

Are you **Managing** your

contracts & deals *effectively?*



Back Office / Product Explanation  
Q3/2011



## Introductions

### **Jamie Dulaney**

*Software Experts Inc., Owner/Consultant*

[jdulaney@energysteward.com](mailto:jdulaney@energysteward.com)

214-543-1400

Over 29 years experience in consulting and software development/design. Over 12 years experience in the oil and gas industry.

### **Chuck Moseley**

*Software Experts Inc., Sales*

[chuck@energysteward.com](mailto:chuck@energysteward.com)

972-352-7936

Over 26 years experience in sales and customer support, with over 12 years experience in the oil and gas industry, including a heavy emphasis in SCADA environments.

## Background

- ➡ Initial Development Began In 2003
- ➡ Energy Business Focused
- ➡ Contract Centric and Highly Customizable
- ➡ Developed Using Latest Web and Database Technologies
- ➡ Developed to Offer Affordable 'Subscription' Based Pricing
- ➡ Developed to Extend Non Traditional Software Licensing (no limits on login's, flat fee pricing, etc.)
- ➡ Currently has Upstream & Midstream Client Base (oil and gas)
- ➡ Owned by Software Experts Inc., (an Oklahoma 'C' Corporation, since 1997)



## Customer Service

- Our Focus is Providing Outstanding Customer Service and Value
- Our Primary Concern is Customer Satisfaction
- We Seek a “Long Term Customer” versus a “Short Term Sale”
- We Have a “No Surprise, Flat Fee” Pricing Model
- We Offer Flexible Deployment Configurations (Hosted (ASP) or On-Site)
- We Encourage High Utilization With “No Limits on Number of Logins”
- Customers Dictate Ongoing Development and Product Evolution
- We Have Excellent Long Term Relationships With Existing Clients
- We Provide Direct Access to Executive & Development Team (Call At Anytime)
- Comprehensive User Manual Available & Current ( <http://help.energysteward.com> )
- Enhancement/Bug/Inquiry Requests Can Be Posted From On Any Screen

## A Few Of Our Customers...

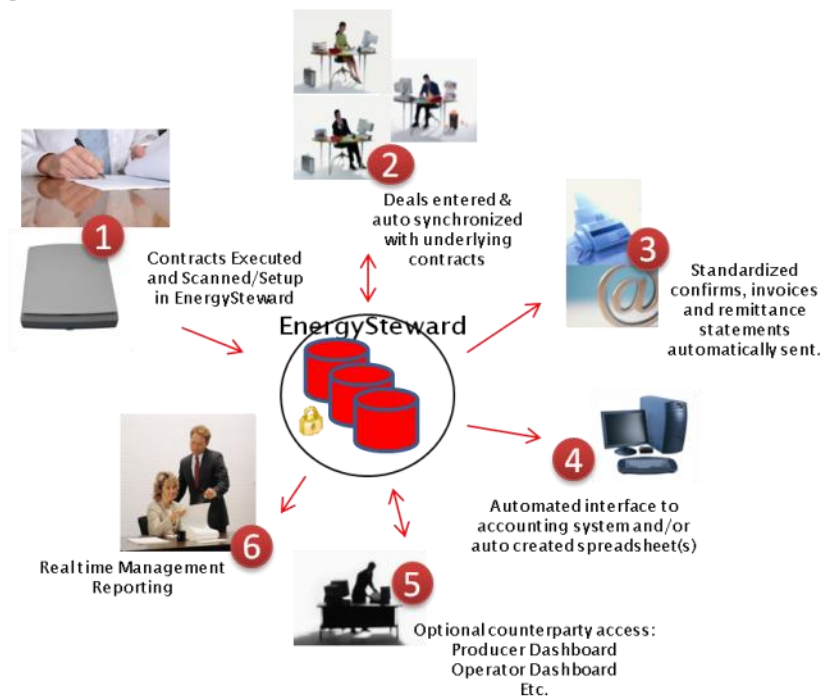




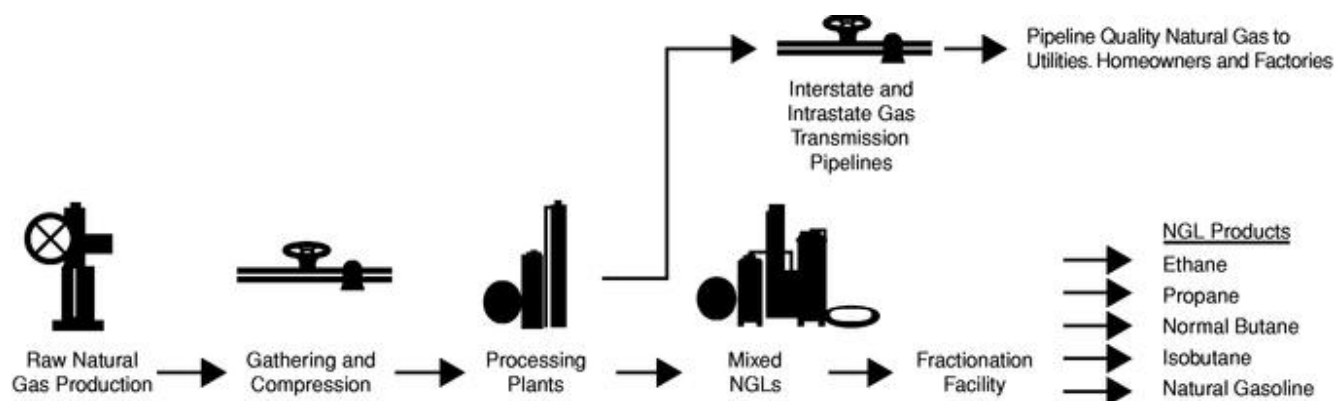
## Product Overview & Direction

**EnergySteward** is a web based software solution for managing contracts and deals for oil and gas companies. Each module, available in **EnergySteward**, is presented with various key functions which are supported.

### High Level Overview



### Contracts & Deals, Upstream & Midstream





## Product Overview & Direction (continued)

### Contract Module

**EnergySteward** provides an online central repository for storing all of your various contracts (Purchase, Sale, Transport, Gathering, Storage, etc.). Digital copies of these contracts (online viewable, email capable, search capable, etc.) is also encouraged and supported. The following illustrates some key features included within the **EnergySteward** contract module:

Companies	Contracts
<ul style="list-style-type: none"><li>➤ Unlimited Counterparties</li><li>➤ Unlimited Addresses</li><li>➤ Credit Limits Defined</li><li>➤ Cross References</li><li>➤ Pipe/Field Relationships</li><li>➤ Meter/Well Relationships</li><li>➤ Default Bank Instructions</li><li>➤ Group Memberships</li><li>➤ Unique Primary Party Logo's</li><li>➤ Etc.</li></ul>	<ul style="list-style-type: none"><li>➤ Unlimited Contracts</li><li>➤ Unlimited Contract Types</li><li>➤ Bank Instruction Overrides</li><li>➤ Evergreen Options</li><li>➤ Product(s) Per Contract</li><li>➤ Service(s) Per Contract</li><li>➤ Force Deal Conformance</li><li>➤ Self Defined Options</li><li>➤ Self Defined Provisions</li><li>➤ Self Defined Alerts/Actions</li><li>➤ Amendments</li><li>➤ Meter/Well Assignments</li><li>➤ Route Assignments</li><li>➤ Price/Cost Formulas</li><li>➤ Other Cost Formulas</li><li>➤ Volume Adjustment Formulas</li><li>➤ Scanned Contracts</li><li>➤ Multiple Addresses</li><li>➤ Contract Status History</li><li>➤ Auto Sync to Deals</li><li>➤ Cross References</li><li>➤ Group Memberships</li><li>➤ Company Relationships</li><li>➤ Copy/Merge Contracts</li><li>➤ Etc.</li></ul>
Contacts	Reporting
<ul style="list-style-type: none"><li>➤ Unlimited Contacts</li><li>➤ Common Corporate Rolodex</li><li>➤ Auto Fax</li><li>➤ Auto Email</li><li>➤ Auto Text Messaging</li><li>➤ Login Security Available</li><li>➤ Responsibility Assignments</li><li>➤ Digital Signatures</li><li>➤ Group Memberships</li><li>➤ Etc.</li></ul>	<ul style="list-style-type: none"><li>➤ Company Listings</li><li>➤ Company Credit Limits</li><li>➤ Net Credit Exposure</li><li>➤ Contract Listings</li><li>➤ Contract Briefs</li><li>➤ Contract Actions Due</li><li>➤ Contract Change Notices</li><li>➤ Primary Expire Notices</li><li>➤ Contract Route Lists</li><li>➤ Contracts Using Prices</li><li>➤ Contracts Using Indices</li><li>➤ Contracts Using Baskets</li><li>➤ Etc.</li></ul>



## Product Overview & Direction (continued)

### Pipe/Field Module

**EnergySteward** provides an online repository for managing pipe/field asset information. There are many names typically assigned to meter/well assets on these pipelines (or within these fields). These meters/wells are sometimes called; leases, delivery points, re-delivery points, interconnects, pooling points, stations, production entry points, etc. The nomenclature typically is setup to be consistent with the underlying contracts. Within **EnergySteward** these meters/wells are all maintained within the Pipe/Field module. This information is tightly integrated to all other modules within **EnergySteward**. A single meter/well can have various price, cost and volume associations within multiple contracts. **EnergySteward** manages these meter/well contract associations. The following illustrates some key features included within the **EnergySteward** pipe/field module:

Pipes/Fields	Meters/Wells
<ul style="list-style-type: none"><li>➤ Unlimited Pipes/Fields</li><li>➤ Status History</li><li>➤ Multiple Types</li><li>➤ Cross References</li><li>➤ Group Memberships</li><li>➤ Company Relationships</li><li>➤ Etc.</li></ul>	<ul style="list-style-type: none"><li>➤ Unlimited Meters/Wells</li><li>➤ Pipe/Field Assignments</li><li>➤ Multiple Types</li><li>➤ Segment Assignments</li><li>➤ Self Defined Attributes</li><li>➤ Meter/Well Chart Information</li><li>➤ Meter/Well Analysis</li><li>➤ Meter/Well Tap &amp; Rate Details</li><li>➤ Meter/Well Edited Measurements (PGAS, Flow-Cal, etc.)</li><li>➤ Status History</li><li>➤ Cross References</li><li>➤ Rate/Factor Setup</li><li>➤ Strap Table Assignments</li><li>➤ Scanned Documents</li><li>➤ Group Memberships</li><li>➤ Company Relationships</li><li>➤ Geographic Area Assignments</li><li>➤ Accounting Decks</li><li>➤ Analysis Points</li><li>➤ Measurement Capture</li><li>➤ Contract &amp; Deal Integration</li><li>➤ Etc.</li></ul>
Volume Adjustment Components	Reporting
<ul style="list-style-type: none"><li>➤ Utilized in Contracts &amp; Deal Formulas</li><li>➤ Fuel/PVR/Keep Whole/Etc.</li><li>➤ Status History</li><li>➤ Components By Product</li><li>➤ Etc.</li></ul>	<ul style="list-style-type: none"><li>➤ Pipe/Field Listings</li><li>➤ Meter/Well Listings</li><li>➤ Strap Table Listings</li><li>➤ Etc.</li></ul>



## Product Overview & Direction *(continued)*

### Price/Cost Module

**EnergySteward** provides a central price/cost repository. This price/cost repository can store external (vendor) AND custom (in-house) price/cost index information. This price/cost information is tightly integrated to all other modules within **EnergySteward**. Price/Cost indices (and/or baskets) are referenced within contracts and trade deal formulas within **EnergySteward**. **EnergySteward** also provides automatic import of popular price publication data feeds (Platts, OPIS, etc.). In addition, spreadsheet uploads and/or online screen value updates are available. The following illustrates some key features included within the **EnergySteward** price/cost module:

Price Indices	Other Cost Components
<ul style="list-style-type: none"><li>➤ Standard Publications</li><li>➤ Custom Publications</li><li>➤ Unlimited Indices</li><li>➤ Cross References</li><li>➤ Forward Index Support</li><li>➤ Automated Platts Price Feeds</li><li>➤ Automated OPIS Price Feeds</li><li>➤ Spreadsheet Price Feeds</li><li>➤ Contract and Deal Referencing</li><li>➤ Multi-Frequency Support</li><li>➤ Pipe/Field Relationships</li><li>➤ Area Assignments</li><li>➤ Basket Support</li><li>➤ Weighted &amp; Simple Baskets</li><li>➤ Etc.</li></ul>	<ul style="list-style-type: none"><li>➤ Utilized in Contracts &amp; Deal Formulas</li><li>➤ All Non Price Related Costs</li><li>➤ Price/Cost Index Referencing</li><li>➤ Components By Product</li><li>➤ Etc.</li></ul>
Price Components	Reporting
<ul style="list-style-type: none"><li>➤ Utilized in Contracts &amp; Deal Formulas</li><li>➤ Index References</li><li>➤ Abs Low/Low/Mid/Hi/Abs Hi Support</li><li>➤ Multiple Netback Types</li><li>➤ Virtual WASP Pool Support</li><li>➤ FERC 552 Assignments</li><li>➤ Components By Product</li><li>➤ Etc.</li></ul>	<ul style="list-style-type: none"><li>➤ Contracts Using Index</li><li>➤ Contracts Using Component</li><li>➤ Contracts Using Basket</li><li>➤ Components Listings</li><li>➤ Daily Values (Table)</li><li>➤ Monthly Values (Table)</li><li>➤ Price Guide</li><li>➤ Baskets Listings</li><li>➤ Index Listings</li><li>➤ Price Notices</li><li>➤ Etc.</li></ul>

Automated price feeds (such as Platts and OPIS) require vendor data feed subscriptions. **EnergySteward** includes interfaces to retrieve and post price feed information from these sources, when valid data subscriptions exit from a customer. Additional price service feed services can be created to support other pricing service vendors.



## Product Overview & Direction *(continued)*

### Deal Module

**EnergySteward** provides for entry and management of your trade deals. All types of deals are supported including purchase, sale, transport, gathering, storage, etc. These deal types are automatically setup with consistent with their underlying contracts. Security rules are setup at the deal 'volume type' level (i.e. you might not want individuals that update noms to be able to update actuals, etc). Scheduling/Routing is also provided in order to balance your purchase/receipt volumes against your sales/delivery volumes. The system automatically calculates any transport or gathering costs on transported deals. The following illustrates some key features included within the **EnergySteward** deal module:

Deals	Scheduling/Routing
<ul style="list-style-type: none"><li>➤ Unlimited Deals (Purchase, Sales, Transport, Gathering, Storage, etc.)</li><li>➤ Unlimited Deal Types</li><li>➤ Unlimited Volume Types (Noms, Actuals, etc.)</li><li>➤ Baseload/Swing Strategies</li><li>➤ Automatic Sync to Contracts</li><li>➤ Deals Can Span Multiple Months</li><li>➤ Near Real Time Calculations</li><li>➤ Scanned Deal Documents</li><li>➤ Unlimited Meters/Wells Per Deal</li><li>➤ Unlimited Routes Per Deal</li><li>➤ Meter/Well Dashboard</li><li>➤ Deal Dashboard</li><li>➤ Custom Notes</li><li>➤ Volume Type/Calculation Freezing</li><li>➤ Security By Volume Type</li><li>➤ Deal Scheduling/Routing</li><li>➤ Volume Type Propagation</li><li>➤ Self Defining Deal Attributes</li><li>➤ Self Defined Deal Performance Types</li><li>➤ Etc.</li></ul>	<ul style="list-style-type: none"><li>➤ Global Volume Scheduling/Routing</li><li>➤ Auto Volume Adjust (Fuel, etc.)</li><li>➤ Thru EOM Instructions</li><li>➤ Unlimited Route Assignments</li><li>➤ Orig. Entry Point Maintained</li><li>➤ Etc.</li></ul>
Tickets	Reporting
<ul style="list-style-type: none"><li>➤ Load with API Net Calculations</li><li>➤ Post Calc Ticket Loads</li><li>➤ Spreadsheet Ticket Uploads</li><li>➤ Validation Notifications</li><li>➤ Strap Table Support</li><li>➤ Meter Measure Support</li><li>➤ Multiple Tickets Per Lease Per Day</li><li>➤ Auto Post Volumes To Deals</li><li>➤ Etc.</li></ul>	<ul style="list-style-type: none"><li>➤ Deal Confirmations (digital signature support)</li><li>➤ Sales Invoices (digital signature support)</li><li>➤ Purchase Remittance Statements (digital signature support)</li><li>➤ Transport Invoices (digital signature support)</li><li>➤ Auto Fax/Email Support</li><li>➤ Deal Listings</li><li>➤ Balancing Reports</li><li>➤ Profit Margin Reports</li><li>➤ Crude Transport Statements</li><li>➤ Ticket Validation Reports</li><li>➤ Etc.</li></ul>





## Product Overview & Direction *(continued)*

### Administration Module

**EnergySteward** provides for extensive system setup and configuration within each application module. Module configuration screens allow a company to tailor the specific module to match their respective business. **EnergySteward** also provides global administration functions to enable specific key individuals an ability to manage access and use of the system. These functions include setting up security groups, assigning individual security, adding/updating reports, setting up scheduled reports (global and personal) and establishing report distribution lists, etc. The following illustrates some key features included within the **EnergySteward** administration module:

Report Setup	Security Setup
<ul style="list-style-type: none"><li>➤ Standard Report Setup</li><li>➤ Custom Report Setup</li><li>➤ Global Report Scheduling</li><li>➤ Personal Report Scheduling</li><li>➤ PDF Report Export Available</li><li>➤ Excel Report Export Available</li><li>➤ MS-Word Report Export Available</li><li>➤ Auto Email Report Distribution Lists</li><li>➤ Auto Fax Report Distribution Lists</li><li>➤ Auto FTP Reports</li><li>➤ Setup/Modify Reports Within Application Menu's</li><li>➤ Etc.</li></ul>	<ul style="list-style-type: none"><li>➤ Unlimited Security Groups</li><li>➤ Multiple Rules Per Group</li><li>➤ Multiple Contacts Per Group</li><li>➤ Individual Rule Overrides</li><li>➤ Company Specific Security Layer Available</li><li>➤ Volume Type Specific Security Layer Available</li><li>➤ Monthly Volume Type Freeze Capabilities</li><li>➤ Etc.</li></ul>
Reporting	
<ul style="list-style-type: none"><li>➤ Reports of Reports</li><li>➤ Security Reports</li><li>➤ Audit Reports</li><li>➤ Etc.</li></ul>	

## Product Overview & Direction *(continued)*

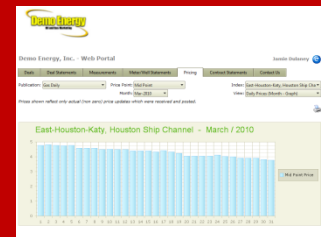
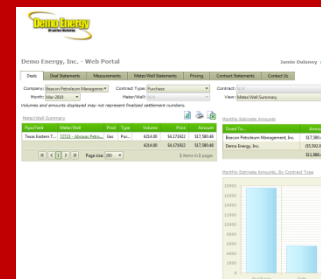


### Web Portal *(Q3/2011)*

**EnergySteward** was developed from the 'ground up' with appropriate security mechanisms to enable a strong data sharing collaboration. By offering a web portal presence (to your customers/partners) you can eliminate many phone calls and offer a new collaborative service level. The **EnergySteward** application contains all of the features necessary to securely 'allow' your select customers this level of service.

### Contracts - Deals - Meters/Wells – Measurements - Pricing

- ➔ Fully Customizable, Can Be Integrated With Your Own Company Website
- ➔ Provides for **EnergySteward** Backoffice-to-Portal 'swapping' to Enable **EnergySteward** Backoffice Users Access to Same Online Views Which are Available to Their Customers
- ➔ Selectively Share/Show Critical Contract Correspondence (Scanned Contracts, Amendments, etc.)
- ➔ Selectively Share/Show Critical Deal Statements (Invoices, Remittance, Confirmations, etc.)
- ➔ Selectively Share/Show Deal Details (Multiple Views, Includes Tabular (w/EXCEL Download) and Graph
- ➔ Definitive Control Over Deal Detail Availability Thru the Portal (IF available, to whom and when)
- ➔ Selectively Share/Show Critical Meter/Well Statements (Gas Analysis, etc.)
- ➔ Selectively Share/Show Edited Measurement Volumes (If Applicable)
- ➔ Selectively Share/Show Price Publications Index Valuations (per vendor subscription licensing)
- ➔ Natively Works With Data Stored Within **EnergySteward** (NO RE-keying/RE-entry of Anything).
- ➔ The **EnergySteward** Web Portal can be Licensed in 'Data Warehouse' Mode to Support Clients With Other 3<sup>rd</sup> Party Applications and Data Sources.



Contract	Volume	Price	Index	Valuation
Contract A	10000	1.00	1.00	10000.00
Contract B	15000	1.05	1.05	15750.00
Contract C	20000	1.10	1.10	22000.00
Contract D	25000	1.15	1.15	28750.00
Contract E	30000	1.20	1.20	36000.00
Contract F	35000	1.25	1.25	43750.00
Contract G	40000	1.30	1.30	52000.00
Contract H	45000	1.35	1.35	60750.00
Contract I	50000	1.40	1.40	70000.00
Contract J	55000	1.45	1.45	79750.00
Contract K	60000	1.50	1.50	90000.00
Contract L	65000	1.55	1.55	100750.00
Contract M	70000	1.60	1.60	112000.00
Contract N	75000	1.65	1.65	123750.00
Contract O	80000	1.70	1.70	136000.00
Contract P	85000	1.75	1.75	148750.00
Contract Q	90000	1.80	1.80	162000.00
Contract R	95000	1.85	1.85	175750.00
Contract S	100000	1.90	1.90	190000.00





## Product Highlights

In summary, **EnergySteward** greatly assists in proactive managing of contracts and deals. Significant time savings can be enjoyed by standardizing the business work process for managing contracts and deals, especially as a business grows. Below are just a few of the product highlights which **EnergySteward** provides:

- Easy Setup
- High Level of Customer Support
- Organize & Protect Critical Assets (Contracts and Asset Relationships To These Contracts)
- Proactive Management of Contracts (alert notices, contract briefs, etc.)
- Manages All Your Contracts (Purchase, Sales, Transport, Gathering, Pooling, etc.)
- Provides For Electronic Storage/Viewing of Contracts and Other Key Business Documents
- Highly Contract Centric (Providing Strong Contract Level Conformance On Deals, etc.)
- Includes Deal Setup with Standardized 'Contract Derived' Calculations and Statements
- Supports Volume Scheduling & Pipeline Balancing
- Includes an Easy-to-Use Meter/Well Repository
- Includes an Easy-to-Use Pricing Repository
- All Application Modules Include Completely User Defined Configuration Areas
- Strong Emphasis on Security and Accessibility (You Define Logins and Security Access)
- Offers High Value Proposition Pricing With Hosted OR In-House deployment
- No Special Hardware/Software Required By Users (Just A Web Browser)
- Offers an Open Technical Environment For Integration and System Access
- Built In Reporting Facility Allows For New or Custom Reports Easily Added to System Menus
- Continually Evolving With "Customer Driven" Features (eg "Web Portal", etc.)

**< Product Demo >**



## Integration Opportunities

EnergySteward utilizes an open technical architecture to allow *full* integration of your in-house application portfolio.

## Technology & Infrastructure

- 100% Developed Utilizing Microsoft .NET (C#, Framework 2.0)
- Extensive utilization of TSQL (SQL Server) for triggers, stored procedures and views.
- Includes limited utilization of .NET CLR integration capabilities, embedded within SQL Server.
- 1,000,000+ lines of code (8+ person year effort).
- Leverages Telerik ASP.NET AJAX controls.
- Reports Written With Crystal Reports (2008 +)
- Online help manual available at <http://help.energysteward.com>. Approximately 500 pages in PDF format.
- Source code managed thru PerForce SCM software.
- Incident/Enhancement log managed thru FogBugz.
- Source code licensing available (for in-house installations). Allows complete flexibility and customizations.

### Server(s)

- Utilizes SQL Server 2008 DBMS Software
- IIS 6.0+ Web Server Software
- All server software can be run on a single hardware server or can be scaled across multiple servers, depending on expected volumes/utilization.
- Option to run with SSL encryption protocols or with standard HTTP protocols (on internal trusted networks).
- In-house installations include an available Microsoft Active Directory Integration interface.
- Onsite Installation manual available.

### Client Workstation(s)

- Requires a web browser. Most all popular browsers supported.
- PDF or Excel report viewing will require those respective applications in order to open from within the browser (reporting).

### Miscellaneous

- Developed conforming to a multi tier (scalable) architecture.
- Open architecture development and access. All data exposed thru web services (SOAP).
- Direct database access available for clients with more direct data requirements.
- Reporting engine and pricing interfaces all run as polling services and can be activated/inactivated on various server platforms.
- Automated faxing requires a Nextiva fax account. The cost is approximately \$80 per year <http://www.nextivafax.com>
- Hosting datacenter in Dallas, Texas. Multi-meshed Internet carriers, battery and diesel power backups, physically secure environment, etc.. <http://www.colo4dallas.com>
- Nightly database backups. Weekly disaster recovery backups. Backup AND/OR disaster recovery files available via FTP for customers own site storage.
- Hosting sites utilize web cluster appliance from Kemper Technologies.