

# Venado Land Team Integrates Land and Accounting Software



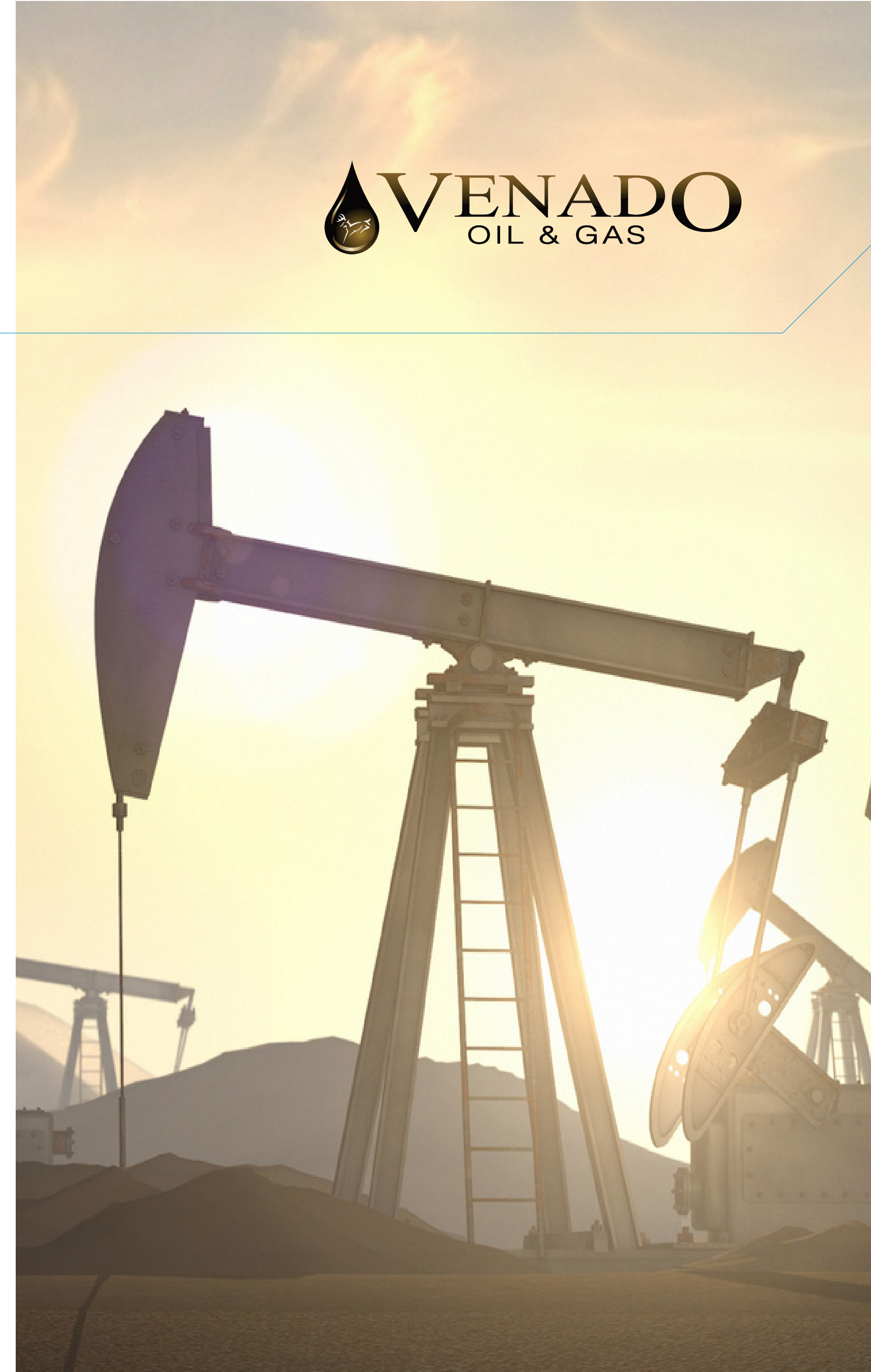
Venado Oil & Gas is a large-scale operator in south Texas' Eagle Ford Shale play. Today the company manages more than 140,000 net acres of leasehold and produces about 31,000 barrels of oil equivalent per day.

## The Challenge

Venado Oil & Gas' newly formed land team had a big mandate: quickly integrate more than \$1 billion worth of acquisitions and become a large-scale operator in one of the busiest U.S. shale plays.

Venado was using a land system from the same ERP vendor as the company's accounting software. After two years of use, the promised workload efficiencies and real-time synchronization between land and accounting had failed to materialize.

"Despite being an 'integrated' ERP, the land module for the lease data and the accounting module for the revenue decks were two separate functions that did not communicate within the system," said Rachelle, their Land Administrator. The land system's other shortcomings presented real obstacles to achieving Venado's operational goals. "The ERP's land module was inflexible, cumbersome, and extremely time-consuming to operate," said Rachelle. They need to find software purpose-built for their vision of a modern land team, while at the same time not taking a step backward from her accounting department's perspective.





## The Solution

In early 2017, with the company's first major acquisition looming, Venado Oil & Gas switched to On Demand Land. They had the freedom to customize their On Demand Land account to capture and report on the details that mattered most to Venado's executives and investors. On Demand Land's importer tool promised to slash the time and expense of data conversions, a big selling point given Venado's plans to make additional large acquisitions. Quorum software's intuitive design and search features also meant that Venado's entire land team could use On Demand Land with minimal training.

## The Result

Since adopting On Demand Land, Venado has completed almost \$2 billion of asset acquisitions from numerous sellers. On Demand Land has enabled Venado to onboard complex data and document archives from disparate systems quickly. "The Landdox importer tool allows my team to mass import data quickly and easily. It's intuitive and simple to use," said Rachelle Sutherland, Venado's Land Administration Supervisor.

Rachelle and her teammates can easily calculate and report the details that move the needle for Venado's executives and investors — such as acreage, expiration horizons, and working interest and NRIs in leases and wells — across different geological formations, regions, and acquisitions.

On Demand Land has helped Venado manage a major asset with a very lean team. "We are fully digital, which is so much more efficient than maintaining physical records," said Rachelle. "Everyone on my team, including landmen and our GIS analyst, is really satisfied with On Demand Land." Collaboration between Venado's land and accounting teams hasn't skipped a beat in the wake of Rachelle's decision to move from the ERP land module to On Demand Land. Venado's land team has been able to respond to accounting's audit and other backup documentation requests much more quickly using On Demand Land.



Streamline land management processes and maximize oversight with a cloud-based platform that gives you flexibility on data conversions, reporting, and mapping.



Quorum Software powers growth and profitability for energy businesses by connecting people, workflows, and systems with decision-ready data.

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