

SUPPLY CHAIN DESIGN & PLANNING

The Oil and Gas Industry is Facing Another Year of Change

The impact of the global pandemic has put many oil and gas companies at risk

As an oil and gas company, you are on the front-lines of rapidly shifting economic trends and industry regulations. Will your supply chain enable you to continuously adapt to the key trends that are shaping the industry:



Longer-Term Decline in Petroleum Demand — With the survival of many companies at risk, and the longer-term decline in petroleum demand, the next decade could look very different for the entire O&G value chain. 2021 will either be a leapfrog year or a test of endurance for many.¹



Sustainable Sources of Energy — Climate change concerns accelerating move towards sustainable sources of energy posing risks to the O&G industry. As many as 130 million EVs could be sharing roads the world over by 2030.²



Priorities in Digital Transformation — Amidst the uncertainty O&G sector is pushing ahead with a digital agenda. Three biggest digitalization priorities for the oil and gas sector in 2020 are cloud-based applications (47%), data platforms (44%) and AI (27%).³

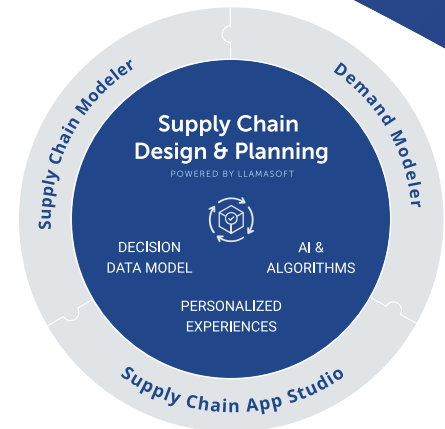
When the importance of the decision requires the smartest analysis informed by algorithmic intelligence, innovative oil and gas companies rely on Coupa to show them trade-offs and options for how their supply chain should be designed to create desired business outcomes. Coupa Supply Chain Design & Planning powered by LLamasoft puts powerful answers in the hands of supply chain decision makers - across strategic, tactical and operational time horizons – making data-driven decisions a reality within and across supply chain functions. With the ability to visualize, simulate, and optimize your end-to-end supply chain processes, you'll be better prepared to answer the most complex supply chain transformation questions.

1. Deloitte
2. McKinsey
3. Forbes

Adopt continuous supply chain design and planning

Oil and gas companies that proactively redesign their supply chains with Coupa can respond rapidly to changing market conditions and design their supply chains to meet their profitability and service goals. Our oil and gas customers identify an average of 7.1% project savings while driving operational transformations – requiring new interconnected decisions across supply chain functions including:

- Network Design
- Transportation Optimization
- New Venture Design
- Capacity Planning & Risk Analysis



See how global oil and gas companies are making smarter, faster supply chain decisions

Coupa oil and gas customers include some of the largest and most innovative companies in the world. Here are stories of their achievements using our solutions:

- A multinational oil and gas corporation needed to improve the management of their massive rail network with over 17,000 rail cars so as to keep the plant moving without a slow-down or stoppage of production. They partnered with Coupa to build a model that evaluated the right number and mix of rail cars available based on which product was coming off the line, given current demand and production plans. The model helps the company to identified how their expensive rail car assets with long-year contracts were being used in an efficient way. Today, non-technical dispatchers run this repeatable-use model once a week to give a rolling three-week snapshot of how to best utilize cars. These plans are used directly by the production planning team to determine which cars should be allocated to upcoming production.
- A leading transport fuel supplier and convenience retailer was faced with shifting demand for fuel products due to increased uptake of biofuels, changes in customer preferences, transportation costs, and refinery closures. The company wanted to analyze the impact of projected future demand patterns for fuel on its distribution terminal infrastructure. Working with Coupa they built a baseline model, capturing current terminal locations and capacities, and a 10-year demand and supply plan across the terminal network. Having built a living model of their end-to-end distribution network, the company analyzed future scenarios quickly and accurately as part of its regular planning process. In addition, they had the ability to adjust their network for unplanned market changes and test new strategic proposals. The company identified \$800K savings in the first 6-month delivery cycle.

To learn more about how Coupa can help you make AI-powered decisions for supply chain agility, visit us at coupa.com

Gartner Supply Chain Top 25

23 of the Gartner Supply Chain Top 25 companies use LLamasoft for their supply chain decisions.

\$2T in Spend

The Coupa platform contains \$2T of spend under management and growing.

\$60B in Value

Our customers have identified more than \$60B in value from solution insights.