OFS PORTAL™

VIRTUAL EVENT

SEPTEMBER 14-15, 2020

18th ANNUAL CONFERENCE

A NEW DECADE OF PROCUREMENT:
THE UTOPIAN eCOMMERCE IMPLEMENTATION
MODEL FOR OIL & GAS

THANK YOU TO OUR
MEMBERS

Baker Hughes

BASIC ENERGY SERVICES

HALLIBURTON

Schlumberger

SELECT ENERGY SERVICES

TOTAL SAFETY

Weatherford

Wellbore Integrity SOLUTIONS

> " *It is always nice to hear about best practices in eCommerce with our peers. Obstacles, challenges and breakthroughs in the industry and what is going on TODAY with the market strugges are always relevant and informativie.*

**- CREDIT & eBUSINESS MANAGER
  SELECT ENERGY**

COMMUNITY
OPERATORS &
PROCUREMENT PLATFORMS

Our community now consists of more than 430 operators and 45+ approved procurement platforms.

VIEW THE FULL LIST

Welcome to our 18th Annual Conference and our first virtual one.

OFS Portal is 20 years old this year and to celebrate we thought we would work on a theme, A New Decade of Procurement, that looks into the next ten years of eCommerce growth and development opportunities.

Over the last 20 years we have maintained a single implementation model for our members which includes data stewardship, efficient content syndication and standard transaction models. By now you would think that with 20 years of eCommerce deployments we would have deployed to the whole industry, however we have still only scratched the surface. In North America alone there are approximately 2,500 operators that are mobilizing to go end to end digital and we have deployed just over 400, so there's a long road ahead!

To address this, we would like to give a glimpse of what The Utopian eCommerce Implementation Model for Oil & Gas may look like. There are several factors affecting our industry and the digitalization of Oil & Gas that we need to reference.

The European Union has moved on from GDPR and is now looking at a regional Data Strategy that includes businesses being able to designate what level of data ownership and data use rights it can assign to data exchanged digitally. This is effectively what the OFS Portal data agreements have put into place so it will be interesting to see how this affects our existence in the coming years.

The slow adoption of eCommerce capability by both Suppliers and Operators means we need to look for a different paradigm to really deploy end to end digital. The use of an eDelivery Network for Oil & Gas would facilitate the rapid adoption of eCommerce in a scalable and cost-effective manner. This will include enabling Global Interoperability & Cross-Border trading networks and potentially the establishment of trade organizations that foster the deployment of interoperability standards.

We have other process areas where rapid development is happening, but in a fragmented way. These include Buyer Generated Field Tickets, Cloud Deployment Models for Oil & Gas as well as Supplier Managed Catalogs. We hope to present on these topics and look to further the industry's discussion on what would be best practices for these emerging areas.

Lastly, OFS Portal and its Members have pushed the standards agenda hard over the last 20 years, but with the rapid digitalization of the industry, are standards helping or hindering this? Our panel will discuss this question and whether democratization of standards is a viable way forward for the industry.

I hope you enjoy the two half days of this virtual conference and I look forward to a time when we can all assemble again to further our industry's efforts.

CHRIS WELSH
CEO

AGENDA

DAY ONE

8:00	Conference Day 1 Welcome & Start
8:10	Keynote Utopian Process for Oil & Gas: The Perfect Implementation Process in eCommerce Andy Ross, Preminor
8:55	Creating a U.S. Version of EESPA Ahti Allikas, European E-Invoicing Service Providers Association (EESPA)
9:30	Break
9:45	Keynote The Global Interoperability Framework (GIF) Todd Albers, Business Payments Coalition (BPC)
10:30	Data Stewardship Phillip Schmandt, McGinnis Lochridge
11:05	An eDelivery Network for Oil & Gas Chris Welsh, OFS Portal
11:40	Conference Day 1 Wrap-up

DAY TWO

8:00	Conference Day 2 Welcome & Start
8:10	Panel Will democratization kill standards? Moderator: Jeremy Paquette, Preminor Panelists: Gary Benson, Tungsten Network Rick Conner, Schlumberger Sebastian Gass, Quantum Energy Partners
9:10	Cloud Computing Kadri Umay, Microsoft
9:45	Break
10:00	Technical Block: Buyer Generated Field Tickets Dave Savelle, Enverus
10:35	Technical Block: Supplier Managed Catalogs Thang Pung, Baker Hughes Company Margret Saniel, OFS Portal
11:20	Conference Day 2 Wrap-up

SPEAKERS

**KEYNOTE
TODD ALBERS**

SENIOR PAYMENT CONSULTANT
FEDERAL RESERVE BANK OF MINNEAPOLIS

MEMBER, BUSINESS PAYMENTS COALITION

AHTI ALLIKAS

SOLUTIONS OWNER
OPUSCAPITA SOLUTIONS OY

EXECUTIVE COMMITTEE, EESPA

GARY BENSON

VP CORPORATE DEVELOPMENT
TUNGSTEN NETWORK

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SPEAKERS

RICK CONNER

eCOMMERCE MANAGER
SCHLUMBERGER

SEBASTIAN GASS

CHIEF TECHNOLOGY OFFICER
QUANTUM ENERGY PARTNERS

JEREMY PAQUETTE

PRINCIPAL CONSULTANT
PREMINOR

THANG PUNG

STAFF TECHNICAL PRODUCT MANAGER - DIGITAL TECHNOLOGY
BAKER HUGHES COMPANY

SPEAKERS

**KEYNOTE
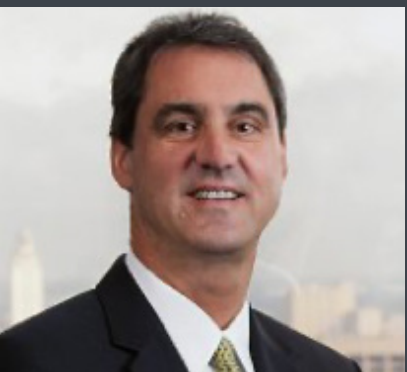ANDY ROSS**

FOUNDER & PRINCIPAL CONSULTANT
PREMINOR

MARGRET SANIEL

CUSTOMER SERVICES MANAGER
OFS PORTAL

DAVE SAVELLE

GENERAL MANAGER - FIELD TICKET
ENVERUS

PHILLIP SCHMANDT

PARTNER
MCGINNIS LOCHRIDGE

SPEAKERS

KADRI UMAY

PRINCIPAL - AZURE GLOBAL ENERGY INDUSTRY GROUP
MICROSOFT

CHRIS WELSH

CEO
OFS PORTAL

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