



We are a SaaS
provider ... **Power**
for your **People**

www.arnlea.com

Companies in the Energy industry need smart solutions for data collection and reporting.

Our Intrinsic software product suite makes inspections and asset management easy, while ensuring safety and compliance for companies operating in this industry. Why not switch to a Software as a Service provider and get rid of pens, paper, and complex Excel spreadsheets?

- You need tools that increase productivity in tracking, inspection, and maintenance
- You want a product that gives you visibility in the supply chain and inspection processes for greater understanding and better decision making
- Most importantly, you want to ensure compliance and the safety of remote employees, supply chain workers (warehouse, quayside, logistics, drivers etc..) inspectors, inspector supervisors and technical authorities that operate in your company





The good news is that you don't have to choose between the safety of your employees and efficiency. After all, these two are more connected than you imagine. We can show you how to increase productivity and improve employee engagement using data.

In the current digital landscape, for Oil & Gas operators and throughout the supply chain, you need to be able to gather, track and share data to ensure success.

It's time we had a more on-point conversation about Big Data and Digital Transformation, and how you can integrate a digital infrastructure into your existing processes. This guide will show you what SaaS providers like Arnlea can do for your business and how companies like yours can benefit from using industrial mobile software for asset management.

- Here's what you can read about in the next chapters:
- What benefits Arnlea software can bring for operatives, inspectors, as well as for supervisors, technical authorities and senior managers.
- How much time we need to integrate the new software within your existing systems.
- What internal resources you need to bring to the table during the process.
- How you get to save resources and increase asset management efficiency by using the Intrinsic software.

Will the implementation of Intrinsic be disruptive? Yes, it will. Is it worth the effort? We'll make sure it is.

We commit to be a trusted partner, and it's in our best interests that you get the most out of working with Intrinsic, whether you opt for IntrinsicEX, IntrinsicIM, IntrinsicMM or a combination of the three.

Spoiler alert! As you go forward with this Guide, you'll become aware of the fact that things don't always run smoothly with any level of digital transformation. Change is rarely a breeze in the Energy industry. However well prepared your employees, there are going to be moments of tension, deadlines, and long training sessions that might discourage even the best of us.

But change is necessary to ensure progress and cost savings. We'll guide you throughout the entire process and make sure nothing gets lost on the way. We'll build a tailored plan that is suitable for your company (and your company only), and we'll help you to implement it to the very last detail to make sure you meet your business goals.

Chapter 1

THE RIGHT TOOL FOR TRACKING, INSPECTION, AND MAINTENANCE IN THE ENERGY INDUSTRY

It's time for companies in our niche to set up new systems to enable automation and support increased efficiency across departments. Digital transformation can no longer remain a concept that looks good on paper. It took a crisis like the one generated by COVID-19 to bring this topic into sharp focus and show us that business success belongs to those who embrace change and take advantage of the latest technologies.



It's time for this industry to analyse the implications of using software to streamline routine activities, to have a holistic appreciation that we can use technology to identify the possible causes that slow down operations and fix them.

Proper change management starts with finding the right partners and integrating effective tools to substitute manual tasks. When you collaborate with people who understand the strategic needs of your business, you get to increase efficiency, ensure health and safety, and empower your employees.

You want to deliver the best possible solutions for your staff and your clients. And we're here to help. For tracking, inspection, and maintenance, you can rely on Intrinsic, a complete solution that can optimise mobility, data capture (such as RFID and Barcode), and asset management.

Intrinsic comes in three different modules:

- IntrinsicMM for Materials Management,
- IntrinsicIM for Inspections and Maintenance,
- IntrinsicEX for the inspection and maintenance of hazardous area equipment.

When you opt for our software, you get more than a tool. We're offering you a partnership with a global leader in industrial mobile software products. Our software is created to meet the needs of organisations operating in the Oil & Gas industry. We designed Intrinsic with companies like yours in mind, to help you build future success in the digital world. Let's see how you can benefit from integrating our software into your current systems.





Increased productivity in data collection

Intrinsic can help your workers work better and faster. At the same time, it permits you to gather valuable data, necessary when you're planning to continuously improve your processes and increase the efficiency of business operations.

If we look at hazardous area inspections and maintenance, here's how the teams of inspectors who already use our software benefit from our collaboration:

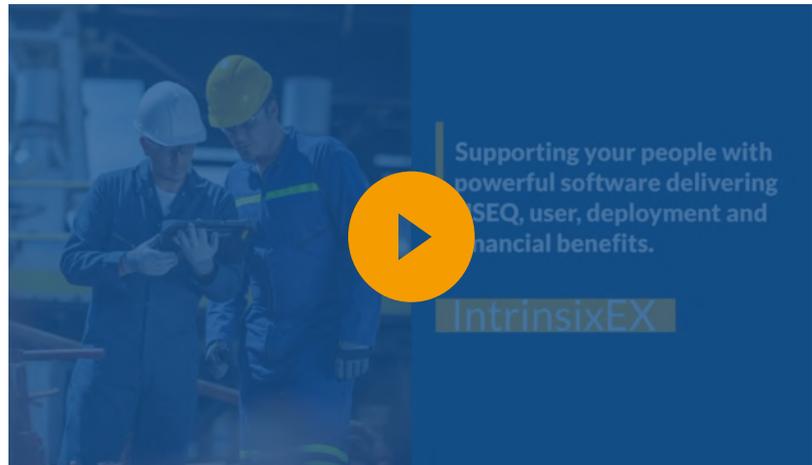
- IntrinsicEX can improve inspectors' efficiency by an average of 150%. Not only does the software boost productivity, but it also creates a greater sense of ownership during a campaign.
- Our RBI strategy can reduce inspection campaigns by up to 50%, which frees teams up to focus on other areas of responsibility.
- At the same time, inspectors get a full picture of RBI alarms and thresholds for individual tags, areas and work orders, which automatically improves inspector recognition and speeds up the process.
- The software gathers all data in one central location, which allows people to work and edit simultaneously, enhancing team productivity and uniformity of data recording.
- Moreover, IntrinsicEX reduces the risk of human error by using uniform recording methods, digital input and user-friendly displays.

Improved reporting

For many workers and supervisors, reporting can become a hassle. With so much data to write down and analyse every day, this activity eats up many working hours. Furthermore, it increases the levels of stress, as any missed information can have consequences on the health and safety of everyone on the team.

How does our software make reporting easy?

- IntrinsicEX generates real-time remedial notifications. These are raised and passed through your ERP with work orders, then passed back to handhelds to streamline the inspection process within planned inspection periods.
- The use of IntrinsicEX enables a quicker turnaround of faulty and ineffective equipment, which results in greater outputs for inspectors and the overall installation.
- All records are registered in your digital system in real-time and synchronised in and out of your ERP, which means you get to minimise the risks of inaccuracies, lost inspection information, and missing inspection requirements.
- The software improves visibility of your workflows, which gives your supervisors more control of safety and equipment integrity so they can ensure compliance with the latest safety regulations.
- You get to implement standardised inspection and reporting processes to speed up data interpreting, comparisons and understanding.



Data analysis for a better view of your business processes

Digital solutions give you increased visibility of overall business operations. It helps you analyse the tasks that your teams perform every day and control the procedures that permit your staff to complete every organisational goal in time. For companies in the Oil & Gas industry, it's also a cost-effective tool to ensure compliance in all environments, at all times.



Here's how Arnlea software can improve your existing processes:

- You can make data analysis more efficient, as you have access to accurate, reliable and consistent asset information, as well as to asset updated history easily and regularly.
- The usage of IntrinsicIM can reduce equipment failure and unplanned plant shutdowns by swiftly identifying problem areas before they become an issue.
- The system updates records in real-time when working in online mode.
- You overcome the challenges of working in difficult and remote environments. When working in offline mode due to no internet access, the system automatically updates itself once our devices find a safe internet connection. This way, no data gets lost.
- Overall, your teams save time, as the software streamlines production processes and provides up to the minute maintenance data and reports.

Improved decision making for Senior Managers

Here are some of the benefits that most of our partners have seen since using IntrinsicEX:

- You reduce inaccuracies and minimise the risk of losing inspection information and missing inspection requirements, thanks to the ability to record data in real-time and synchronise in and out of ERP.
- You eliminate most paperwork and carbon footprint, which brings cost-savings, traceability and progress towards HSEQ KPIs.
- IntrinsicEX enables standardised inspection and reporting processes, which speeds up data interpreting, comparisons and understanding, facilitating better management decision-making.
- You see better management with instant access to real-time analytics and reports to support organisational efficiency and performance.

Streamlined supply chain processes

Thanks to our IntrinsicMM, you gain greater visibility of logistics operations, including shipping. This brings a straightforward analysis of stock position on any given day for better control of SKUs and enhanced budget management. And that's just a small part of what our software can do for your company.

Here are some more benefits of integrating IntrinsicMM with your existing systems:

- Your staff can optimise stock levels to ensure a timely, planned in and out of stock according to use, not forecast.
- You increase the accuracy and traceability of inventory to provide an invaluable audit trail for financial and HSEQ requirements.
- You reduce shelf life by making the older stock more visible and eliminating guesswork (you use resources in order of shelf life rather than proximity or order of arrival).
- You lower stock volume and, consequently, use smaller stock values and less warehouse space so that planning, budgets and financial management can be done with accuracy, saving time and money.

Our teams of experts can help you find creative solutions that can dramatically improve your current business processes and empower your people. It's time you go the extra mile to ensure safety and compliance while saving time and money. You, too, can carry out inventory management and inspections using the latest-innovative software and replace never-ending Excel reports with a cost-effective reporting tool that improves consistency in processes and data.

In the next chapters, you'll learn how you can integrate Intrinsic with your current processes to improve overall user experience and gain more value from digital transformation.

Chapter 2

THE CHALLENGES OF IMPLEMENTING SaaS SOLUTIONS

In the previous section, we've discussed the multiple benefits of switching from pen and paper to SaaS solutions for tracking, inspection, and maintenance. Now that you know why such a move is necessary, it's time to see how you can implement this new system to meet your business goals.

Before we dig into the details of implementing Intrinsic, you should know that some of the processes in which you'll be using the software are likely to change from what you're doing today. And that's not a bad thing, especially when you're looking to improve operational excellence and asset integrity and, at the same time, reduce operating costs.

That's why our approach involves starting with an open mind about what the different solutions might be, before narrowing down on something specific. Our buying process can take as much as 15 to 18 months, time that is necessary for trying different options before choosing the best solution.

We put energy and effort in developing something to meet the specific needs of your staff, rather than following a tried and tested method that is less likely to work for you. It helps us to consolidate a close relationship with our end users to get insights first-hand, and we build in their feedback as well as our own observations.

We'll adapt most of the process so that your staff is familiar with the system. However, your employees will also have to learn new things. Some past activities need updates to keep up with the digital era, and we'll discuss all possibilities to come up with a setup that helps you meet your goals.



The roadmap of a well-organised implementation

A successful SaaS implementation starts with understanding your current systems and your goals. So, in the beginning, we'll document your processes to come up with the most appropriate solutions for your company.

We'll go through all your existing procedures to analyse how you inspect, measure, report, and evaluate your ex equipment, maintenance systems or inventory tracking. It's a job that Arnlea's Business Development and Technical teams take pretty seriously, as the success of the entire project depends on it. We want to create a system that fits in with the rest of your organisation, to make things run smoothly.

To ensure the success of the project, you'll be encouraged to assign a project champion--a single person or a team - who will work closely with our experts to personalise and map every step of the implementation process.

By creating a team of experts from your business and ours, we'll be able to understand how a SaaS implementation impacts every department in your company and how your staff can handle every change to ensure a smooth transition. The roadmap enables our teams to meet the set goals and respect the schedule and the budget.

Bringing the results

For a well-organised implementation, we'll need you to lay out what you expect to achieve by adopting Intrinsic. We'll want to get an idea of what success looks like for you and what areas you're planning to improve by switching to our software. We'll also help you to set realistic expectations and build a timeline for your project.

We'll make all decisions together, and we'll need you to support the change and help us to educate your teams about our software. We'll define all tasks and responsibilities along with your champion to make sure that every action we take is in line with your business goals.

We don't work with standard lists of tasks, as every company in the Oil & Gas industry is different and has specific requirements. Depending on the scope of the project, we could collaborate with an internal project manager, the IT department, and even stakeholders to help your staff understand the benefits of digital transformation.

Technology isn't a solution to a company's problems without a well-organised implementation. We take time to grasp our clients' strategic needs and then work together to make sure that every single user receives the best possible solution for doing their jobs in a safe working environment.

Chapter 3

INTRODUCING USER EXPERIENCE (UX) TO THE OIL & GAS INDUSTRY

Intrinsic was created to address all categories of users, from warehouse operatives to inspectors to technical authorities to senior managers. If everyone in your company is comfortable working with our software, we can expect its full adoption across your organisation. That's why we changed our approach and made our software more accessible to end-users, regardless of their level of access or position.

Many SaaS providers in the Oil & Gas industry concentrate more on the tasks that a user needs to complete, and care less about the actual interface. To a certain extent, we were the same and didn't focus enough on one of the most crucial elements and it meant that previously, all users would experience performing their tasks within our software in the same way, from inspectors and inspector supervisors to senior managers. Now in this conversation, we include how every employee in your company will benefit from a user-friendly interface, alongside the HSEQ, financial value, and more efficient operational levels.

A user-friendly interface has significant benefits for staff morale, productivity and user enjoyment. By adding this feature, we've ensured that people are confident in their skills and are more willing to use the software, which leads to better performances. Thanks to over 25 years of intelligence gathered from our customers, we were able to create something that is world-class and possesses a UX/UI that makes using our software incredibly easy. We're confident that this combination is the winning formula that both you and your staff are looking for.



User experience and user interface, software priorities for Ex inspection

It will be no surprise to you that many inspectors and supervisors in the Oil & Gas industry aren't software engineers; some aren't even tech-savvy. So, it's vital for software to be intuitive and easy to use if you want to help your employees embrace digital transformation.

If change comes with the hassle of learning to operate complicated programs, your employees will become slow, make errors, or even refuse to accept the new tools for fear of not being able to carry out their tasks properly. Intrinsic isn't another of the old options that were once dominating the Oil & Gas industry. We come with a new service, that's cloud-based and user-friendly, to provide what you truly need for increased productivity and improved employee engagement.

Our design and technical teams have created a product that offers the best experience for all your people, using the best approach available. We've chosen to address the specific needs of our end-users, making it easy for everyone to be productive and work in a modern and effective workplace both in online and offline modes.

Not only does Intrinsic increase productivity in tracking, supervision and reporting, but it also boosts job satisfaction across departments. Our colour codes in IntrinsicEX, for example, were created to assist users in making informed decisions and reduce the risk of human error. It's something incredibly simple, yet very powerful that helps people visualise problems and prioritise their interventions to ensure safety in hazardous locations.

Our customers have felt the difference that this approach has made to their business. You, too, can benefit from implementing user-friendly software and systems, and we can guide you in this journey.





Chapter 4

The right time for digital transformation

Digital transformation goes beyond getting rid of the pen, paper, and complicated Excel files. It's even more than having a server in the cloud for data storage. It means reshaping workflows and business processes to make room for automation, standardisation and increased efficiency.

For now, in the Oil & Gas industry, digital transformation enables web reporting and implementing a series of specific task protocols, but this is just the tip of the iceberg. As we develop more intuitive products and services, we get to reshape the industry.

We have the opportunity to build a digital infrastructure to capture, analyse, and use data effectively to inform decision-making and work practices across your entire business. We're getting closer to making educated predictions and developing successful data-driven strategies to enhance client productivity, operational efficiency and resources.

Digital transformation creates the premise for sharing data with other entities, including competitors, for mutual financial benefits. It enables companies in the industry to empower their employees and, at the same time, build a solid foundation for the future growth of an entire industry and its verticals.

Understanding this new language is essential if you want to meet market requirements, take your own clients to the next level, and help them overcome their own digital prejudices.

SaaS solutions open up a series of business opportunities that would otherwise have remained out of reach. Things like predictive failure analysis, identifying best-value suppliers or the surplus available product, become the new norm. They're the result of getting visibility into your systems and a better understanding of business procedures.

There are still many challenges for the companies in this industry who choose to quit traditional processes for SaaS. But, with the new reality caused by the COVID-19 crisis, it's imperative to start thinking about how the Oil & Gas industry can keep up with the rest of the world.

The future of digital transformation is already happening, and we're here to support you and your employees on this new journey towards success.





Accreditations and Memberships



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