



BUSINESS CHALLENGES



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

CORPORATE STRATEGY:

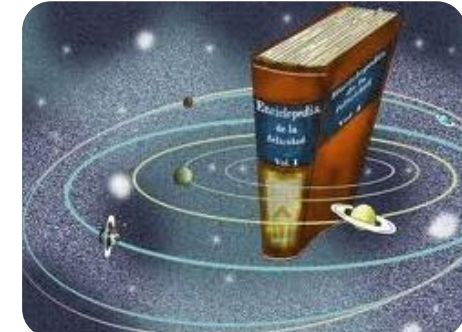


Target: obtain a rapid increase in performance and profitability

Drivers:

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

ICT SUPPORT

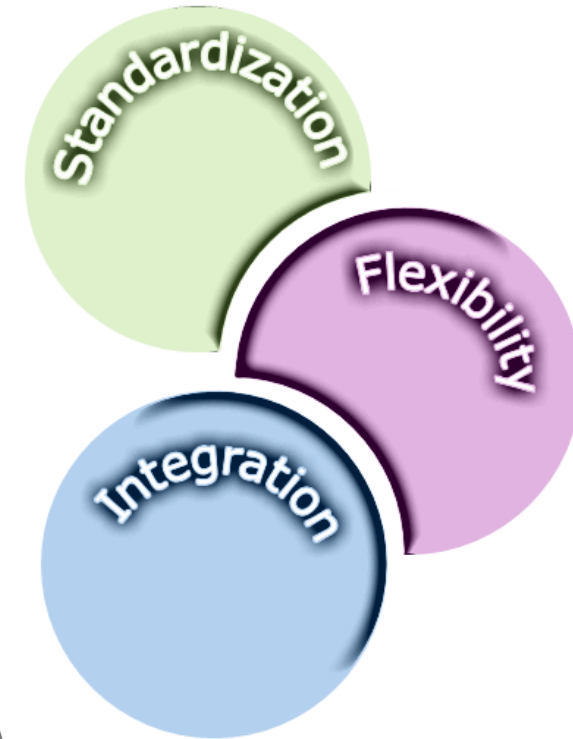


- Provide value to business considering the following drivers:
 1. Corporate strategy based on products, decreasing dependence on further reorganization
 2. Standardized and integrated approach to guarantee cross product information analysis
 3. Focus on information (integration, quality, detail, automation)

Define Optimization Guidelines based on Standardization, Flexibility and Integration approach



- 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 tools 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

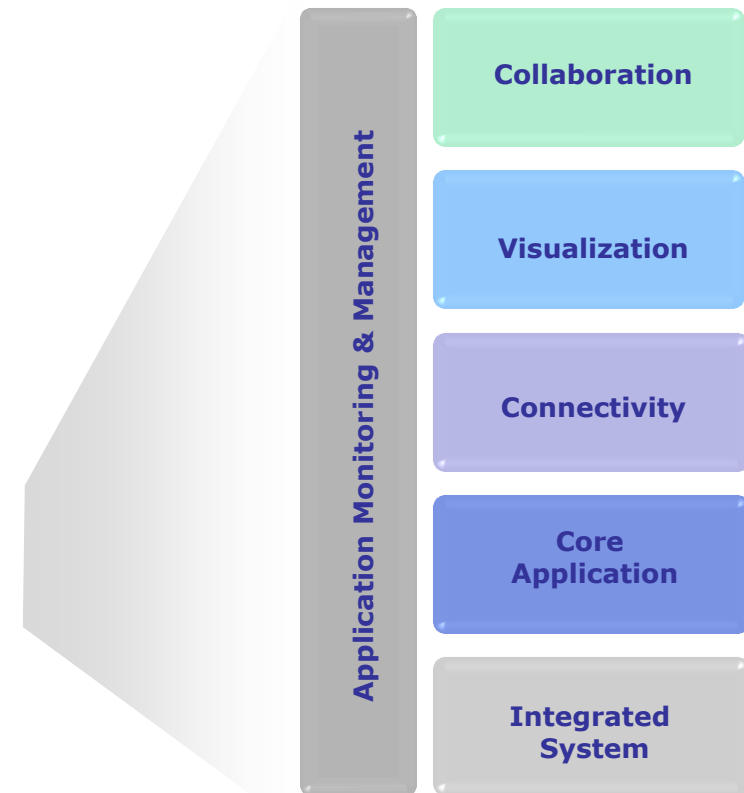


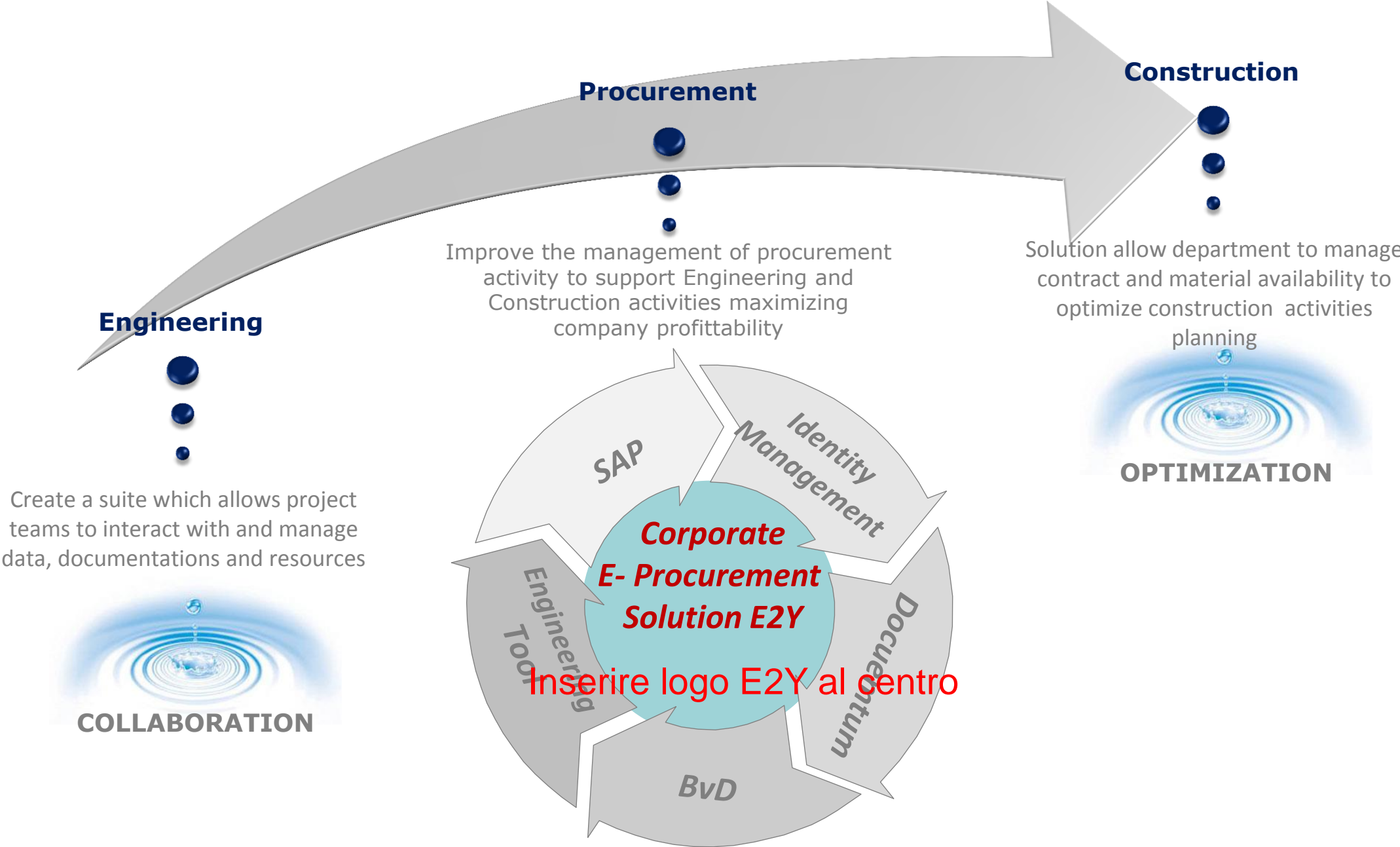


Considering our experience and best practices, a reliable suite has to be based on the following guidelines:

- 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**

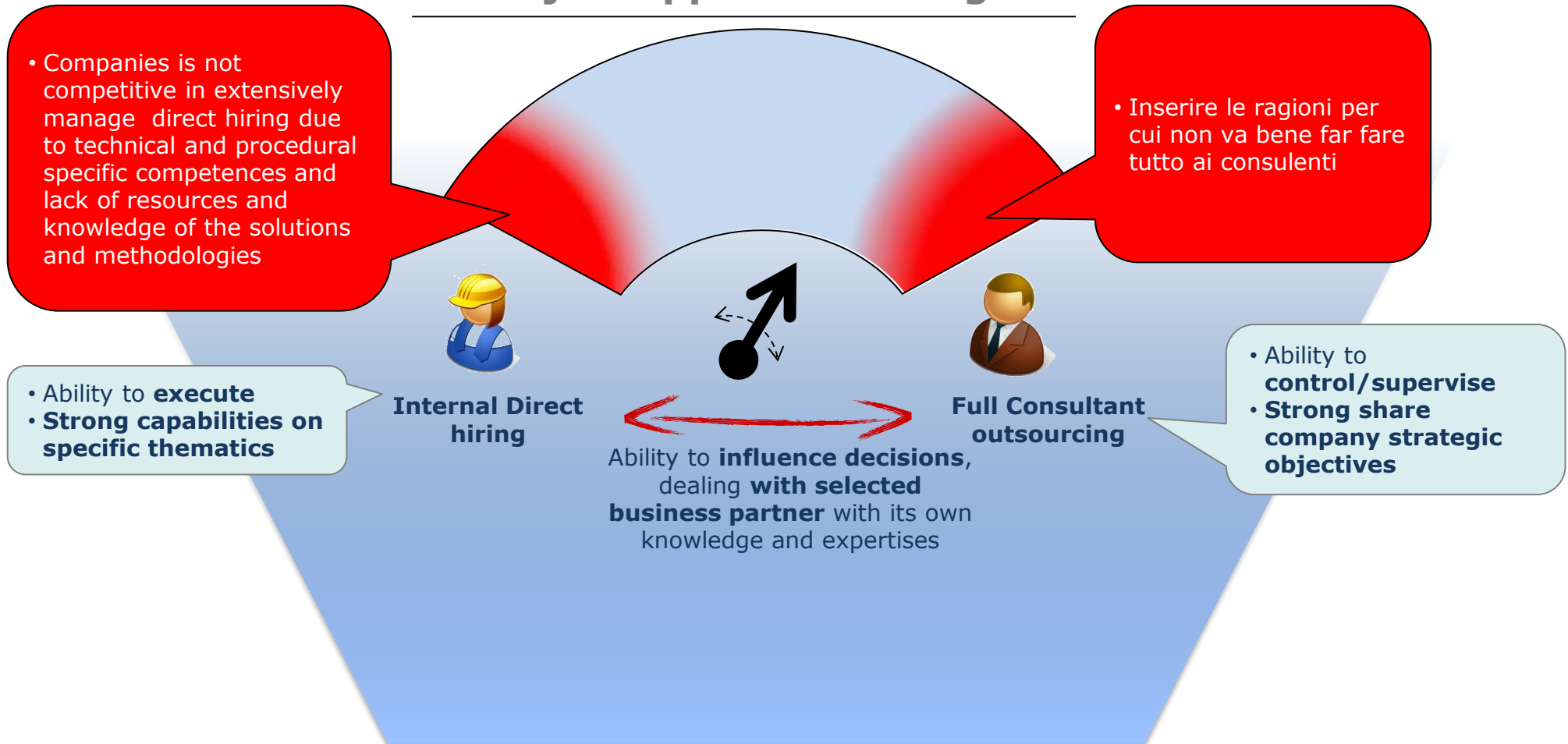
Considering these guidelines, our approach is been to identify a standard solution based on a six layers framework enabling the development of integrated and fully industrialized suite that cover all procurement life cycle







Project approaches range



ICT

