

## ABOUT KOPAC CONSULTING, LLC

### *How is Kopac different?*

Kopac Consulting is a Houston based company providing solutions to energy related companies in North America. Our leadership has more than 20 combined years of consulting, professional accounting, and industry experience. We are measurably improving companies with disciplined thought and impeccable execution.

### *Energy Industry Expertise*

Kopac offers specialized energy expertise across multiple segments including geological and geophysical; oilfield services, exploration and production; transmission and distribution; refining and marketing; power generation, regulated utility and deregulated retail energy providers; and trading and marketing.

### *Innovative Services*

Kopac Consulting provides three ground-breaking solutions for lowering costs, increasing revenues and assessing business value:

1. **Supply Chain Management** - Our SCM solutions support key systems such as: Supply Chain Risk Management, Process Improvement, Strategic Sourcing, Inventory Control, and RFID.
2. **Revenue Assurance** - Our proprietary Revenue Assurance Control Desk (RACD®) solution
3. **Managed Project Solutions<sup>SM</sup>** - Special project management and technical support for your accounting reconciliations, implementations, recoveries, and due diligence support

### *Commitment to Success*

Kopac's consultants will exercise individual initiative in developing solutions to meet your needs. Our consultants are trained to make value judgments. They will separate the essential from the non-essential and prioritize their time and attention to tackle the biggest problems first.

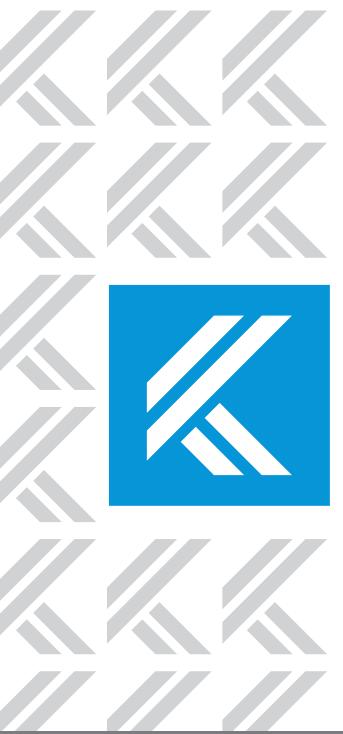
Kopac only hires experienced proven problem-solvers. All full-time employees have a masters or professional degree, a CPA or another professional designation, extensive energy industry experience, and professional service firm experience.

### *Integrated Perspective*

Kopac believes successful business improvement must integrate throughout your entire organization. Any new solution must work harmoniously with your organization's current Operations, Accounting and Finance, and Engineering departments.

### *Integrity and Confidentiality*

Kopac adheres to strict business conduct and industry standards of confidentiality. We will complete your project expeditiously. When you engage Kopac, you enlist a partner. You should expect our help to permanently improve your business. Your company will receive what it needs to prosper.



## Supply Chain Services<sup>©</sup>

*Targeted Solutions for Success*

[www.kopacconsulting.com](http://www.kopacconsulting.com)

Kopac has offices to support the Oil and Gas Industry.

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# SUPPLY CHAIN MANAGEMENT

Kopac targets 10% savings and improved compliance



## Supplier Management:

- Maverick Spend (Non-Compliance)
- Spend Under Contract
- Strategic Sourcing
- Contract to Invoice Savings
- Market Price Visibility
- Make vs. Buy
- Rebates & Discounts
- Expedite Charges
- On-line Buying
- Vendor Master Data/Fraud



## I. Planning & Forecasting



## II. Supplier Management

## Control

- Count Accuracy
- Reserves: E&O
- Standard Costing
- Physical Control
- Book-to-Physical Adjustments

## Optimization

- Reorder Point
- Safety Stock
- Lead Time



Kopac targets 3-5% in improved cycle time and throughput

- Asset Utilization & Throughput
- Service Delivery Model
- Cost of Quality
- Lean Techniques
- Constraint Management



## V. Accounting & Information Management

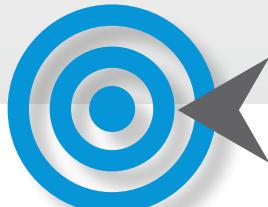
- E-invoicing
- Procurement Cards
- Dynamic Discounting
- AFE Management
- Reporting, Metrics, and Benchmarking
- Industry Practices

KOPAC targets a 5-15%

improvement in forecast accuracy resulting in better working capital and asset management.

Key areas targeted for savings include:

- Sales & Operations Planning
- Forecasting Accuracy
- Capacity Planning



## Current Inventory

- Other Exposures
- Shrinkage
- Obsolete Stock
- Excess Stock
- Safety Stock
- Required Stock

At Risk

Opportunity for Inventory Control Tools

## Inventory Goal

- Kopac Targets Savings of 5%-15%
- Other Exposures
- Shrinkage
- Obsolete Stock
- Excess Stock
- Safety Stock
- Required Stock

Opportunity for Inventory Optimization Tools and Techniques

WHAT YOU CAN EXPECT

- WORLD-CLASS PROJECT MANAGEMENT
- INDUSTRY AND FUNCTIONAL EXPERTISE
- CUSTOM SOLUTIONS IN PROCESS, SYSTEMS, AND CONTROLS
- RESULTS