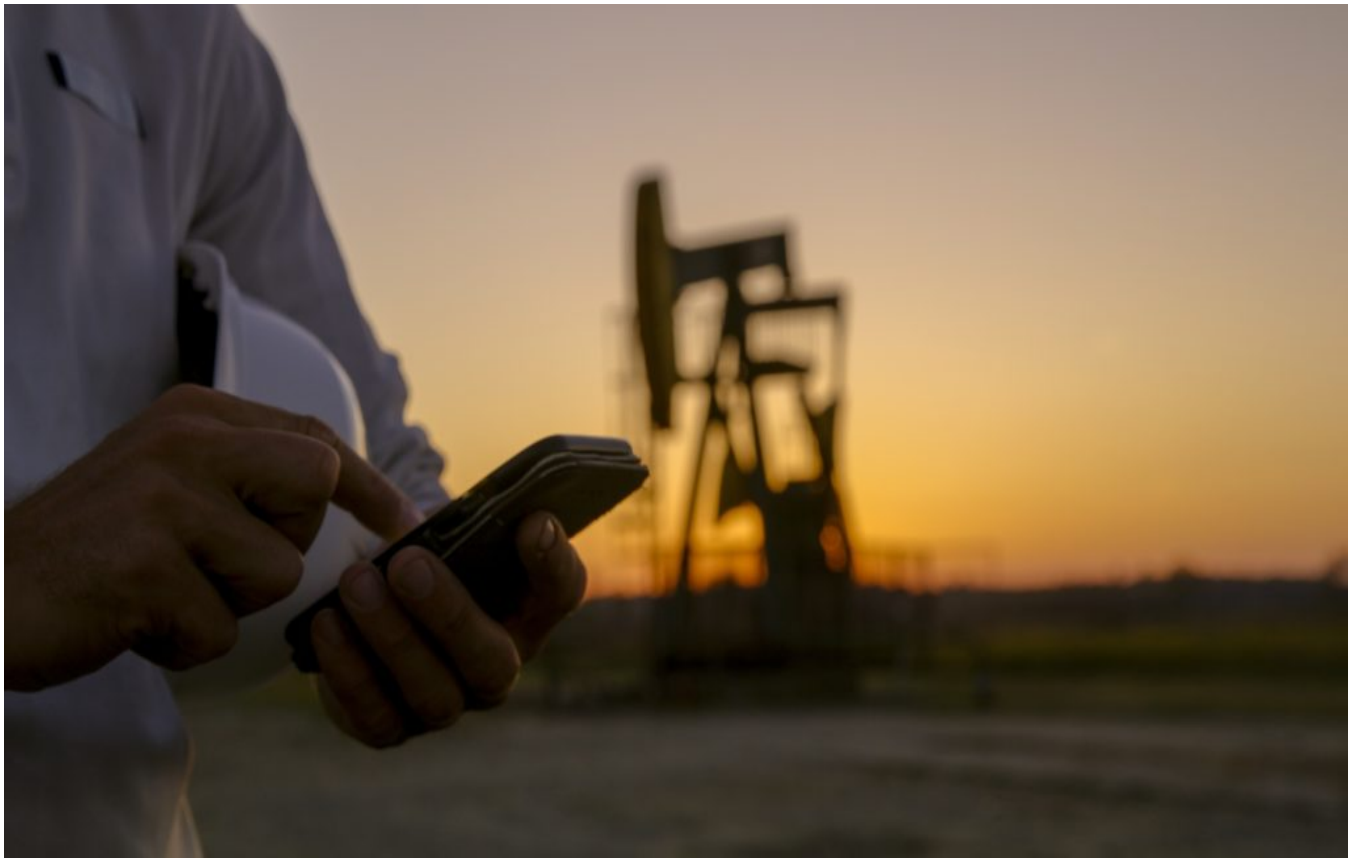
CASE STUDY

Align Systems, Process and Organization for Brazilian Crude Trading

CLIENT: BRITISH GAS SHIPPING AND TRADING

Produced a detailed view of how the Brazilian business worked so it could be effectively communicated



WHAT YOU WILL READ

The challenge · The outcomes · How we did it · Competencies applied

THE CHALLENGE

- Highly customized SAP and multiple marketing and trading applications, needing to evaluate if their platform would support their highly manual Brazilian Crude Business
- Due to the manual nature of Brazil, difficult to manage movements and inventories
- Deal capture, volume management, and hedging were essentially managed in spreadsheets
- Measuring their credit and risk exposures difficult to accurately and timely manage
- Additionally, Brazil had complex legal entity, tax structure, and FPSO transaction rules

THE OUTCOMES

- Produced a detailed view of how the Brazilian business worked so it could be effectively communicated
- Gave visibility into what systems and technical landscapes would best manage the business
- Provided them with a detailed analysis of options to enable prudent decisions



HOW WE DID IT

- Conducted a detailed analysis of every key Brazilian business process around crude trading, marketing and transportation logistics
- Detail of how the various business processes would work and the roles within each function between Houston based and Brazilian based entities
- Compared all viable options to effectively manage the business from end -to-end

COMPETENCIES APPLIED

Business Evaluation **Information Technology** **Strategy Development & Implementation** **Process Optimization**



DISCUSS A SIMILAR CHALLENGE: INFO@BOXLEYGROUP.COM