

Access Pipeline

Case Study



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- Melissa Gillespie, manager of accounting and procurement

Executive Summary

A growth explosion in the oil and gas industry ignited operational spending – **170% over five years** – for Access Pipeline, a joint venture of MEG Energy Operations and Devon NEC Corporation. Microsoft Dynamics GP and WennSoft Signature provided the platform to support its expanding operations.

Results:

- WennSoft and Dynamics platform supported a **44% increase in operational spending over three years without increasing staff**
- Extended business solution via SV solutions to accommodate business growth
- Improved reporting, tailored to the business

Number of locations: 4

Number of employees: 222

What Access Pipeline does:

Builds and operates pipeline systems that provide access to markets for its owners.

Partner Info:

Calow & Associates Management Consultants Inc. www.calow.ca

Access Pipeline—On the Grow with WennSoft

Describing the Access Pipeline business isn't simple. It is a pipeline business, a construction business and an operations business. But most of all, Access Pipeline is a growing business and it's doing so in the high-paced, ever-evolving oil and gas industry. In fact, the increased production supply from Canada's oil sands drove one of Access Pipeline's largest pipeline projects to date—construction of its \$900M Northeast Expansion (NEX).

A joint venture between MEG Energy Operations and Devon NEC Corporation, Access Pipeline builds pipelines and operates them on behalf of the two organizations. Additionally, it builds terminals, pump stations, water crossings and other projects common to the business.

Refining Processes

When Melissa Gillespie, manager of accounting and procurement, joined the business in 2011, the five-year-old organization was already on the grow, but restricted by its manual procurement processes. Because Access Pipeline has to manage both the ongoing costs associated with operating a pipeline as well as the project costs associated with its various construction activities, it needed a better way to manage and track those costs.

"Because of the level of activity we had, we needed to start segregating and separating all projects we were working on—both for processing approvals and to track costs for the individual activities," recalled Gillespie. "The manual processes we were using just weren't working."

Enter WennSoft Job Cost. Access Pipeline uses the Job Cost module to track all of its activities whether it's an AFE (Authorization for Expenditure) or an operational cost.



"Job Cost has allowed Access to track project costs using a cost breakdown structure unique to this side of the business, and also house the operating costs unique to operations," noted Gillespie. "It has the flexibility to accommodate cost tracking for both aspects of our business, while still meeting the reporting requirements of a Joint Venture."

The company needs to track from 150-200 jobs per month on an ongoing basis. So Gillespie, who had experience with Dynamics and WennSoft prior to joining Access Pipeline, knew the system they had in place could help them better manage these costs. "You definitely need some kind of tool to separate those costs and know how you're tracking against the budget. WennSoft Job Cost has helped us to track that information better than we were able to do before."

Gillespie now is looking ahead to determine how they can further expand the coding structure to sort the data for additional insight and reporting requirements. "With some additional changes we'll be able to mix and match the data the way we want to see it – that might be by owner, by location or even as an all up view of Access Pipeline's entire business," noted Gillespie.

A Platform for Production

One of the biggest advantages that Gillespie sees with the Dynamics and WennSoft solution is its extensibility – an important factor for a business that's growing leaps and bounds. "Dynamics GP is a good platform to build on," commented Gillespie. "As our organization grows, it provides the ability to expand and have add-ons to support unique requirements as they arise. WennSoft Job Cost and ReQlogic for procurement are perfect examples of that." Next on the list is an advanced budgeting solution and Gillespie knows there are a number of viable options available.

"Having a foundation that allows for that kind of flexibility is one of the most advantageous things I've seen about it [Dynamics GP]," said Gillespie. "If we aren't able to afford the likes of an SAP, we know we already have something in place that we can expand on."

A Partner Through Growth

Microsoft Gold Partner Callow & Associates of Calgary, Alberta, Canada has gone through the growing pains right along with Access Pipeline, providing the team with insight about how to get the most out of the system and how add to it. Their partnership has been instrumental as the company has grown and evolved. "They have a breadth of knowledge," noted Gillespie. "In fact, the amount of knowledge that the people in their organization have about the software and about the other add-ons that are available and the endless possibilities that they offer is just fantastic."

“ *Having the WennSoft product foundation, with its ability to work with other systems and integrate to and from them, is advantageous for us. We can't spend the millions of dollars needed to move to an SAP, so the flexibility of the WennSoft and Dynamics GP platform gives us something we can expand on.* ”

- Melissa Gillespie, manager of accounting and procurement



For more information on WennSoft solutions please go to www.wennsoft.com