Touchless Transactions & Data Validations: Are You Positioned for Change?

Rob Ratchinsky
CEO, ENGAGE
Let’s get to know each other better
(polling questions)

Question #1: How would you describe your understanding of a touchless transaction?
Agenda

Current Challenges

What Are Touchless Transactions?

Traditional Transactions vs. Touchless

The Road to Touchless Transactions

Data Validation & Impact

Manual Auditing vs Auto Approval

Benefits & Takeaways

Q&A
Let’s get to know each other better (polling questions)

Question #2: What best describes your role?
What are Touchless Transactions?

- Touchless Transactions, also commonly referred to as smart contracts, use business automation to streamline financial transactions from ingesting a data point needed to schedule a service to payment processing.

- Touchless Transactions eliminate human touchpoints and manual entry, so staff can be optimized to complete more strategic initiatives.

- Touchless Transactions use technology to validate data points throughout a transaction, eliminating the need for further audit/approvals.

- PIDX enables touchless transactions by standardizing data fields, allowing for streamlined data validation and approvals.
Touchless Transactions
Increase Company Value

- Successful Balance Sheet Control
- Better Business Process Management
- Enables Employee Productivity & Safety
- Validated Emissions Reporting
Do these issues resonate?

Operators

- Lost or Duplicate Field Tickets
- Tickets not matching the invoice
- Elapsed time from service date to invoice
- Time and Cost of paper documents
- Fielding SC Calls & Emails
- Inaccurate accruals / Forecast Challenges
- Unavailable Data to Validate Issues

Vendors

- Procuring Coding from AP
- Obtain stamp and signature
- Delays in payment (DSO)
- Rejected Tickets or Invoice
- Tenuous Relationships
- Manual Invoicing Costs
- Multiple Systems
Where do I start?
The Road to Touchless Transactions
How to position your company for change
Typical Workflow

Supply Chain | Operations | Accounting & Finance

Service Contract Executed
- Call / Email Text Dispatch
- Service Scheduled / Performed
- Service Performed / Tracking
- Chase Stamp or Signature
- Field Ticket Created Manual Entry
- Field Ticket Manual Dispatch Approval
- Manual Entry to Vendor Accounting
- Manual Entry to Invoicing Platform
- Invoice Audit / Approval
- Payment - ACH

80 Days (DSO)

Touchless Transaction Workflow

Supply Chain | Operations | Accounting & Finance

Service Contract Executed
- Automated Scheduling / Dispatch
- Service Performed / Tracking
- Ticket / Invoice Validation & Approval
- Payment - ACH

Automated Contract Set Up
- Digital Field Ticket Created Data Collection
- PIDX

Same Day Payment (DSO)
A Closer Look at Data Validation

Data Validation is the process of auto-approving transactions based on pre-determined criteria and data points set forth by the operator.
What are some common examples where data validation is being used?

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<thead>
<tr>
<th>Common Services</th>
<th>Example Validation</th>
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<tbody>
<tr>
<td>Crude Haul / Transfer</td>
<td>Seals</td>
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<tr>
<td>Production Water Haul</td>
<td>SCADA</td>
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<td>Preventative Maintenance</td>
<td>Warranty Info</td>
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<td>Rentals</td>
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<td>Equipment Type</td>
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<tr>
<td>Welding</td>
<td>Hot Work Permit</td>
</tr>
<tr>
<td>Emissions (LDAR)</td>
<td>Location</td>
</tr>
</tbody>
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Data Validation Case Study

Liquid Hauling Example

The operator implemented ENGAGE’s tank height validation capability, based on variance levels along with other pertinent data points collected during jobs.

Variance results were examined over the course of seven months with nearly 2.5 million barrels hauled, comparing the difference in volumes reported through Cygnet and the hauler entered volumes for both water and crude.

Transactions can now be auto-approved based on predetermined variance thresholds along with other data points set by the operator.

This saves them time and money.

10.5% Cost Savings after 7 months by using data validation with ENGAGE
Manual Auditing vs Auto-Approvals

Auditing on Spreadsheets
  Rejected Tickets
  Lost or inaccurate Information
  He Said / She Said
  Disputed Invoices
  Fraud
  Field Stamps
  Human Error

Auto Approvals / Payments
  Streamlined Workflows
  Easier Financial Planning
  Accurate Tickets
  Blockchain
Enterprise Impact: Touchless Transactions

- Reduced Days Sales Outstanding (DSO)
- Quicker processing
- Fraud Prevention
- Decreased Disputes
- Strengthen working relationships
- Cost Savings