

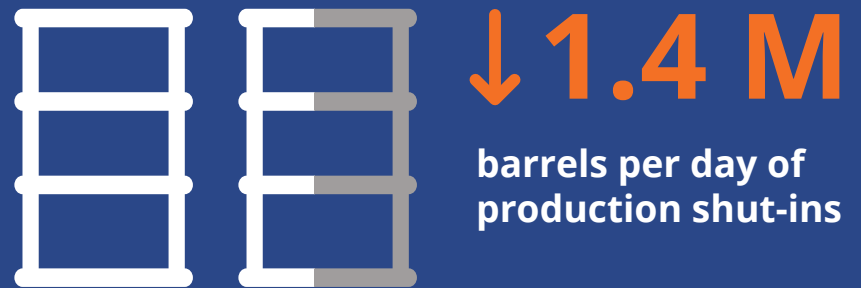
Preparing Oil and Gas Companies for the Future

How can oil and gas organizations respond, recover, and eventually thrive in the aftermath of the COVID-19 pandemic? The first step is to understand the industry trends—pulled from data from Deloitte and Coupa—that are set to reshape the market.



COVID has caused extreme swings in demand

The International Air Transport Association estimates a slow travel rebound, with travel down 30 to 40 percent.



Many forced to curtail production to maximize profits

US oil and gas companies reacted swiftly to the drop in oil prices, with more than 1.4 million barrels per day of production shut-ins announced and refinery utilization dropping below 70 percent—levels not seen since the 2008 financial crisis or following Hurricane Katrina.

An uncertain future means that business agility is more important than ever

In March, power demand fell almost 20 percent in several European countries, and despite the recent economic thaw across the continent, for many, demand remains 5 to 10 percent below expected levels. While the largest driver of the current price collapse may be COVID-19, fuel switching could dictate the recovery.



Coupa is helping Oil & Gas companies across the globe remain agile in these uncertain times

Empowering the field to drive savings



Every employee is a steward for cost containment, not just procurement



The right data and accessibility even in remote locations



Get what you need when you need it

Gaining visibility into project costs



Project costs are difficult to control

A comprehensive business spend platform is key to understanding all labor, goods, services, and capital spend



Identifying future savings opportunities

Running sourcing events, negotiating contractual rates, and even by optimizing working capital through early pay discounts are all levers to drive savings

“Having visibility across our expenditure at a group level and a site level will help us optimize our efficiency and add value into the business, not just take out cost.”

— **Henrik Snyman**
CPO, Beach Energy

Enabling zero-cost supplier network collaboration

In 2020, most companies shifted their supply base



Small businesses and large alike can now easily digitize their invoices



Companies are now collaborating and sharing data with suppliers to make smarter decisions



Suppliers can use invoicing methods they're most comfortable with: email, cloud-based, etc.



Never charge supplier fees again

Accelerating adoption



Make it easy for non-digital savvy users to use technology at home and at work



Intuitive buying capabilities require minimal training

“Our platform workers were the most resistant to Coupa initially....now they are the biggest supporters.”

— **Melissa Villamarin**
Talos Energy

Facilitating the path to innovation



Enable fast and agile innovation through the Coupa community into the supply chains for up-stream, midstream, and downstream companies alike



Co-source events to create shared value within specific sub-industries



Choose supplier that support your corporate vision and commitment to diversity and inclusion

“Coupa has inspired us to use technology more often — our stakeholders are saying that they can now use Amazon because they know how to use Coupa.”

— **Melissa Villamarin**
Talos Energy

Read Coupa's report, “10 Steps for Oil & Gas Companies to Reduce Costs”

Read Deloitte's report, “2020 Oil and Gas Industry Outlook: A midyear update”