



EXPLORATION &
PRODUCTION

Streamlined Wellhead-to-Sales Portfolio Management

CASE STUDY | QEP RESOURCES



Components

Contract
Credit
Currency
Equity Production
ERPConnect
ExchangeConnect
Hedge
Logistics
Natural Gas
Natural Gas Midstream
Net Valuation
Option Analytics
Position
Price
PriceConnect
Property
Settlement
Systems Admin
Trade Execution
Workflow

Challenges

Lack of visibility across departments

Inefficient business processes –
manual data entry and reporting

Imperative to scale the business in
response to market changes

About the Customer



QEP Resources is a leading independent crude oil and natural gas exploration and production company focused on some of the most prolific resource plays in the continental United States.

QEP's portfolio of low-cost, high-quality resource plays provides a solid foundation for sustainable growth with 684.7 MMboe of year-end 2017 proved reserves. Headquartered in Denver, Colorado, QEP is an S&P MidCap 400 Index member company and its common shares trade on the New York Stock Exchange under the ticker symbol QEP.

The Customer Need

Prior to choosing Allegro, QEP managed its portfolio through multiple systems, as well as manual processes. This approach lacked the visibility and capabilities the company needed in the E&P industry. With multiple locations, QEP was seeking a central repository for all trades and associated data, a single database across all activities, and a holistic view of the business.

In order to manage substantial growth in transaction quantities and complexity without adding substantial resources, QEP sought a commodity trading and risk management solution that provides flexibility and scalability to adapt as the company continues to grow and acquire new businesses. QEP also realized the need for real-time portfolio visibility, analytics, and advanced reporting capabilities to successfully navigate an ever-changing oil and gas market.

The Allegro platform provided QEP the ability to manage multiple commodities in one system and scale with growth. This requirement was important to QEP as it aligned with the company's strategy of consolidating all commercial operations.

The Allegro Solution

Through a phased implementation, QEP moved the management of its entire portfolio to Allegro's platform. With Allegro Development's flexible and extensible commodity management software, QEP has successfully streamlined its business from wellhead to sales. Allegro's commodity management software empowers QEP to:

- Generate and analyze reports that provide an enterprise view of position and risk for increased transparency
- Measure and mitigate the risks and implement a marketing strategy
- Market wellhead production, including division order tracking, property set up, and interest owner tracking



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QEP has found that Allegro's user-friendly interface provides users across all departments with the ability to work through issues using one version of the truth, which has led to faster resolutions and greater efficiencies. QEP believes that these efficiencies, combined with the flexibility QEP has to make updates to contractual fees and deductions while staying on tasks and adhering to contractual business changes, has made its business extremely agile. Since implementing Allegro's software, QEP has benefitted through customer experience, efficiencies gained, and enhanced business processes.

Customer Experience

Allegro has provided QEP with the flexibility to create and maintain a more clearly defined business process from wellhead to sales. This has allowed for a more robust financial reporting and netback process, which has improved accuracy and provided consistent results. Additionally, Allegro's friendly user interface empowers QEP users to troubleshoot and resolve issues in a collaborative manner. This has allowed business users from different departments to work through issues using one view of the truth, leading to issues resolved more quickly.

About Allegro Development

Allegro is the global leader in commodity management software and advanced analytics for companies that buy, sell, produce, or consume commodities. For over 30 years, Allegro has delivered position visibility, risk management, comprehensive controls, regulatory compliance, and analytics through a forward-compatible, next-generation architecture that empowers commodity organizations to make data-driven decisions. Allegro's proven CTRM software innovation and flexibility, coupled with a strong global network of industry partners and industry-leading analytics, makes its solutions the best on the market for full commodity portfolio management.

Efficiencies Gained

With Allegro's extensive business process automation capabilities, QEP has improved front to back office efficiencies by eliminating manual processes. This has resulted in faster turn-around times between departments in addition to reducing the company's days to close by two days per month.

QEP has also experienced faster and easier capabilities in updating contractual fees and deductions. Having the flexibility to make updates quickly has allowed QEP to stay on task while adhering to the contractual business changes.

Enhanced Processes

With Allegro, QEP has the ability to track deals from start to completion in one system. QEP has used Allegro's unique configuration functionality to create custom approval processes that track all deals, regardless of volume or duration, allowing users to track and comply with the company's delegation of authority while providing management with greater visibility into invoice amounts, tracking of approvals, and compliance.

Finally, QEP has found that Allegro's highly configurable commodity management platform aligns with its business' needs and strategy. QEP has been experiencing greater visibility, enhanced processes, and an incredible customer experience ever since it went live on the software. Thanks to Allegro's robust financial reporting and automation capabilities, QEP has set up and maintained a more clearly defined business process — from wellhead-to-sales — resulting in improved accuracy and consistent results that drive growth initiatives.