ARMOS – *Resource Management Solution for Distributed Teams*

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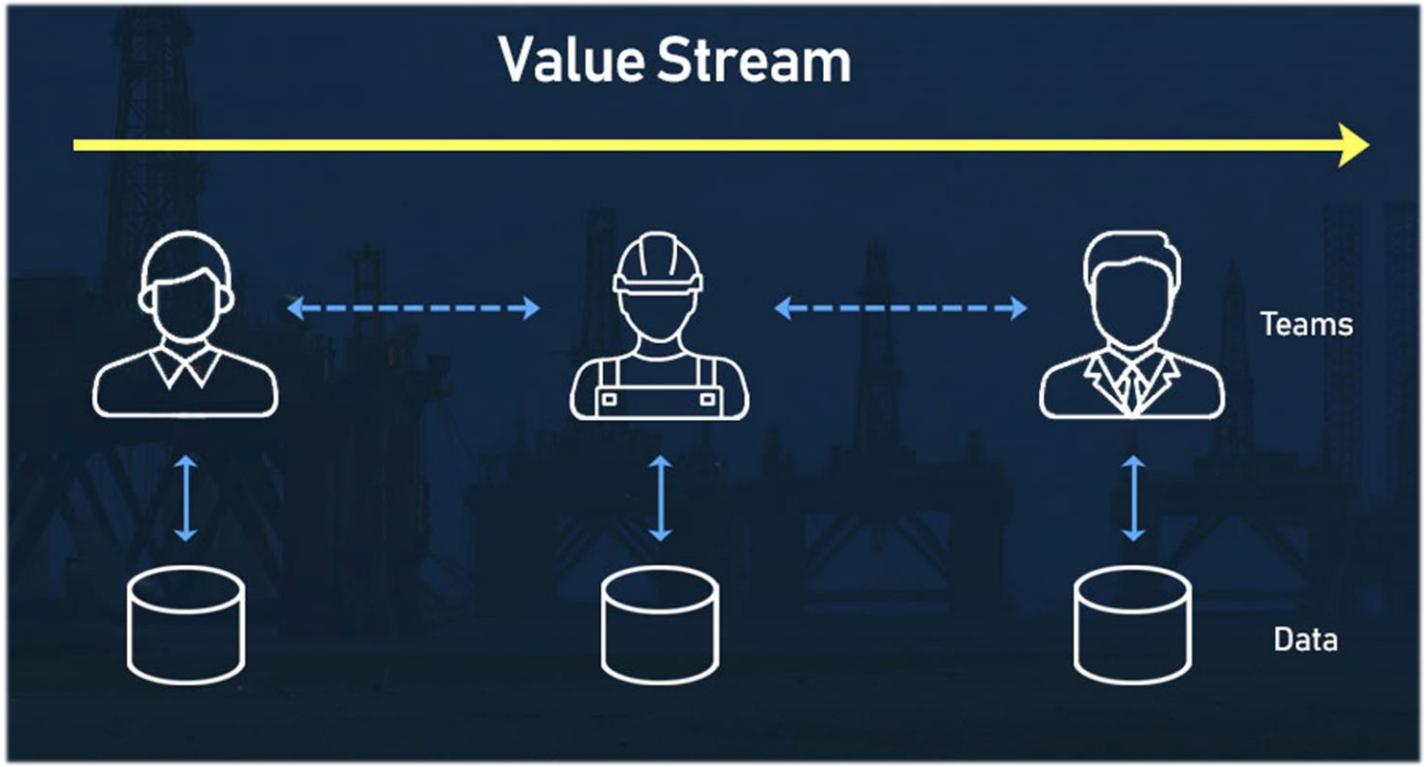
- Is a resources management platform for improving operational decisions and efficiencies across distributed teams
- Complementary to Accounting, we help with analyzing events that lead to resource consumption and provide recommendations based on collective organization’s expertise and siloed data

Our goal is to help your teams with making faster and smarter decisions, improving operational productivity by 15-20%

2 inherent challenges to manage resources and improve productivity



1. Team Expertise

- Distributed/cross-functional (*bias*)
- Processes or practices (*noise*)
- Ownership - analysis to execution

2. Siloed Data

- Various sources & inter-relations
- Lack of clean-data
- Partial or missing data

Our Solution? Enable full value-chain analysis to understand resource consumption drivers

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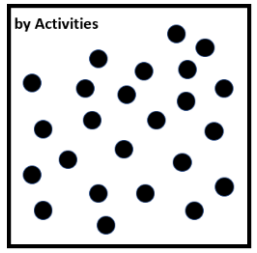
Our Process? Merge collective expertise with siloed data to provide insights across the value-chain

1

Evaluate Events & Resources (Cost) Types

- Recognize complexity and inter-relations, therefore focus on **total cost of ownership** (labor, inventory, 3rd party services, downtime, safety, etc.)

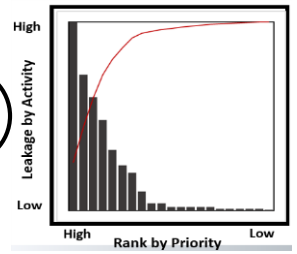
2



Workflow to Capture & Segment

- Clean, link & capture data from existing systems, **reducing time to value**
- Segment spend consumption by drivers: **activities, assets and teams**

3



Benchmark, Patterns & Insights

- Benchmark **peer-2-peer** expertise & provide **role-based** insights for:
  - Operations, Procurement, Supply Chain, Maintenance, Other Support Teams

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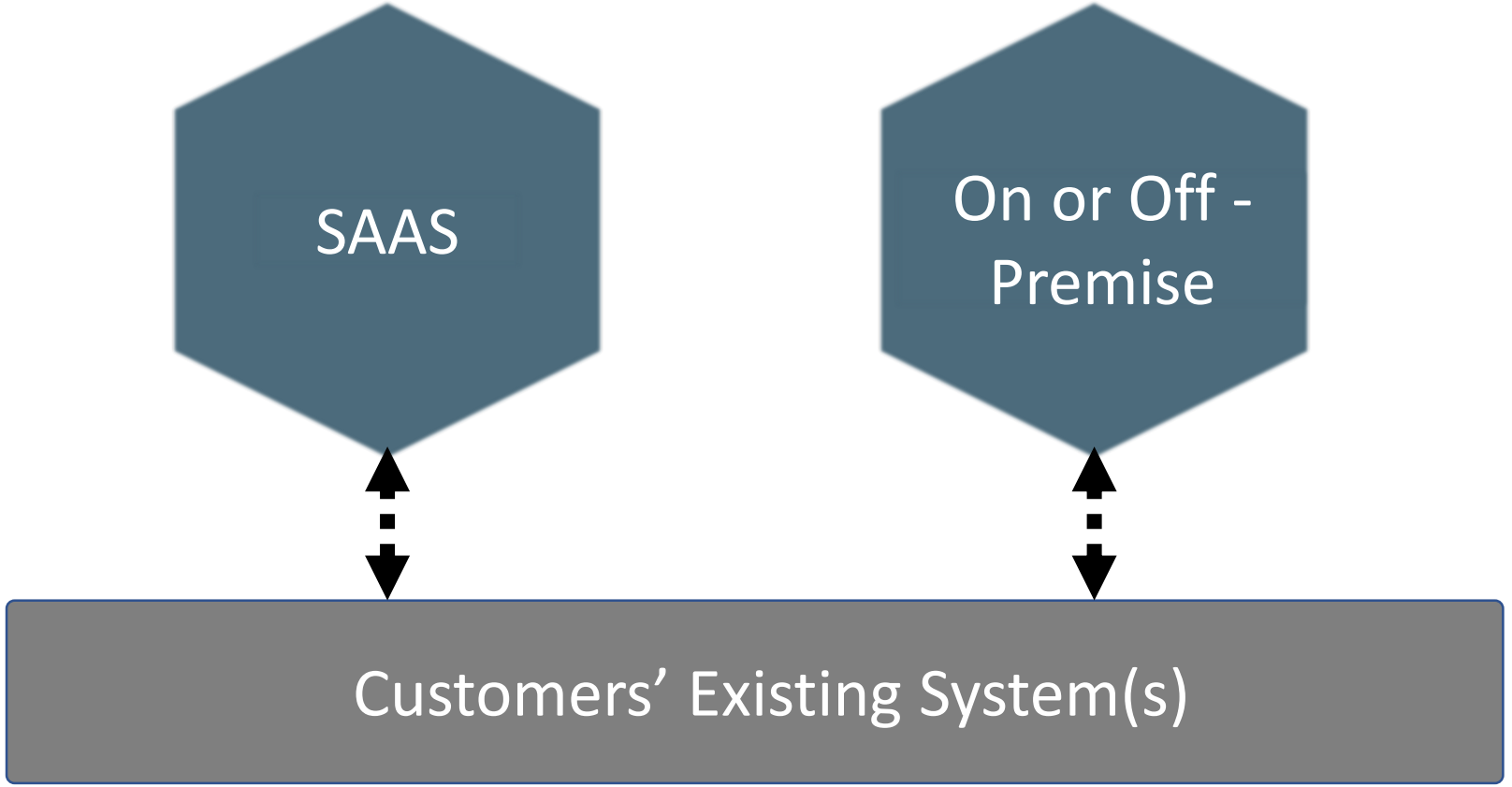
Sample challenge: Understand resource consumption drivers between similar units working on similar terms & program

Sample ARMOS Insights

Analysis at various levels of granularity:

- *versus peer group*
- *period over period trends*
- *event over event KPIs*
- *by asset type*
- *by function/resource type*

Thank you! Offering 2 ways to deploy ARMOS



ARMOS is 100% committed to our partner's success

Solution Delivery Process

Steps:	Owners*
1. Identify use-cases	LP, A
2. Map & improve current process	LP, A
3. Configure, customize & develop	A
4. Execute on pilot rigs	LP, A
5. Review & iterate	LP, A
6. Successful roll-out	LP, A
7. Post roll-out review – 3/6/12 month	LP, A

*Owners: *LP = Launch Partner; A = ARMOS*

Immediate Usage Benefits

- Front-line Dashboard
- Digital handovers for rig managers
- Billables: Track and invoice
- Payables: verify and pay
- Vendor experience rating
- Resource consumption vs. shrinkage

ARMOS sample use-cases

Use Cases	Stakeholders*			
	O	P	M	S
1. Balancing spend on inspections, upgrades, planned vs. unplanned spend across equipment	●		●	
2. Delay in uptime due to part stocking or technician availability	●	●	●	
3. Account for ancillary costs (downtime, logistics, 3rd party, HSE, etc.) by maintenance activity	●	●	●	
4. Inventory cost shift, consumption, sharing, shrinkage, refill rate and just-in-time premium	●	●		
5. Missed customer billing and over-payment on vendor invoices	●			●
6. Equipment failure is inherent or due to supporting equipment (causation)	●		●	
7. Impact of non-maintenance (indirect) activities on maintenance budget	●		●	
8. Price vs. Life (and replacement) on your consumable spend – peer-2-peer learnings	●	●	●	
9. Reduce noise due to contractual terms when analyzing maintenance spend	●		●	●
10. Rig manager acknowledgement of activities and POs – drive accountability	●	●		

**Stakeholders*: *O = Ops.; P = Procurement; M = Maintenance, Eng.; S = Billing, Acct. Payable, Analysis*