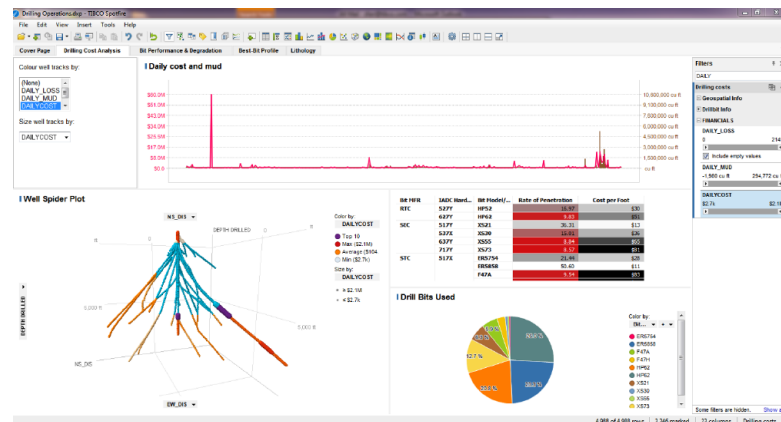


# TIBCO Spotfire in Oilfield Services

There are literally hundreds of TIBCO Spotfire® applications, and thousands of Spotfire users within the oil and gas industry who are consistently finding new and illuminating methods of exploring and exploiting their vast stores of data. Business and technical users have added significant value to their organizations by using TIBCO Spotfire to combine data from multiple sources (historical, real time, structured, and unstructured) and perform pure ad-hoc analytics, driven on-the-fly by their own knowledge, intuition, and desire to answer the next question. TIBCO Spotfire makes it easy to build simple to advanced analytic applications on datasets of virtually any size and deploy them throughout an organization. Oil field services companies benefit from using Spotfire analytics across their organizations—from technical use cases to cross functional areas such as HR, finance, and health, safety, and the environment. Spotfire helps to drive down costs through rigorous analysis at every stage of a delivered service.

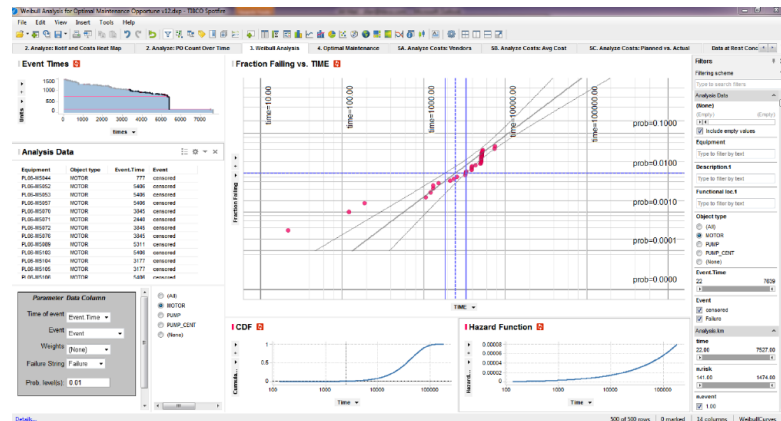
## CHALLENGES IN OILFIELD SERVICES

Oilfield services companies are the backbone of the oil and gas industry. To meet growing global demand, they must keep pace in an ever changing and competitive environment. They must maintain laser focus on their customers and improve performance and efficiencies while continuing to innovate as their customers work to drive down prices.



## Keeping a tight rein on drilling costs

While technical advances in drilling and completion practices have revolutionized the oil and gas sector, the techniques are also service intensive. These new practices, along with a general move to outsourcing, has resulted in a shift in the supply chain and greater reliance on oilfield service companies. Responding to this shift, oilfield service providers have looked to complement their offerings, expand their vertical reach, attract new customers, and expand into new markets. But collaboration is key—and collaboration based on shared analytics will help both the service provider and the operating company monitor improvements and streamline the review process.



Understand machine failures and optimize maintenance scheduling

## WHY SPOTFIRE

TIBCO Spotfire helps business and technical users in oilfield services companies analyze vast amounts of data in an intuitive, visual environment, allowing them to spot trends, outliers, anomalies, threats, and opportunities to make faster, better decisions. Oilfield services companies use Spotfire to:

- Analyze NPT events caused by waiting, equipment failure, or well bore issues for root cause to minimize cost and time overruns and improve reliability, resulting in greater customer confidence.
- Optimize drilling and completion methods by evaluating large and diverse data sets to identify the most successful drilling and completion methods by region or geologic condition, providing their customers accurate solutions based on their specific needs.
- Perform comparisons of workover methodology or artificial lift effectiveness to provide better recommendations to customers for field management activities and production improvement.
- Identify correlations in HSE incidents—equipment, location, personnel, and severity of events—to implement preventive process and training programs and reduce incidents, unplanned down time, and environmental impacts.
- Evaluate sales and profitability data across multiple departments, customers, and product lines to monitor organizational performance, identify growth and cross sell opportunities, and identify target markets.
- Bring together all relevant internal and external data to better understand the root cause of incidents and eliminate defects in the maintenance scheduling system resulting in fewer unplanned losses and emergency shut-downs of plant and equipment.

## BEYOND OILFIELD SERVICES

Spotfire is used extensively across the energy industry, from exploration and production of oil and gas reserves to energy trading, transportation and logistics, netback analysis, and health, safety, and the environment. TIBCO Spotfire helps users of all kinds improve decision-making and use analytics to develop and share critical business insight.



**TIBCO Spotfire**  
281 Summer Street,  
3rd Floor  
Boston, MA 02210  
+1 866-240-0491 US  
+44-800-520-0443 EUR  
www.tibco.com  
spotfire.tibco.com

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