Customer Profile

Secure Energy is a Canadian-based, Oilfield Services Company specializing in oilfield treating, terminalling, waste management and disposal.

### Business Situation

Secure Energy needed a solution to automate the crude oil forecasting and split process. Secure utilized spreadsheets and extensive manual procedures which are inefficient and error-prone.

### Solution

By using the Petrotranz Crude Oil Transportation System (COTS) Facility Portal, Secure Energy was able to automate the major components of the 3 month forecasting lifecycle. Secure utilized COTS to receive Form As on-line, generate Form Cs on-line, and improve communication and collaboration to customers.

Since the majority of Secure Energy's customers were already using COTS, the implementation was achieved by simply notifying their customers to submit their forecasts using COTS.

### Software as a Service

The Petrotranz Crude Oil Transportation System (COTS) is a web-based, on-line Software as a Service (SaaS) offering which only requires Microsoft Internet Explorer 5.5 and above.

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## Company Overview

Secure Energy Services (Secure) recognized that oil and gas customers continually need to increase their outsource treatment and disposal needs, and therefore, required additional service providers and options. In 2007, Mr. Rene Amirault began to strategically locate and build facilities to suit customers' specific needs. Secure has met their customers demand by constructing oilfield treating, terminalling, waste management and disposal facilities throughout Alberta and British Columbia. Since the launch of their first facility, Secure has been rapidly growing with a focus on customer driven solutions that exceed the Oil and Gas Industry's service and value expectations.

## Situation

As a rapidly growing energy services company, Secure is constantly looking at ways to improve the efficiencies of their business. Secure is always in search of ways to improve their manual, Excel-based, processes.

One such task is the 3 month process for forecasting monthly pipeline supply and the monthly nomination process for clean marketable quality crude oil and segregated condensate. The 3 Month Crude Oil Forecasting and Reporting Cycle was developed and implemented in 1993 by the Crude Oil Logistics Committee (COLC). The COLC provides policies and procedures that outline the communication requirements between Crude Oil Producers, Facility Operators (Pipelines, Truck Terminals, Cleaning Plants) and Shipper/Marketers relating to the forecasting and shipment of crude oil. Although the COLC has continued to enhance and improve the crude oil forecasting process and procedures, each stakeholder involved was required to implement their own internal systems & processes to comply.

Within an extremely tight timeline Producers must complete and submit a "Form A" identifying the forecasted supply to be delivered to the Secure facility. This Forecast sets off the 3 Month Crude Oil Forecasting and Reporting Cycle. The combination of tight timelines, manual processes, re-entry of data, disparate systems, and multiple stakeholders increases the communication risks involved in providing reliable and timely forecast/split data.

## Solution

Secure implemented the Petrotranz Crude Oil Transportation System (COTS) Facility Portal. Prior to implementing, Secure ran through a Proof of Concept (POC) trial to evaluate the impact COTS would have on their organization.

COTS provides Producers, Facility Operators (pipelines, truck terminals, cleaning plants) and Marketers the ability to forecast shipping volumes, capture production information, and reconcile delivered quantities to complete and submit delivery forecasts online each month. COTS automates the workflow required in the 3 Month Crude Oil Forecasting Cycle.

Month 1 – Forecasting

Month 2 – Production

Month 3 – Reporting

*"After trying it out, I knew the time-savings would be significant. We tried it out in a 'Proof of Concept' (POC) trial offering and, in a matter of hours we were able to simulate an entire forecasting month."*

Dave Baldock  
Director of Accounting  
Secure Energy Services

*"We are always looking at ways to improve our efficiencies. With Petrotranz COTS what would normally take our people weeks, is now accomplished in hours."*

Nick Wieler  
Vice President of Finance  
Secure Energy Services

*"It's always about improving your customer service & relations. COTS lowers the risks involved in forecast data and allows us to improve our customer service and scale our business processes with less manpower."*

Rene Amirault  
CEO  
Secure Energy Services

# Petrotranz<sup>™</sup>

## Month 1 - Forecasting

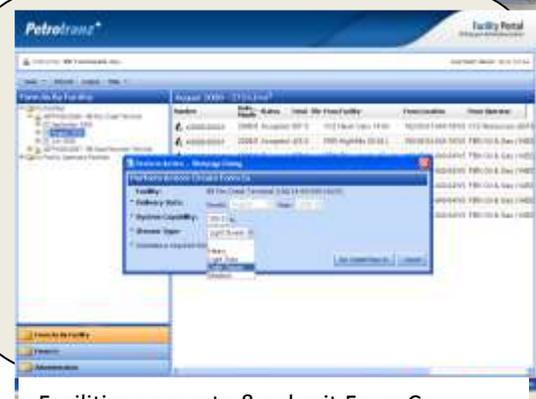
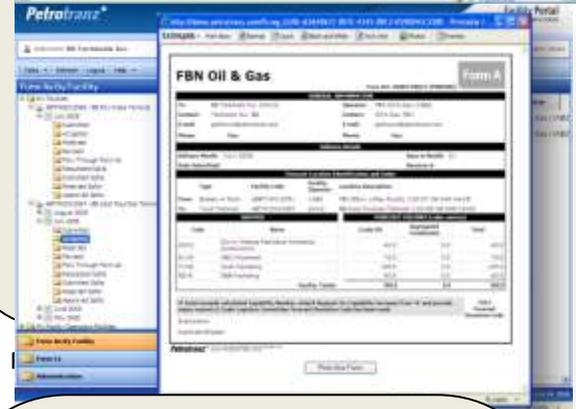
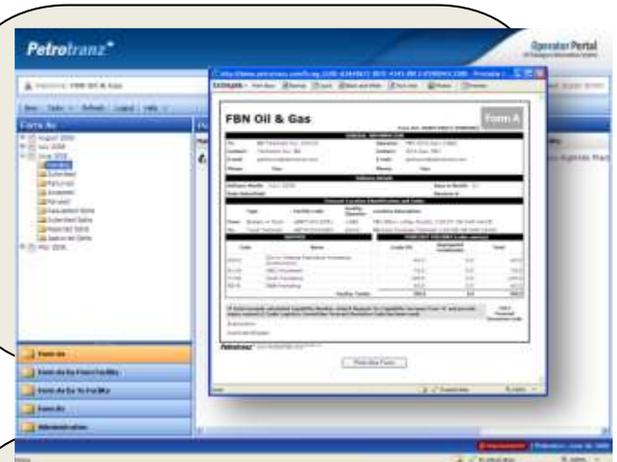
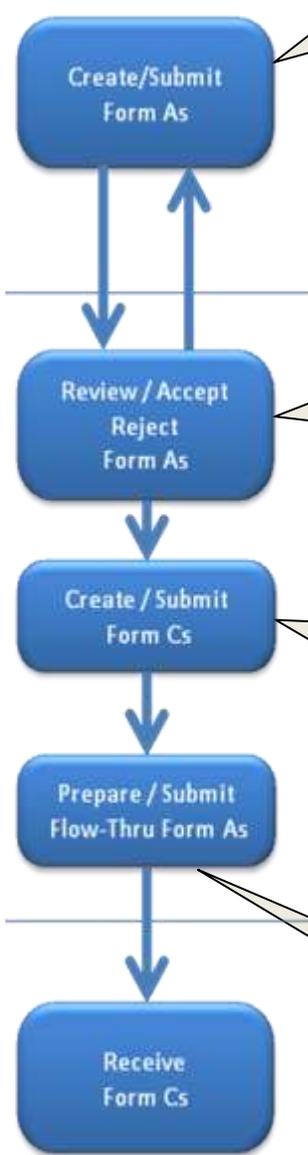
Producer Operators



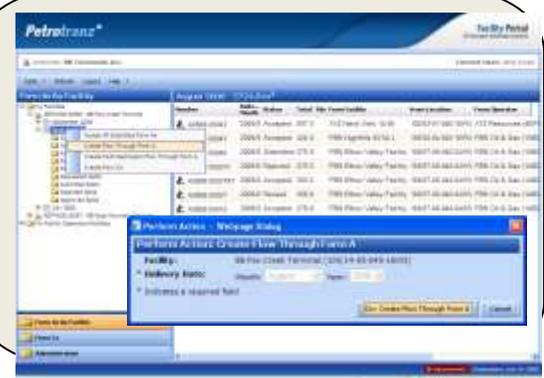
Facility Operators



Shipper / Marketers



Facilities generate & submit Form Cs.



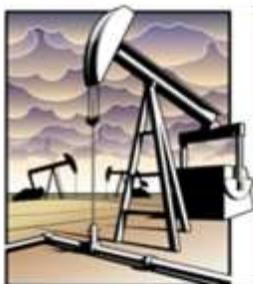
As required, Facilities generate Flow-Thru Form As.

Shipper/Marketers receive Form Cs.

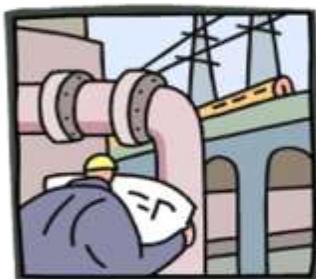


## Month 2 - Production

Producer Operators



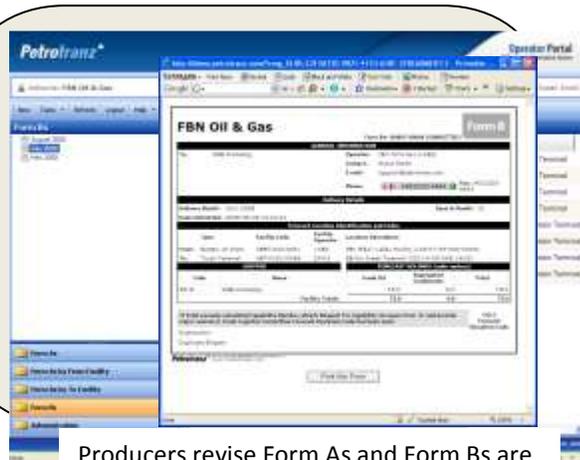
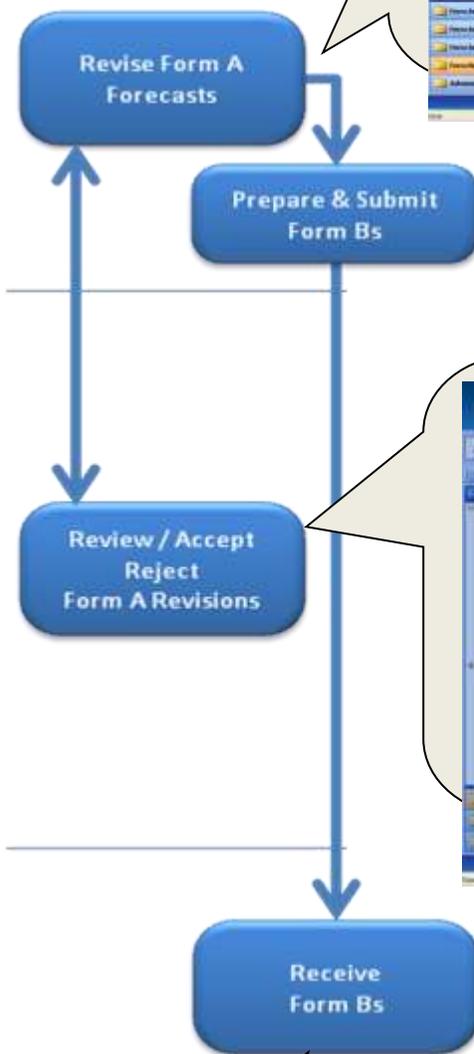
Facility Operators



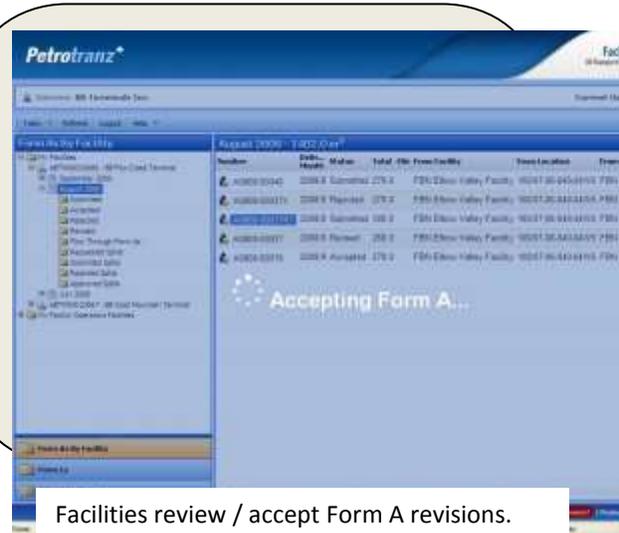
Shipper / Marketers



Shipper / Marketers receive Form Bs.



Producers revise Form As and Form Bs are automatically generated and sent.



Facilities review / accept Form A revisions.



## Month 3 - Reporting

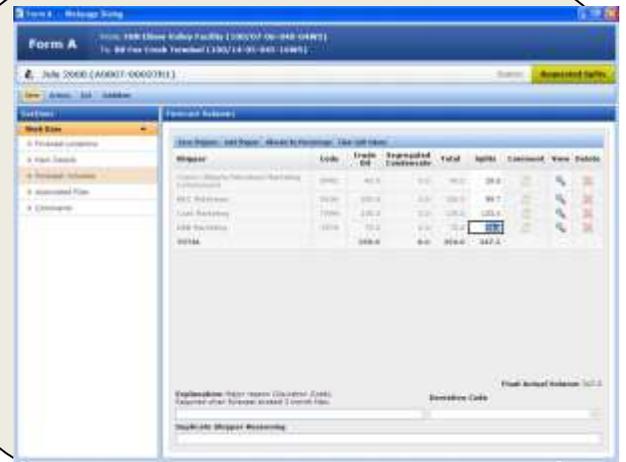
Producer Operators



Facility Operators

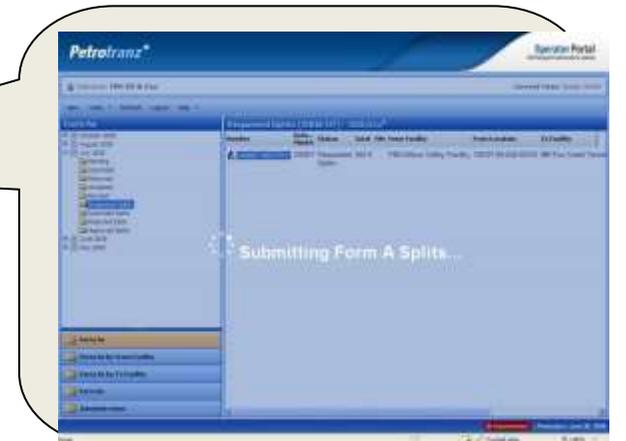


Prepare / Submit Shipper Final Actual Volumes



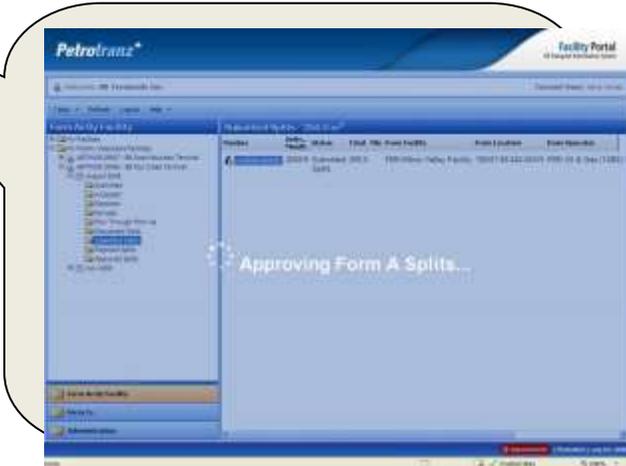
Producers prepare Final Actual Volumes (Splits).

Prepare / Submit Shipper Splits



Producers submit Final Actual Volumes (Splits).

Facilities Review & Accept Final Actual Volumes (Splits).



## **Questions & Answers**

### **Q. Has COTS improved the Forecasting process for Secure?**

A. Before COTS, we would spend at least 5 days before the Form A deadline tracking down the information, re-entering the information, and then dissecting the information into a useable format. We would receive forecasts in a variety of formats (PDFs, Excel spreadsheets, MS Word Documents, and even in handwritten forms). The information would be received from our Fax machines and Email systems, sorted and separated into piles, and then re-entered into Excel. With COTS, all of the information is provided online and we only need to spend a ½ day analyzing the information to verify it's correct. Prior to COTS, it was "Hit and Miss", sometimes we would catch errors and sometimes we would miss them. With COTS, we are now able to spend more time analyzing the information and less time printing, sorting and re-entering.

### **Q. Do you believe COTS has lowered the Risks involved in the Forecasting Process?**

A. Like I said, before COTS, we spent more time sorting and re-entering the information then analyzing whether it was accurate. If Forecast information was inaccurate or missing, then all of the related stakeholders are at risk for any imposed penalties. Penalties are usually calculated on a per cubic meter of oil and then applied through Tariff or Equalization. If we can lower the risks involved in our services then its' not only a good business practice, but it also lowers the number of customer issues.

### **Q. How have the Shippers/ Pipelines reacted to your implementation of COTS?**

A. They are extremely pleased with the information COTS is providing from us. It is now in a standardized format and also provides much more detailed information that we were unable to previously provide.

### **Q. How have your Producers reacted to using Petrotranz COTS?**

A. The vast majority, over 95%, are extremely happy using Petrotranz COTS. They are very pleased that the Forecasts are now online. It streamlines the process and provides them online acknowledgement when forecasts are received & accepted.

### **Q. How much time has COTS saved in creating your Form Cs, Splits & Final Actual Volumes?**

A. COTS has significantly improved our process. We use to spend at least 4 days preparing all of the information required. Now it takes us 3 hours.

### **Q. Are you now able to catch errors faster than what you would have been able to before COTS?**

A. Yes, we are now able to proactively deal with issues on a timely basis rather than react to errors that could potentially turn into 4 alarm fire-drills. COTS has worked extremely well and since we are now dealing with the Forecasts online we are able to identify errors before they become issues. COTS has definitely improved the integrity and reliability of the data we are receiving.

### **Q. Would you recommend COTS to others?**

A. Absolutely! The benefits to Secure have been staggering and if anyone wants our opinion, have them contact us.

## Business Benefits

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### About Petrotranz Inc.

Petrotranz Inc.'s Crude Oil Transportation System (COTS) is the first secure, easy-to-use, web-based communication and collaboration platform that streamlines the manual processes and documentation required in the transportation of crude oil from wellhead to market. Petrotranz COTS provides Producers, Facility Operators (pipelines, truck terminals, cleaning plants) and Marketers the ability to forecast shipping volumes, capture production information, and reconcile delivered quantities to complete and submit delivery forecasts online each month.

### For More Information

For more information about Petrotranz products or services, call Petrotranz at (403) 457-1470, or email [info@petrotranz.com](mailto:info@petrotranz.com).

To access information via the World Wide Web, go to: <http://www.petrotranz.com>

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