

Aker BP

Introduction

Aker BP is a fully-fledged E&P company with exploration, development and production activities on the Norwegian Continental Shelf (NCS). Measured in production, Aker BP is one of the largest independent oil companies in Europe.

Maintenance, Modifications and Operations represent a growing market for Aker BP. Increased oil modification activities like enhanced oil recovery, tie ins and life extension of fields and facilities are such offerings. Projects like injection solutions, drilling upgrades and fast track tie ins are examples of EPCI deliveries.

Challenges

The Contiki Enterprise Contract Management (Contiki ECM) story at Aker BP started in 1996. One of the main challenges back then, was to find ways to share contract information in an effective and safe manner with people in other departments at different office locations.

Contracts and other commercial information before Contiki ECM, were stored in various file systems, personal folders and in common mail folders. There were also challenges with person dependencies and how to better conserve gained knowledge and past experiences. After evaluating various options, including a thorough make or buy analysis, Exari Contiki ECM was chosen.

Contiki ECM soon became the preferred system for the contract and legal function. For every new offshore project, Aker BP would store and organize the main client contract along with all the related subcontractor contracts. This way of having global overview of every key contractual event made it easy to schedule and assign follow-up tasks to the members of the contract and legal department.

When framing a bid to a client Aker BP uses Exari as a collaborative tool to produce the necessary commercial clarifications. Several persons can work concurrently on the tender package, as Exari supports document locking and version control.

With any new contract, as well as for the existing many hundred active contracts, it soon became a critical task to arm Contiki ECM with reminders to ensure that one would never overlook any critical contractual event, such as expiry of bank guarantees, important certificates, notification of price escalations etc. Negative consequences from negligence can quickly add up to big amounts, which can be avoided by actively using Contiki ECM.

"As a fast growing multilocated Contractor, we need tools and systems that connects people. Contiki ECM supports our vision to unify the way we manage our contractual relationships with both clients and subcontractors."

-Geir Hansen
Vice President Contract and Legal, Aker Solutions MMO

Exari Solution

Over the years it has been important to ensure that any new subcontract is based on an up-to-date version of template documents. Not only from a legal point of view, but also to make a uniform presentation of the company from the different affiliated offices.

Exari makes it easier for commercial personnel to get involved and take action. Thus, Aker BP perceives that contractual risks have been reduced. Aker SBP has experienced the value of having access to past correspondence whenever settling any disputes or warranty issues with another contracting party.

In the oil and gas business in general, clients tend to regularly conduct audits with their main contractors. The subject in these audits is very often to document and prove the way the contractor works and collaborates with suppliers. Aker BP stores all MOM's and other relevant papers in Exari Contiki ECM, to what we perceive as auditor's noticeable satisfaction.

Access to historic agreements, decisions and experiences helps save time when facing similar challenges at a later stage in other projects with new clients. It also lessens the introduction time for new personnel as they can rapidly understand the way work is done in Aker BP.

Benefits

- One central archive for all contracts, with full overview of contractual obligations.
- Higher quality in monitoring and reporting of contracts and documents, with good visibility and traceability.
- More efficient document collaboration processes – both internally and externally.
- Reduced handling of paper copies is achieved.
- Templates are maintained by authorized personal only.
- Emails, drafts and all other historic documents are easy available.
- Faster introduction of new staff to business legacy.

ABOUT EXARI

Exari delivers the most complete Enterprise Contract Lifecycle Management platform, used every day by market-leading companies to understand all aspects of their contract ecosystem worldwide. With Exari, customers can reduce contract risk and improve operating efficiency with 100% Contract Certainty™.

