



Oil & Gas: The Next Normal

Managing the Turmoil in the Oil & Gas Industry

Benjamin Beberness, SAP
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Next Normal

“The combination of the COVID-19 pandemic demand disruption, and a supply glut has generated an unprecedented crisis for the industry.”

McKinsey report, May 2020

“There will be a new paradigm on the other side of this. I don’t think that everybody will always work from home, but I also think the traditional model of where everybody comes to the same place and people get on planes to attend meetings ... I think there will be changes”

Chevron CEO Mike Wirth in an interview with CERAWeek Daniel Yergin

Today's Oil & Gas Trends and Challenges

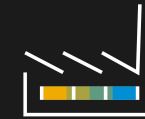
Dual challenge with the need for more energy and less carbon



Energy mix is changing as natural gas is here to stay



Disciplined capital planning and productivity will be a differentiator



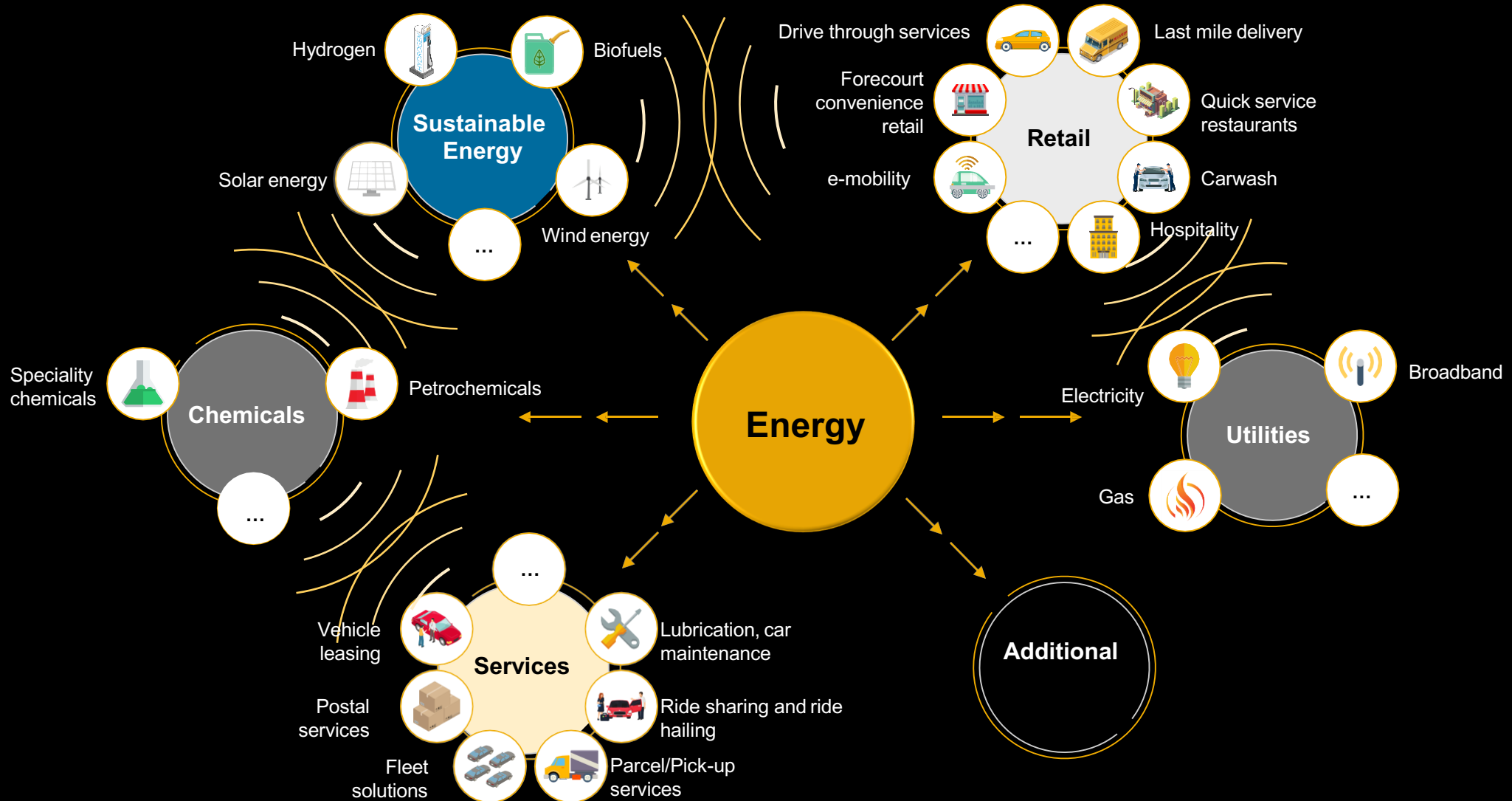
Digital technologies are increasingly intertwined with the entire oil and gas value chain



Mergers & Acquisitions/divesting



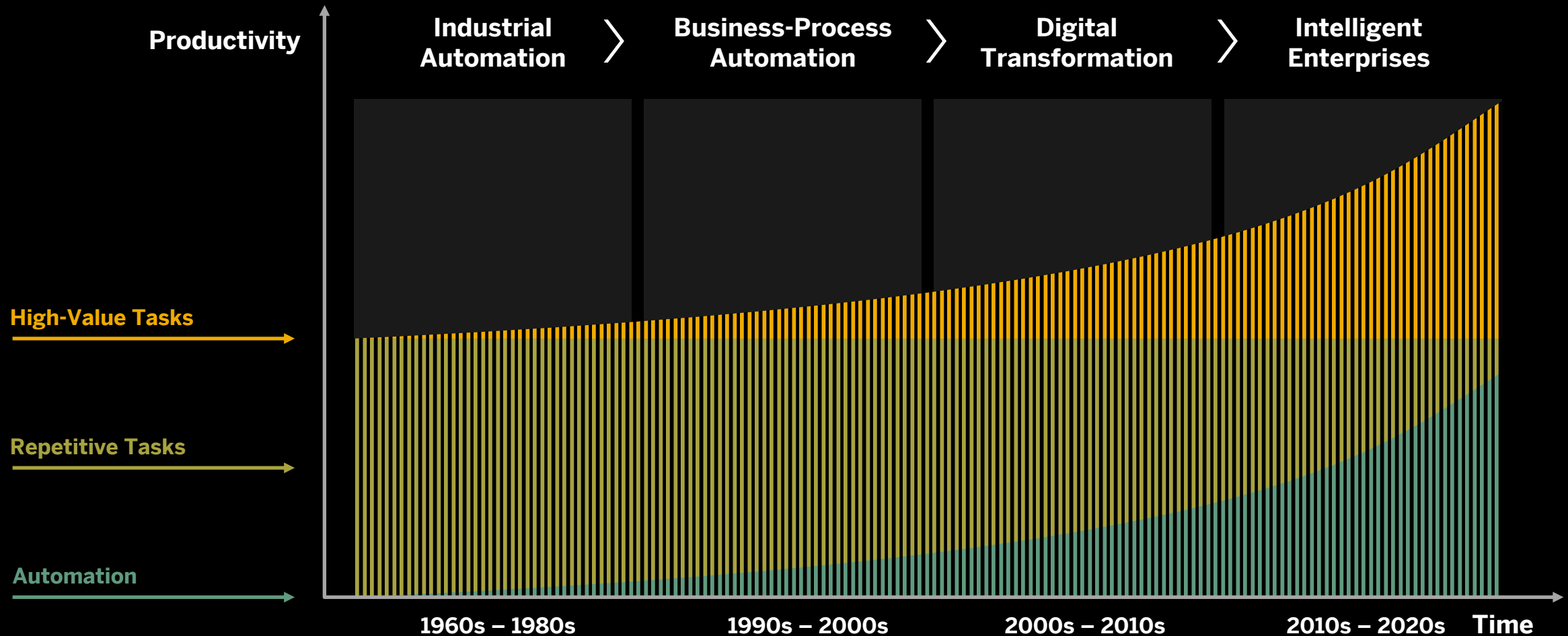
Oil & Gas companies continue expanding to adjacent industries



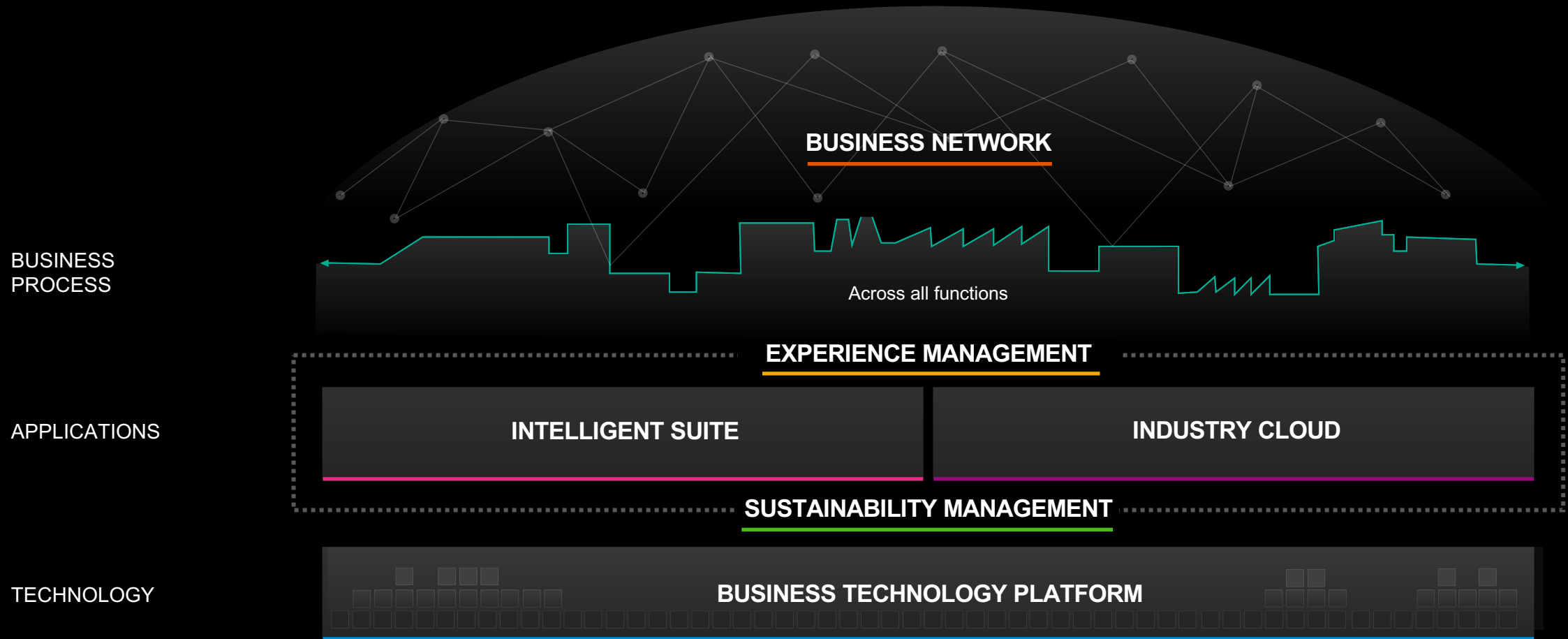
Digital Transformation



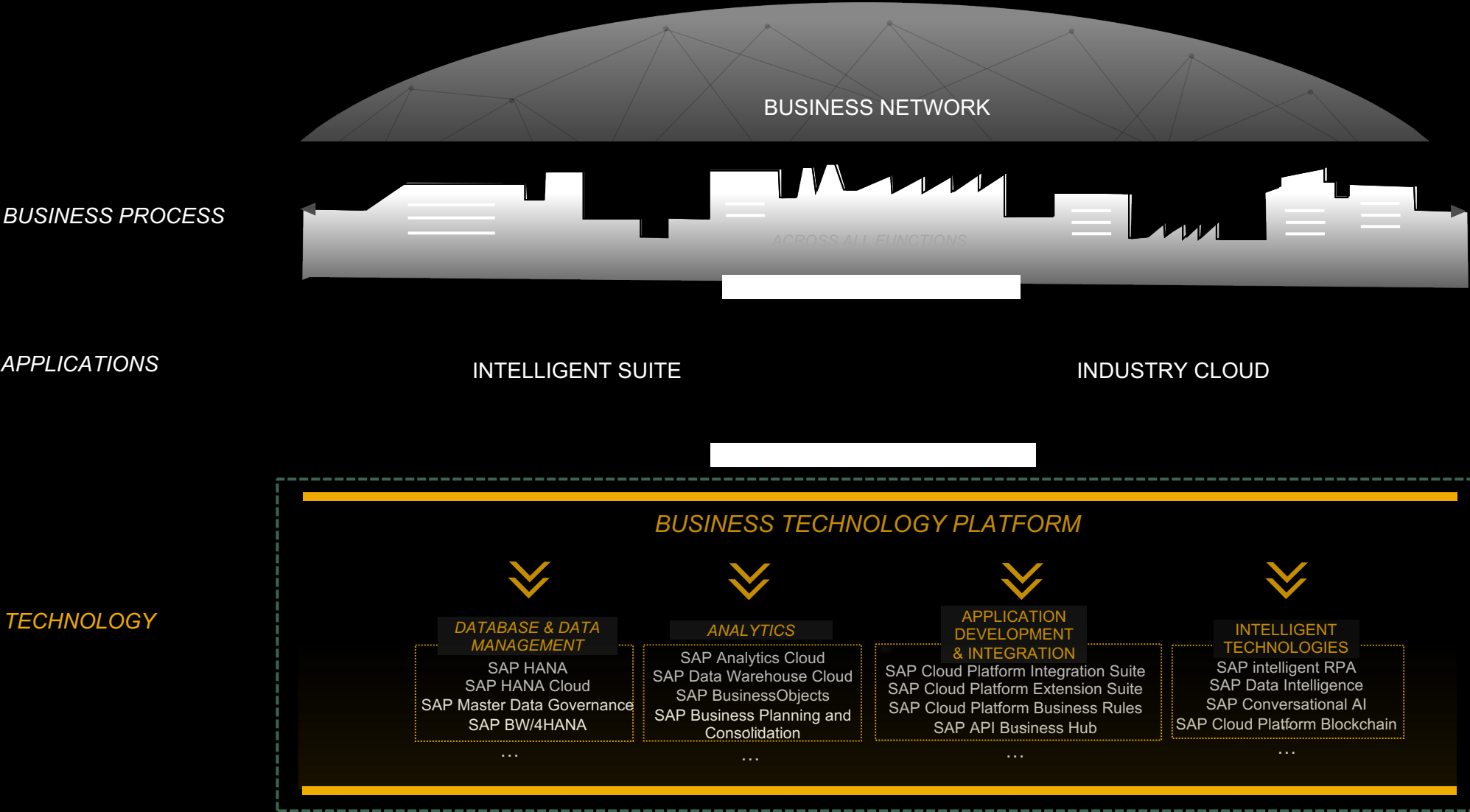
Intelligent Enterprises **Elevate People** to Focus on Higher-Value Tasks



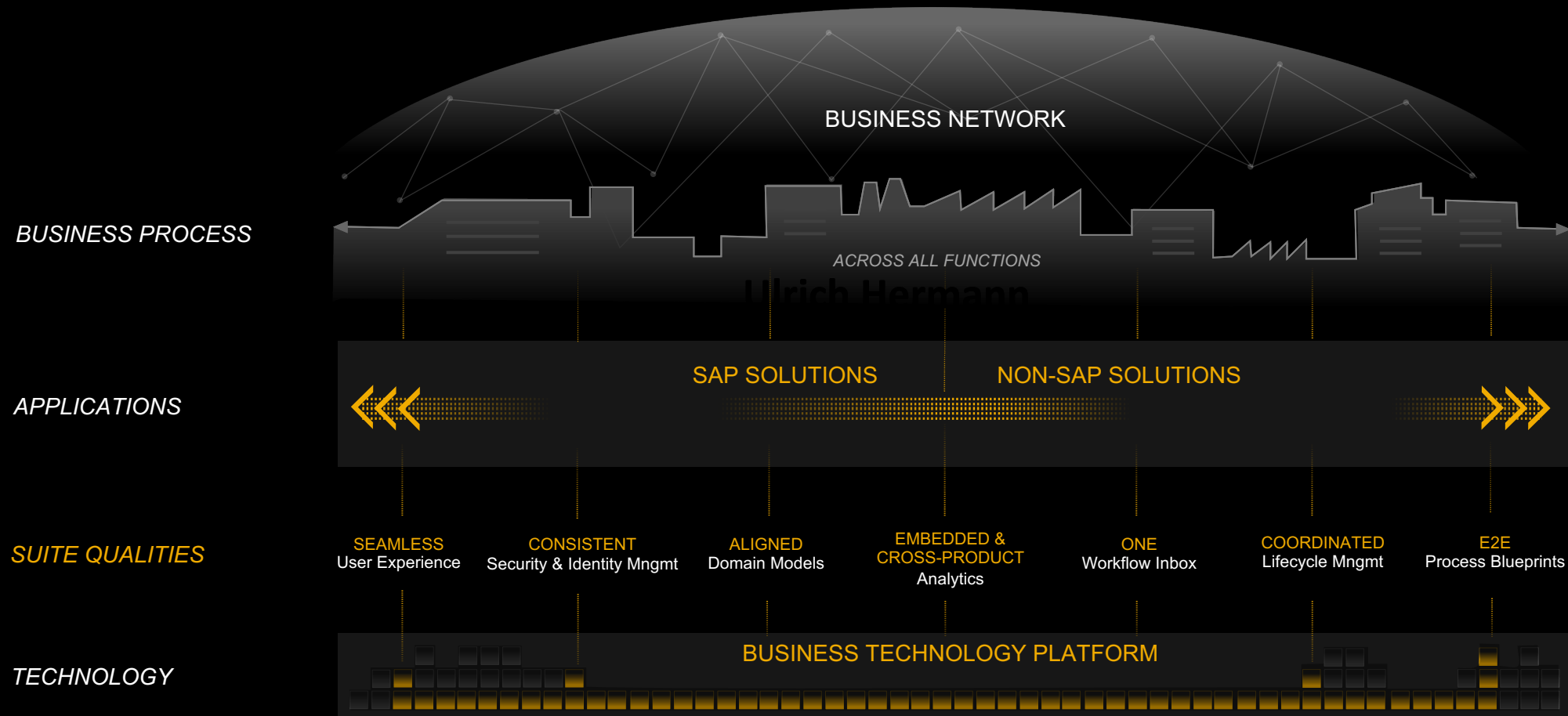
Intelligent Enterprise



Business Technology Platform - Technology Categories



Business Technology Platform - Integrated & Adaptable E2E Processes



SAP's Intelligent Enterprise and the Oil & Gas Industry Cloud

Shaping the Future of Oil & Gas

VALUE MAP
for Oil and Gas

BUSINESS NETWORKS

BUSINESS PROCESS

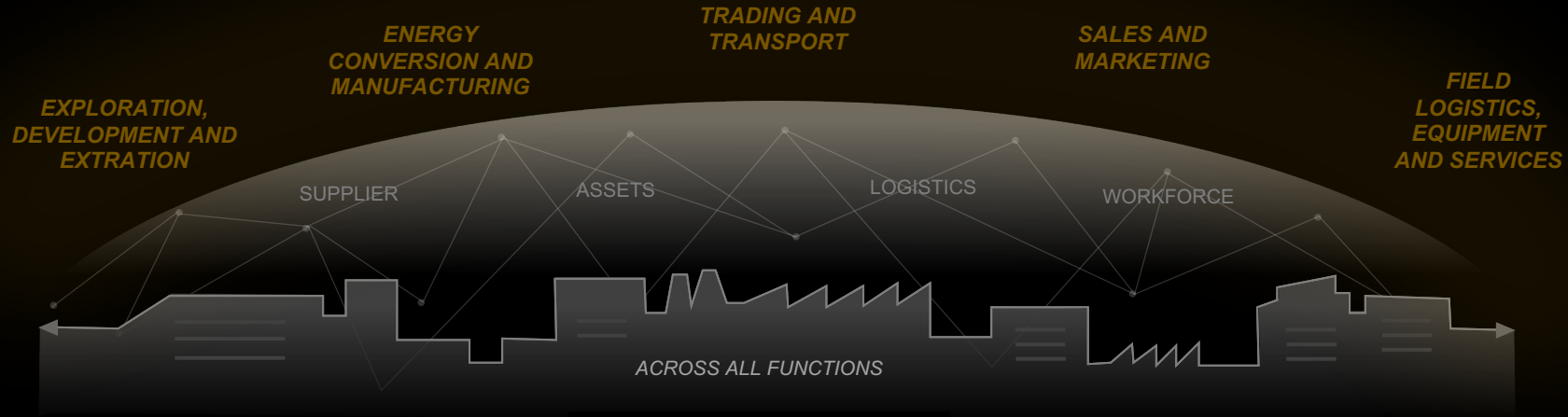
SAP In the Industry

Our customers
produce more than **78 million** barrels of oil each day

More than 3300 oil & gas companies in 118 countries

40 years of delivering **value** to oil & gas

TECHNOLOGY

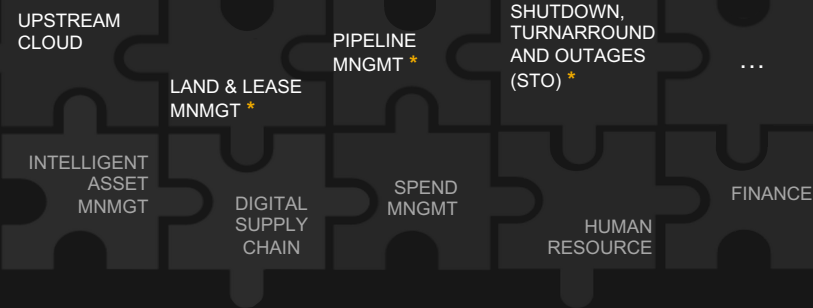


EXPERIENCE MANAGEMENT

APPLICATIONS for Oil and Gas

INDUSTRY CLOUD

INTELLIGENT SUITE



CLIMATE 21

OPEN API HUB

BUSINESS TECHNOLOGY PLATFORM

SAP S4 /HANA Live Customers

S4/HANA Adoption
Active Projects: **380+**
S/4HANA Live: **116+**



* Future Industry Cloud Solutions

Vivo Energy: Transforming the B2C business



Business Challenge

Vivo Energy's rapid expansion generated major data growth, but existing business systems could not provide much-needed insight and analysis that would help fuel their development.

Transformation

Vivo Energy engaged IBM Services™ to implement SAP S/4HANA®, powered by IBM® Power Systems™ and IBM Storwize® V7000, as well as a range of complementary cloud-based SAP applications.



Mike McCormick
CIO
Vivo Energy



Transforms

Vivo Energy's ability to launch new initiatives, slashing time-to-value

Boosts

data analysis capabilities, giving granular insight into operations

Drives

automation, boosting efficiency and freeing employees to spend more time on value-add tasks

Fueling future growth by boosting efficiency, unlocking operational insight and minimizing risk

Vivo Energy is a market-leading pan-African fuel retailer, operating and marketing its products under the Shell brand in countries across North, West, East and Southern Africa. The company has a network of more than 1,800 service stations in 15 countries and exports lubricants to other African countries.

"We are deploying SAP S/4HANA on IBM Power Systems for the growth avenues that it opens. We are still at the start of this process, but it is clear that SAP S/4HANA on IBM Power Systems will be the foundation for our future development."

Mike McCormick, CIO, Vivo Energy

Share this



Thank you.

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