



Field Squared



**FIELD SQUARED CASE STUDY:
GREAT PLAINS GAS
COMPRESSION**

Field Squared Provides a Hyper
Configurable Mobile Workforce Solution
to the GPG Corporation.

By utilizing the Field Squared mobile workforce app, Great Plains Gas Compression has seen a significant increase in **field operation efficiency, asset optimization and strategic reporting**, enabling them to take a unique position in the Oil & Gas service industry.

Background

Great Plains Gas Compression, established in 2001, is a Kansas-based Oil & Gas services group specializing in packaging for both rotary screw and reciprocating natural gas compressors. The president of the company, Jim Wilson, is a pioneer in the market, assembling some of the first compressor packages released in the United States. Offering both custom-built equipment and maintenance & repair services, Great Plains Gas became the industry leader in compression equipment management.

As the operation grew it became challenging to manage higher volumes of work orders, payroll, and billing in a timely

manner. All work tracking in the field was paper-based, reporting was not comprehensive or efficient, and there was limited visibility into field work processes. Something needed to change. As a niche services group with unique workflows and documentation, Great Plains Gas knew their solution had to be just as unique.

Problem Identification

Great Plains Gas was looking to increase efficiency to maintain profitability as a services provider in the O&G downturn. After a thorough review, it was determined that the primary goals of Great Plains Gas were:

- (1) increase visibility into field operations
- (2) streamline reporting
- (3) utilize real-time data to optimize assets in the field
- (4) expedited invoicing and billing of all clients

William Morgan the project manager noted, "There has to be an app for that!"

After researching energy-specific solutions, William found a large gap in the market for mobile workforce app solutions specific to Oil & Gas.



Off-the-shelf apps didn't comprehensively address their needs. Most options provided solutions to one or two of their goals, but none seemed to offer the complete specifications required for Great Plains Gas to continue to operate without disrupting their existing processes.

Field Squared was differentiated by providing the full breadth of functionality and ease-of-use, at a competitive price. "We wanted to eliminate some of the forms and make the process more efficient." With configurable forms, online/offline use, fully-configurable reporting, and real-time asset analysis Field Squared was able to offer exactly that.

End-to-End Field Visibility

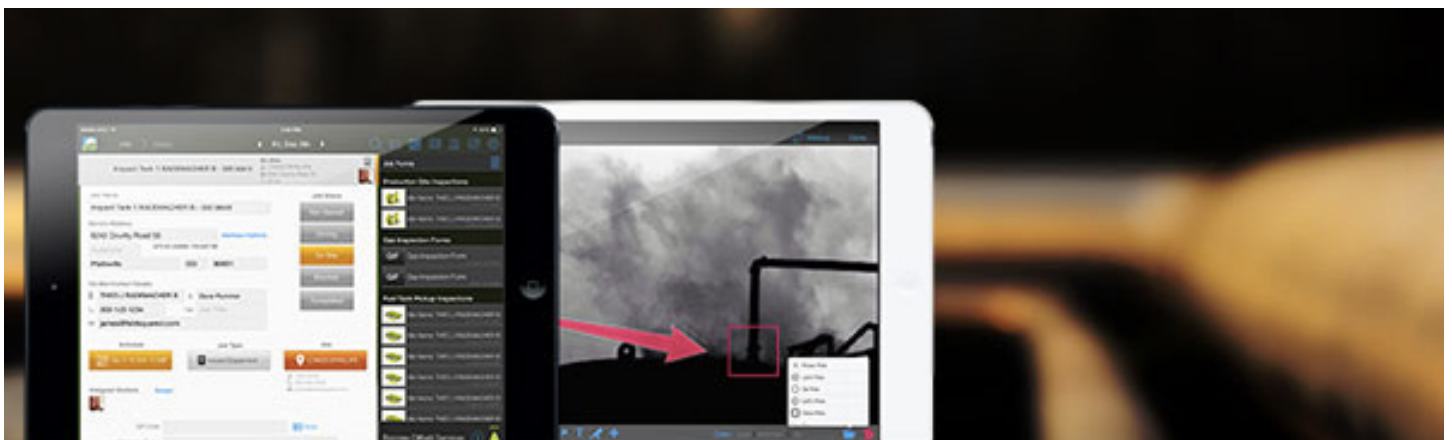
As a company with many clients, each with multiple assets, and distributed field workers managing those assets, there was a dire need to increase visibility into field operations. The existing process of paper-based forms containing potentially inaccurate or incomplete information, and delayed access to that information was not a sustainable solution for their operations.

"All information is legible, no one has to translate or convert the forms, and the mountains of backlogged data never has to be re-entered."

William Morgan, Implementation Specialist

Great Plains Gas has approximately 50 field-based mechanics with the potential for 12 paper forms generated per day, per mechanic. With the Field Squared solution, that has been consolidated to 6 digital forms that don't need additional processing or validation. All information is legible, no one has to translate or convert the forms, and the mountains of backlogged data never has to be re-entered.

With fully-configurable forms, custom fields, and real-time data sync they have found several completed work orders that, Morgan notes, "[before Field Squared] would not have been billed otherwise". A larger percentage of forms are being filled out correctly using tablets over paper-based forms. In a matter of three months



they went from 30% not being filled out properly to 10% not being filled out properly. Because it takes less time to input data and certain form fields auto-populate with real-time information, the field mechanics are more inclined to complete the forms.

Morgan also noted that many of the mechanics at Great Plains Gas have never used a tablet before.

Some didn't even use email.

"All my field techs -- even the ones that

aren't tech savvy are in the field using this app and are very comfortable with it".

With both an intuitive user interface on the mobile app and an easy-to-use backend with drag & drop forms building, the mobile app has been easy to integrate in the field and at headquarters.

"We've seen over a 4000% increase in productivity since rolling out Field Squared."

Streamline Analytic Reporting

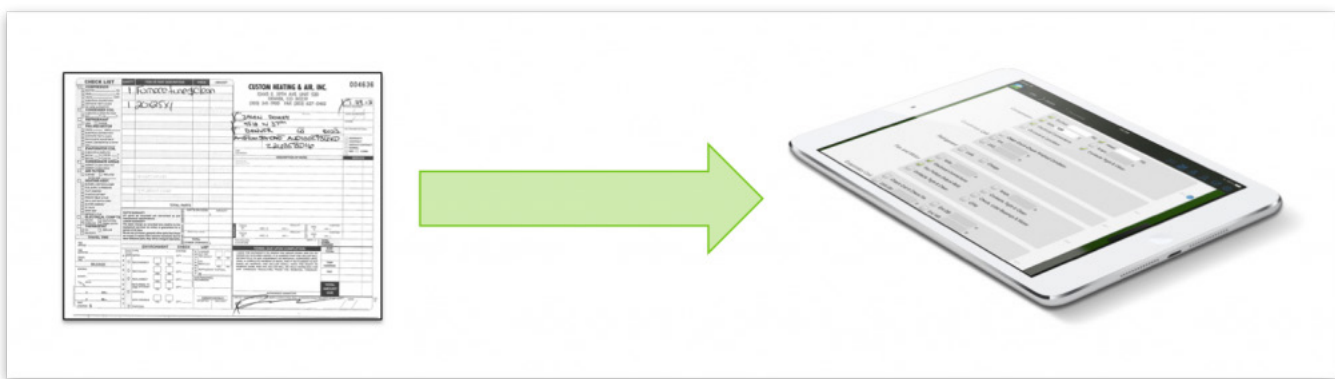
As a services company, reporting is essential to process payroll, invoice customers, and meet regulatory standards. As a 100% paper-based company, it was challenging to get financial statements on a timely basis. Antiquated reporting procedures, such as mailing or faxing forms into headquarters and manually entering

data into backend systems, added another two weeks to the billing cycle. "We were at a point where we couldn't close the books until 15 days after the end of the month".

With automatic time tracking payroll can be processed in less than half the time. "Our payroll process took about 3 days to complete. Now, one person can do it remotely in about 30 minutes."

Improved Customer Service

Customer experience has increased dramatically too. "From our customers' point of view, we have received several compliments on how nice it is to have all the documentation that is required



right on site". From real-time work order tracking to safety documentation, mechanics have any information a client could inquire about, right at their fingertips.

Prior to using Field Squared, over a span of just a couple months, Morgan found 200 billable forms that were left incomplete. Because the increase in quantity and quality of data, customers are able to be billed right at the end of the month. Morgan said, "[Field Squared] enhanced our ability to bill customers, mitigate liability, and record and validate what work was being done by our mechanics".

Real-Time Asset Optimization

Better reporting, real-time access to information, and the ability to pull out data and trend over time allows Great Plains Gas to better manage assets in the field and increase operational efficiency.

Each job site requires oil on a regular basis. The oil sits in tank next to the unit. If the oil

“Based on the initial rollout, we have already saved an annual amount of \$250,000 in overhead costs.”

level gets too low and runs out, then it causes problems and starts hemorrhaging money. With real-time asset monitoring, Great Plains Gas has optimized reporting on those units, getting oil refilled in a timely manner and eliminating unnecessary downtime.

Additionally, the elimination of data re-entry and reduction of form processing has cut down on excessive administrative work. With the app, office resources are being used more strategically. It now only takes two people to do the back-office work freeing up resources to focus on the growth of company operations.

After taking a look at operational processes and eliminating unnecessary forms, they've streamlined their administrative work so efficiently that now they only require 4 secretaries. This has allowed their support secretaries administrative task to focus on other necessary tasks, allowing Great Plains Gas to save in overhead costs.

Conclusion

Although the mobile app has only been deployed for a few months, Great Plains Gas is already seeing significant changes. They are excited about the positive feedback from clients as well as the ease of integration into the workflows of their distributed teams.

William summarized his experience as "I'm very pleased with the results so far and looking forward to the additional features coming out. I'd definitely recommend Field Squared to another company".

