



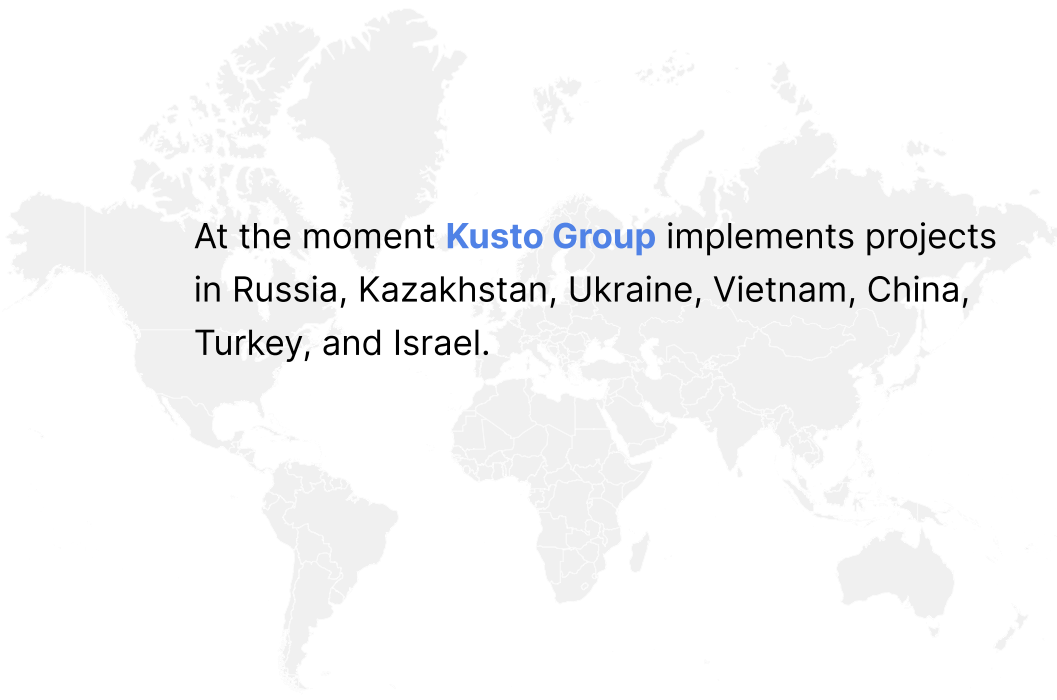
# End-to-end digitalization of an oil company

Case Studies



## ABOUT THE COMPANY

TOO “KAZPETROL GROUP” is engaged in oil and gas exploration. The company identifies oil and gas fields, produces oil and sells it on domestic and international mineral markets. KAZPETROL GROUP is part of an international group of companies Kusto Group.



At the moment **Kusto Group** implements projects in Russia, Kazakhstan, Ukraine, Vietnam, China, Turkey, and Israel.

## COMPANY KEY FIGURES

Resources

**7 million tonnes**

Recoverable reserves

Crude oil production

**200 000 tonnes**

per year

Profit

**16 billion  
Kazakhstan tenge**

per year

Resources

**> 800 000 tonnes**

Cumulative crude oil production

Realization

**~ 200 000 tonnes**

per year



# PROJECT START

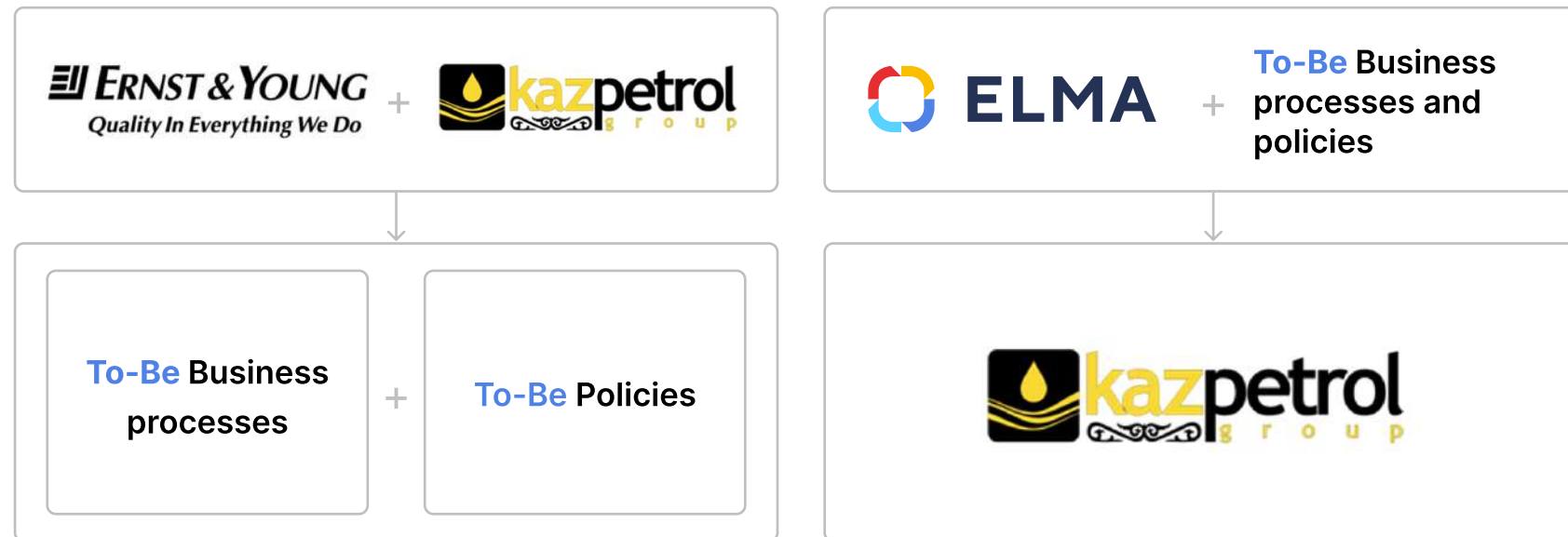
**Project objective** – automation of the company's business processes.

At the start of the project specialists from Ernst & Young company together with KAZPETROL GROUP established regulations for almost every process of the company (from main processes to management processes), and created process maps.

Based on the established regulations, and with participation of ELMA company, processes that had to be automated first were selected.

## 50 business processes

were chosen for automation





# IMPLEMENTATION

All the automated processes were divided into six groups:

Custom	Transportation and marketing of hydrocarbon raw materials	Document flow
Finance, accounting and management accounting	Human Resources Management	Occupational health and environmental protection

Additionally, there was a set of production processes: road construction, site preparation, setting up equipment, drilling, geological assessment. Automation of such processes was impossible because this work is done directly on site and has to be controlled personally.






# PROCUREMENT

Procurement processes are formulated and regulated as required by law.

## The processes help:

- ◆ make the procurement of necessary goods or services easier for the buyer;
- ◆ speed up the procurement by reducing the time spent on interactions between different departments and task execution control;
- ◆ facilitate the tender documentation approval;
- ◆ create a precise schedule for receiving necessary materials or services.

15  
processes

Current procurement tasks				
Unique identifier ▼	Instance name ▼	Changed by	Serial No ▼	Initiated by ▼
 General contract for services №253.doc	Bulldozer procurement 10.11.14	September 8, 2020	213	Administrator
 General contract for services №0678.doc	Excavator procurement 23.02.15	September 11, 2020	212	Administrator
 Expecting delivery				

# TRANSPORTATION AND SALES OF HYDROCARBON CRUDE

The processes help:

- ◆ create newsletters from templates;
- ◆ control time frames of creating transportation requests;
- ◆ define responsibilities of different departments;
- ◆ control payments to oil transportation companies.

6

processes

**Advantages** – reduced execution time, formalized transportation request procedure, transportation request procedure can be controlled by the manager.

## DOCUMENT MANAGEMENT

Using an EDM system provides for consistent content management, document approval, successful communication between employees, and document archiving.

4

processes

# HR MANAGEMENT

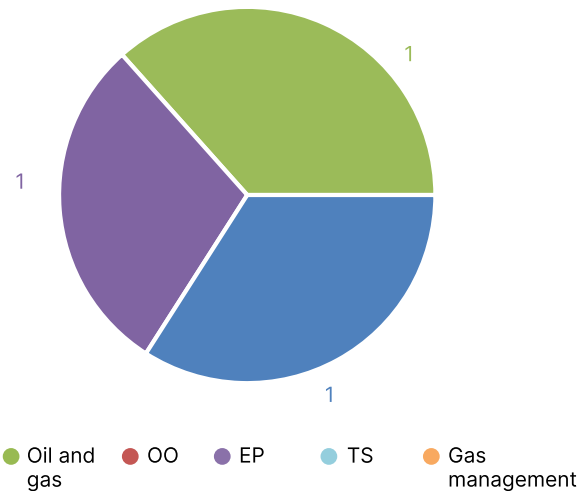
HR management processes formalize the main HR procedures and reduce decision making time. Digital employee profiles show the history of HR decisions, and allow scheduling employee training and assessment.

7  
processes

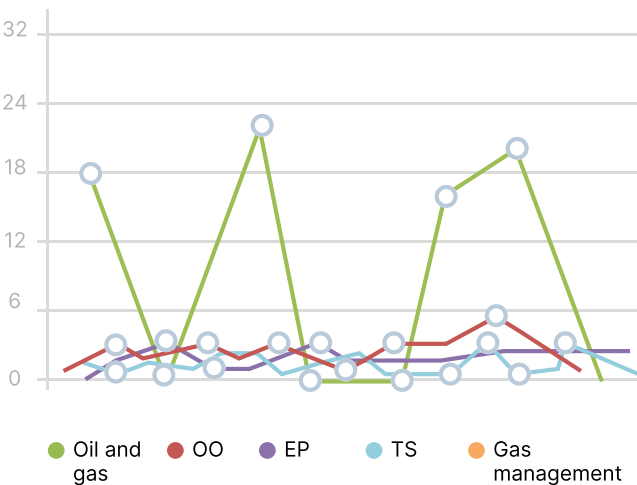
Employee			
Personnel number	11	Hired on	10.09.2014
Last name	Wasser	Position	Office Manager
First name	Irina	Division	Administrative ...
Middle name	Anne	Proficiency	Administrative
Date of birth	21.05.85	Profeciency level	Intermediate
Phone number	-	Employee ID	12

System interface of the HR manager

Number of daily absentees in Technical Director's division



Dynamic representation of bsentees in Technical Director's division





# FINANCES

The process includes financial planning of expenditures and profits for the following month. As a result of the process, a file with the financial plan for the following month is generated.

1  
processes

# KPI MANAGEMENT

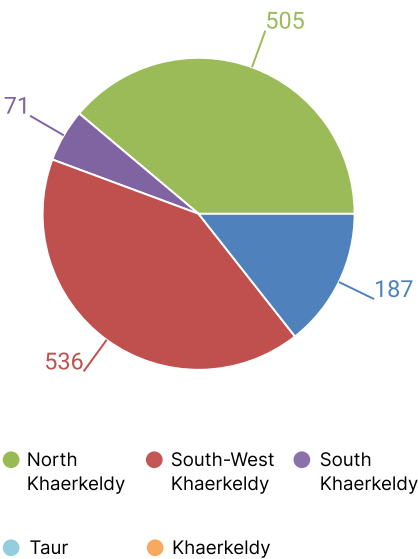
In addition to process automation, a KPI module was implemented. The extensive hierarchy of goals is shown on this strategic map that includes **181 elements** seen from different perspectives.

Start Map  
181 elements

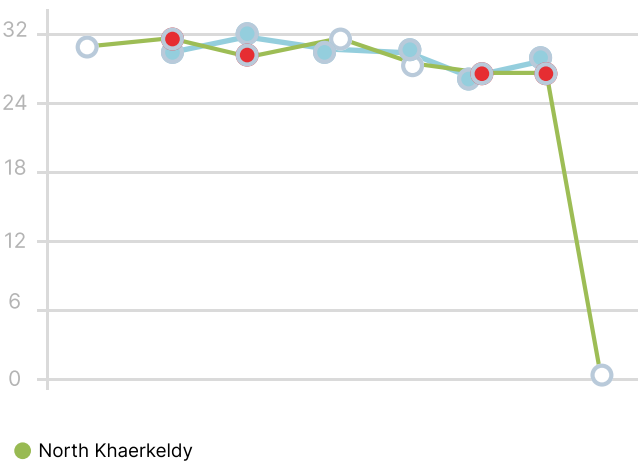
An indicator model comprised of **154 elements** was created based on the strategic map.

Indicators  
154 pcs.

Share of fields on daily oil extraction



Daily oil extraction dynamics





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