

eBusiness Programs

Save Money

Increase Efficiency

Strengthen Relationships

Presenter:

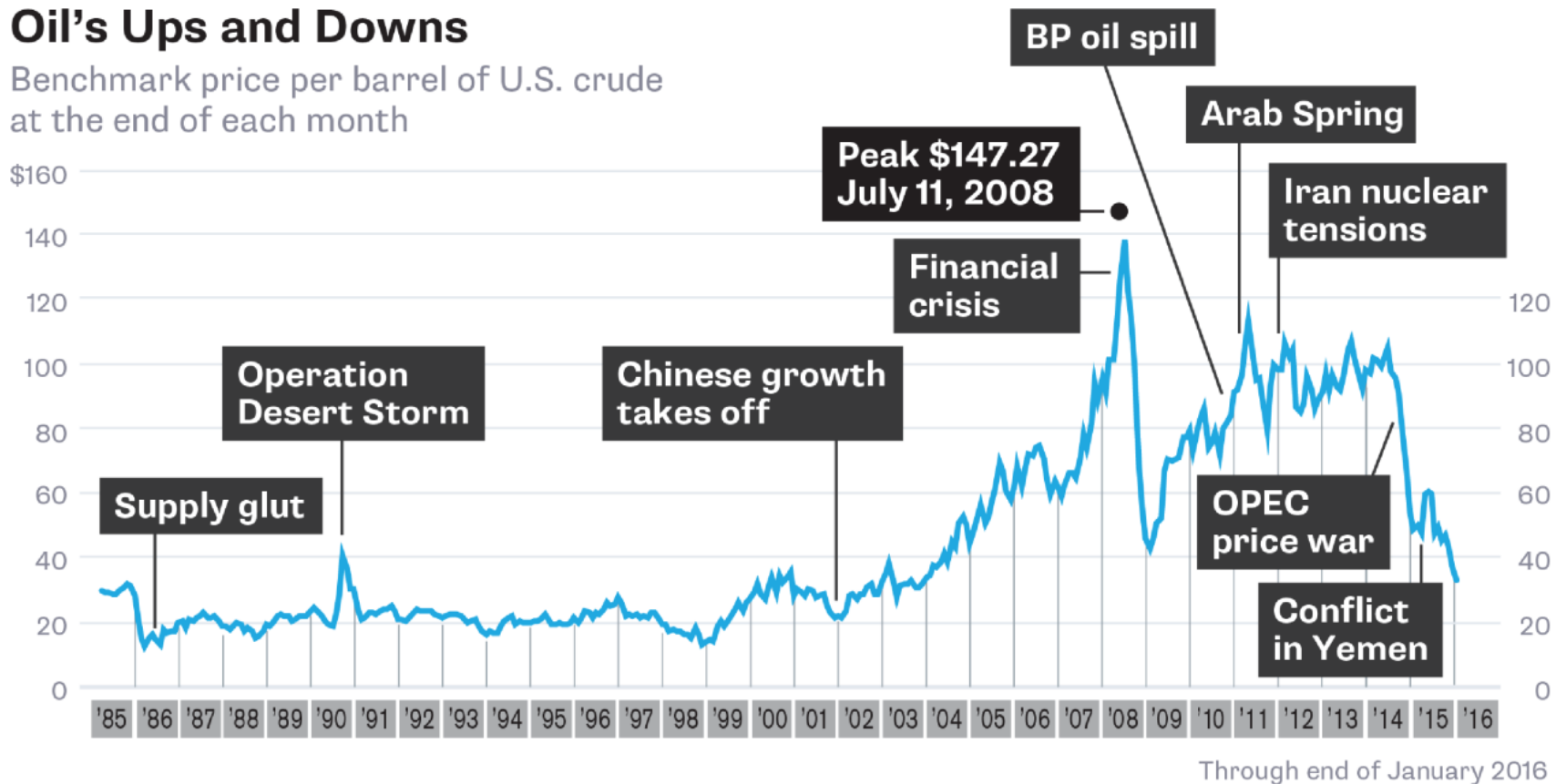
Darryl Gate, VP Client Services

CORTEX

OIL & GAS HISTORY

Oil's Ups and Downs

Benchmark price per barrel of U.S. crude at the end of each month



Krauss, C. (2016, May 16). Oil Prices Explained. The New York Times.

VULNERABILITY

- Global economy
- Natural disasters
- Government policies
- Environmental regulations
- Industry pressures

The Oil & Gas industry has always shown tremendous resiliency to respond to challenges with innovative solutions.

EBUSINESS OPPORTUNITY

Scalability
and
Flexibility



PAST



- ↓ Receive at Field Office
- ↓ Open
- ↓ Sort
- ↓ Stamp
- ↓ Code
- ↓ Deliver
- ↓ Approve
- ↓ Process
- ↓ Pay
- ↓ Compile/prep
- ↓ Mail to Head Office
- ↓ Organize
- ↓ Scan
- ↓ Box for storage

PRESENT



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CURRENT LANDSCAPE

74 PERCENT

of companies still receive & manually process paper invoices *

19.10 DOLLARS

is the cost to process a single invoice using a manual process *

3.12 PERCENT

of companies duplicate or overpay invoices on a regular basis *

29 PERCENT

of companies do not pay on time & lose out on possible discounts *

26.3 PERCENT

of invoices contain incorrect information, costing up to 8x more to process **

21.4 PERCENT

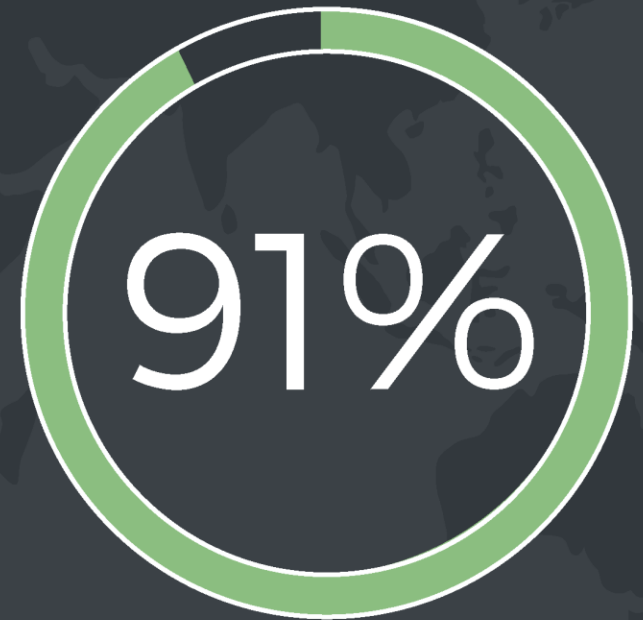
of invoices are sent to the wrong receiver (internally) **

*Epayables 2013: AP's New Dawn. Ardent Partners Ltd.; ** E-invoicing Entering a New Era 2015, Billentis

OPPORTUNITY

Of the **500 billion** bills / invoices globally, **42 billion** are estimated to be exchanged paperless in 2015 (North America 7B).

This means **approximately 91%** of the market has yet to adopt e-invoicing.

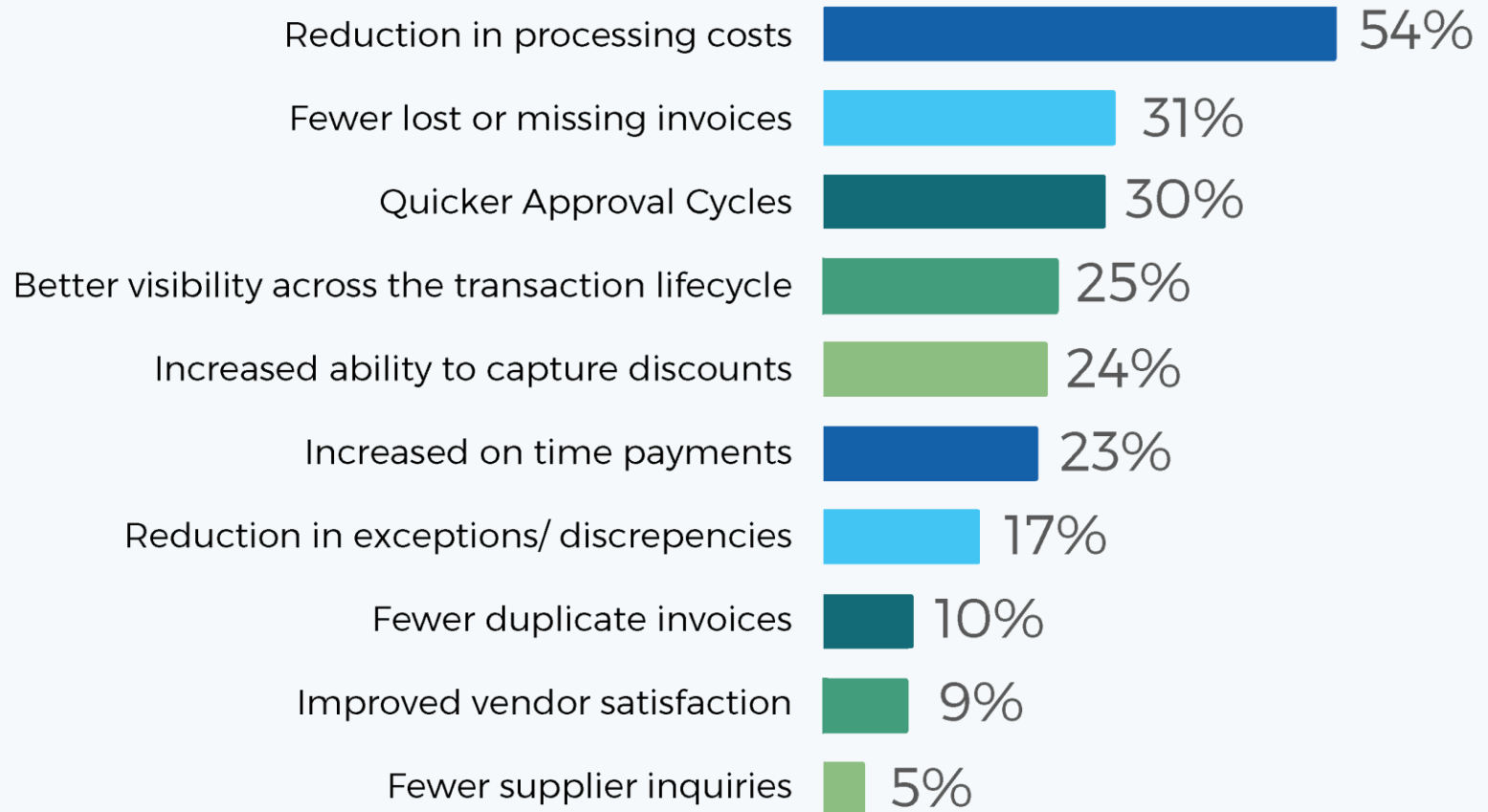


OPPORTUNITY

With such an abundant amount of invoices to be processed, companies are always looking for ways to improve A/P and A/R functions.



KEY DRIVERS



Invoice Receipt Management Report, 2015, PayStream Advisors

FUTURE

Moving forward, we will continually be challenged to improve the way we do business.

The key to success is adopting new technologies to allow for **scalability** and **efficiency**.

ADVANCEMENTS

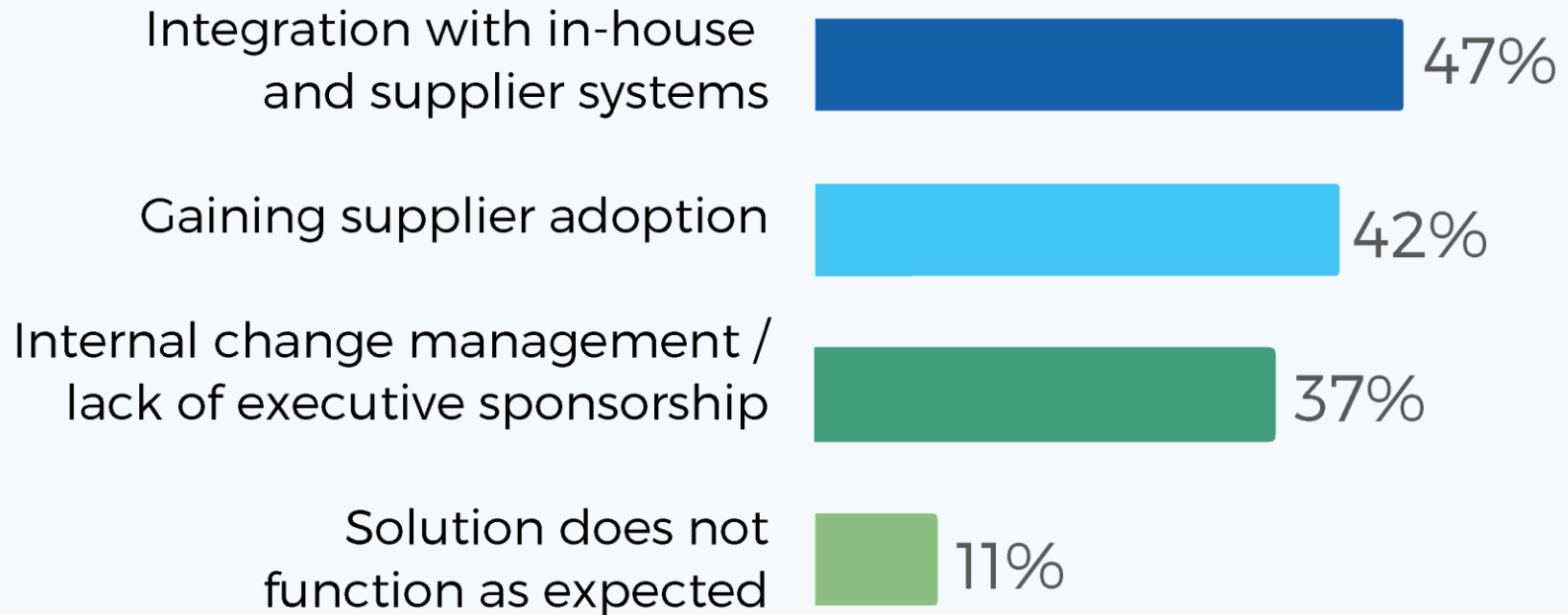


Grocery
Self
Checkouts



Online
Banking
(CAD)

CHALLENGES



SKEPTICISM

1903

“The horse is here to stay but the automobile is only a novelty – a fad.”

President of the Michigan Savings Bank advising Henry Ford’s lawyer, Horace Rackham, not to invest in the Ford Motor Company.

2006

“Everyone's always asking me when Apple will come out with a cell phone. My answer is, 'Probably never'.”

David Pogue, The New York Times

1946

“Television won’t be able to hold on to any market it captures after the first six months. People will soon get tired of staring at a plywood box every night.”

Darryl Zanuck, 20th Century Fox

IMAGINE



eBusiness solutions so simple, effective, and collaborative that they focus as much on improving relationships as they do on the bottom line.

BEST PRACTICES



2011
100M users
video & photo snaps
time limited
build stories
private messaging
mobile-based



2006
232M users
140 characters
#hashtags
public forum
search & follow
mentions
retweets
mobile app

- ✓ Singular focus
- ✓ Consistent language
- ✓ Open medium
- ✓ Simple to use
- ✓ Easy to set up
- ✓ 2-way communication

SOLUTIONS CHECKLIST

For eBusiness
tools to be effective,
they must

- ✓ Adopt common standards
- ✓ Leverage existing technology
- ✓ Be backed by a strong Network
- ✓ Provide immediate, strong ROI
- ✓ Connect people and user groups
- ✓ Deliver ongoing support

TIMING

We can leverage the current downturn to **adapt and position** for the future. Suppliers are motivated to strengthen relationships with Buyers to **keep business strong**.

Powerful and effective eBusiness tools already exist. Investing in these technologies today will ensure your business can **better manage the future** ebb and flow of the industry.

CONTACT CORTEX



Elena Dumitrascu | [VP, Business Development & Sales](#)

O: 403.736.2328

C: 403.390.8291



John A. Gilkison | [VP, U.S. Sales](#)

C: 303.887.8333



Joel Leetzow | [CEO, and PIDX Chairperson of Marketing Committee](#)

O: 403.219.1503

C: 587.582.3971