

Context and business strategy



BUSINESS CHALLANGES



- Multiple technical and economic factors place tremendous pressure on EPC executives today due to increasing:
 - Project complexity
 - Market competitiveness

CORPORATE STRATEGY:



Target: obtain a rapid increase in performance and profitability

Drivers:

- Reaffirm and optimize the operational integration between Company business disciplines
- 2. Ensure an emphasis on the individual project phases (Engineering Procurement Copnstruction) maximizing the synergies among them to obtain full effectiveness and efficiency in the commercial area and during project execution

ICT SUPPORT



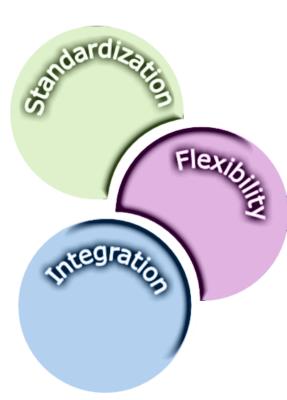
- Provide value to business considering the following drivers:
- Corporate strategy based on products, decreasing dependence on further reorganization
- 2. Standardized and integrated approach to guarantee cross product information analysis
- 3. Focus on information (integration, quality, detail, automation)

Define Optimization Guidelines based on Standardization, Flexibility and Integration approach

Optimization guidelines



- Identify the possible standardization level to be applied cross product lines life for guarantying:
 - Governance, planning and forecast
 - Information reliability and accuracy
- Define the necessary flexibility level to be provided to each product line for guarantying:
 - Compliance with different specific product characteristics
 - Operation effectiveness despite of different client requirements and production phases
- Identify the required level of integration at information and toos level for guarantying:
 - Alignment to business strategy (i.e.: modular onshore, multi-site projects)
 - Collaboration among business lines in order to leverage experiences and competences



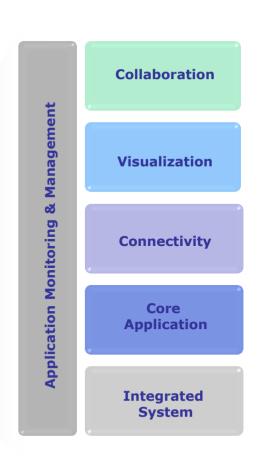
Best practices to select technical solution



Considering our experience and best practices, a reliable suite has to be based on the following guidelines:

- be designed to take advantage of the latest thinking in Enterprise Architectural Integration Design
- enable technical extensibility using a modularity to minimize the impact to add new functionalities
- allow Total Cost of Ownership reduction optimizing the number of software/hardware used into the platform
- enable a consolidated view to monitor relevant KPIs

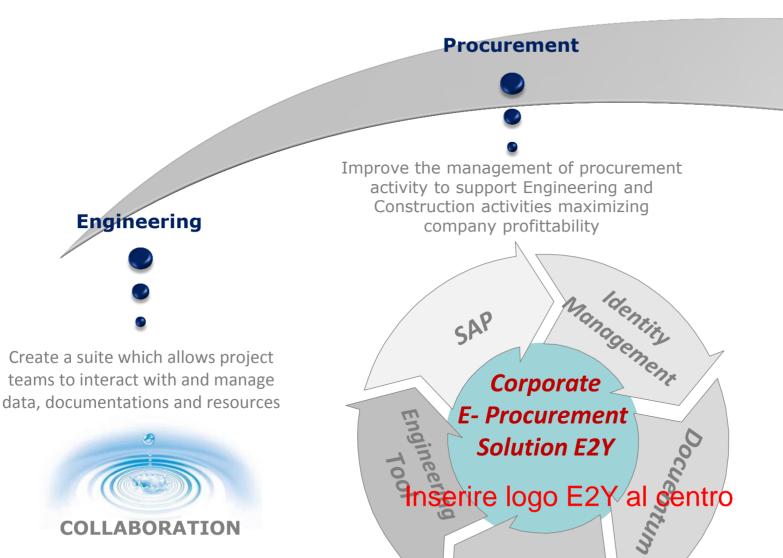
Considering these guidelines, our approach is been to identify a standard solution based on a six layers framework enabling the development of integrated and fully industrialized suite that cover all procurement life cycle



Integration Guidelines

COLLABORATION





BVD

Construction



Solution allow department to manage contract and material availability to optimize construction activities planning



Ict-business project approach



 Companies is not competitive in extensively manage direct hiring due to technical and procedural specific competences and lack of resources and knowledge of the solutions

Project approaches range

and methodologies

• Inserire le ragioni per cui non va bene far fare tutto ai consulenti

Full Consultant

outsourcing

- Ability to execute
- Strong capabilities on specific thematics



Internal Direct hiring



Ability to influence decisions, dealing with selected business partner with its own knowledge and expertises

- Ability to control/supervise
- Strong share company strategic objectives





