

Factor Gas Liquids improves business insight and efficiency during its busiest time after a rapid 4-month implementation of e-ONE Marketing & Logistics.



### About Factor Gas Liquids

Factor Gas Liquids, Inc. is a full-service, independent marketer of liquid petroleum gases (LPGs) and other petroleum products. They provide national and international sales of a wide range of products to meet the energy needs of any customer, from small businesses to large corporations. More information about Factor Gas Liquids is available at [www.factorgas.com](http://www.factorgas.com).

### Highlights

#### The Challenges

- Growing business
- Integration
- Data accuracy

#### The Solution

- e-ONE Marketing & Logistics

#### Results

- Time savings
- Increased efficiency
- Data confidence
- Business insight

## Factor Gas sees immediate results with e-ONE.

For small to medium sized midstream companies, it's quite common to manage daily operations and business information through a proliferation of spreadsheets. As the business expands, technology limitations and data issues start to develop since individuals have been working in their own documents and saving their own versions. Manual processes and data entry become more and more cumbersome, the data is unreliable, and continuous business growth gets harder to manage. At some point, companies start evaluating software solutions that can handle business requirements in an integrated and structured way to comply with government regulations, deliver timely communication to partners, and provide a trustworthy platform of information.

This case study describes the data management challenges that Factor Gas faced with using spreadsheets, and why they selected Quorum's e-ONE solution to enable better data exchanges between their contract management, operations, and accounting teams.

## The Challenges

### Growing business

Like many businesses, Factor used Excel and quickly determined that it was time to replace it with a system that could handle greater business complexities. They understood that using spreadsheets exclusively was not going to be a good long-term solution. They had plans to grow more into natural gas liquids (NGL) mix/Y-grade space and wanted to implement something that could support all of their business functions. Upon evaluating a number of larger systems and different models, Factor chose Quorum Software based on the management and implementation teams, speed of deployment, and the depth of experience and knowledge of the midstream sector.

### Integration issues

Factor was looking for a system that could bring together both the operational and accounting sides of their business via one application. The manual processes they used to manage both front and back office were quite siloed and fragmented. From an accounting perspective, it was difficult to integrate payables, receivables, reporting, and risk. Quorum's e-ONE solution provided the company with greater customization, usability, and flexibility to support their requirements.

### Data accuracy

Prior to using a software system, all accounting, contracts, and pricing were done through spreadsheets. This created a number of issues during month end; the data was prone to errors and data manipulation was a laborious and tedious task. The management team required a solution that provided increased efficiency during data analysis to accelerate their month-end process.

**“Quorum has streamlined our process so we can focus on more value-added work. 50% of our time has been freed up by moving to an integrated system. We no longer need to spend so much time reconciling and manipulating spreadsheets.”**

- Kathryn Poole, Former CFO – Factor Gas Liquids.

## The Solution

Factor utilizes Quorum's e-ONE solution to manage marketing, logistics, accounting, and financials in one place. This delivered significant time savings and data consistency since all of the business functions use the same set of data to manage their respective processes.

### Easy navigation

e-ONE provides a modern user interface and easy navigation to provide users with more efficient work processes and help them drill down into the information that they need. Users can quickly search and save results, easily duplicate transactions, and jump between multiple workspaces, which has saved a lot of time with day to day work. For logistics and accounting teams, the ease of use and intuitive nature of the system allows them to produce high quality information to pass on to other teams. The confidence and accuracy of this data helps Factor's management team focus on the areas where their business can have the most impact.

### Eliminating silos with a single system

By having everything in one system, e-ONE has integrated business operations and become Factor's 'one-stop shop' for transportation and storage agreements, intercompany contracts, and transactions. “Quorum has streamlined our process so we can focus on more value-added work. 50% of our time has been freed up by moving to an integrated system. We no longer need to spend so much time reconciling and manipulating spreadsheets,” said Kathryn Poole, Former CFO, Factor Gas Liquids.

Previously, Factor had delays in closing their month-end, but with e-ONE, they can now deliver timely reporting to support better decision making.

“e-ONE's transaction detail report has improved our communication in logistics and there's much better report auditability before we send it to accounting. It's now 100% accurate and we don't need to double or triple check our work anymore.”

### Customization & increased efficiency

e-ONE has brought greater flexibility around contract naming, which has increased value for the Factor team by improving communication, reducing errors in transaction entry, and minimizing the number of questions between contract administrators and logistics coordinators. The logistics team now has greater clarity on which contracts to change and can manage everything through the contract formats workspace.

## The Results

- A higher level of data accuracy
- Increased productivity
- Team cohesiveness
- Business insight

By implementing e-ONE, Factor has greater insight into their business, better management of front, middle, and back office operations, and the ability to easily scale as the company grows. One of the key success factors was the alignment between the core team and project sponsors throughout the implementation, training, and future phases. Going forward, e-ONE configurable import tools will be used to streamline transactions to create efficiencies. In addition, Factor will be leveraging e-ONE to handle NGL mix/Y-grade product, in-transit loads, and risk management scenarios to support their expanding business.

**e-ONE marketing and logistics by Quorum Software is a comprehensive application that connects volume to value for critical midstream business functions. It is used by marketers, traders, schedulers, accountants, as well as contract and risk professionals to make better operational and strategic decisions.**



Quorum delivers purpose-built software that empowers energy companies to conquer the industry's most complex business challenges across the entire energy value chain.

**For additional information about Quorum or to request a demo, please contact Quorum Sales at 713.430.8612 or visit [quorumsoftware.com](http://quorumsoftware.com).**