



The Story of Quorum in Canada





We build software for the next evolution of energy

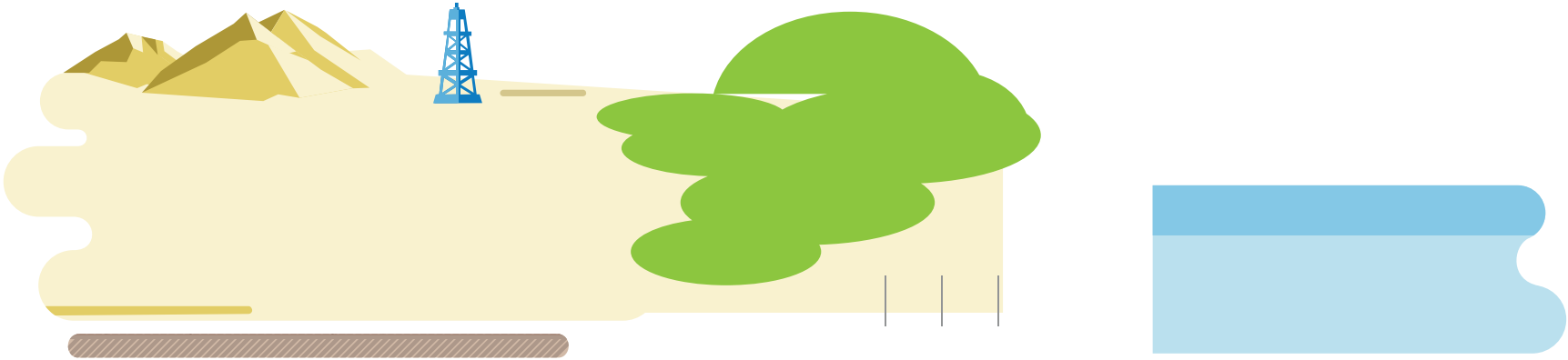
From exploration to distribution and all of the accounting in between, our integrated cloud-based software applications are based on 20+ years of innovation and customer success.

- ◇ Impressive list of energy customers
- ◇ 10,000s of users
- ◇ 400+ personnel
- ◇ 1,500+ successful projects
- ◇ 20 years of energy software innovation
- ◇ Offices throughout North America



Transforming the Canadian Energy Industry

Empowering companies to conquer challenges across the entire energy value chain



Innovative. Driven. Proven.

Deep industry experience & expertise rooted into the DNA of every app we innovate and deliver.



Land Management



Accounting



Plant Accounting



Field Operations



Gas Gathering



Transportation & Storage



Marketing



Supply & Distribution



80%

of North American
midstream companies

70%

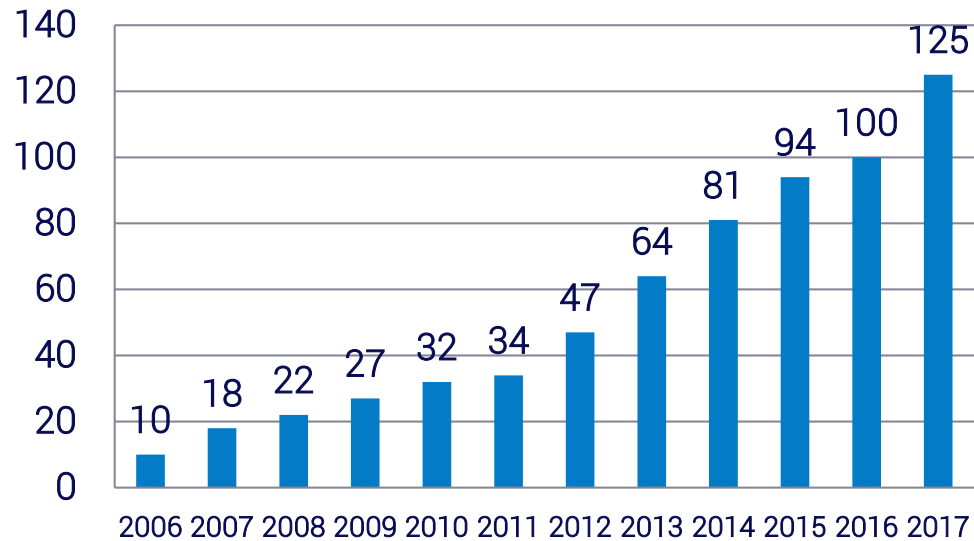
of Worldwide E&P
companies

75%

of North American LNG
exporters

Energy Industry Leaders Trust Quorum.

Quorum is the global leader in Land Management



**Exponential
Growth**

9x

**Added 90+ Land
customers in 10 years**

**Market
Leadership**

16/20

**Largest N. American
O&G Producers**

Apache

ExxonMobil

encana



ConocoPhillips

devon

**MURPHY
OIL CORPORATION**

Anadarko



The energy industry's first persona-based UX platform that extends Quorum's industry leading applications and delivers the modern energy workplace



A platform of integration and collaboration

Automates workflows, and connects people, processes, and systems.



myQuorum Platform

Open standards-based software integration platform.



myQuorum Design Studio

Extend, integrate, and build innovative solutions.



myQuorum On Demand

Quickly deploy highly scalable, business apps with less IT costs.

Integration Makes Us Different.

Our software solutions are built on a platform of integration that drives business agility through shared, decision-ready data and insight between traditionally siloed areas of business.

Innovation Keeps Us Ahead.

Our integrated and open software platform is built for the cloud, optimized for mobile, and designed to attract the next generation of users.

myquorum | Modern Workplace

Unlocking the power of modern workplace collaboration and productivity



 Microsoft Surface

 Microsoft Edge

 Office 365

 Windows 10

 Microsoft Azure

Built entirely on the Microsoft platform, myQuorum is designed to leverage, enhance and extend your office and mobility automation investments

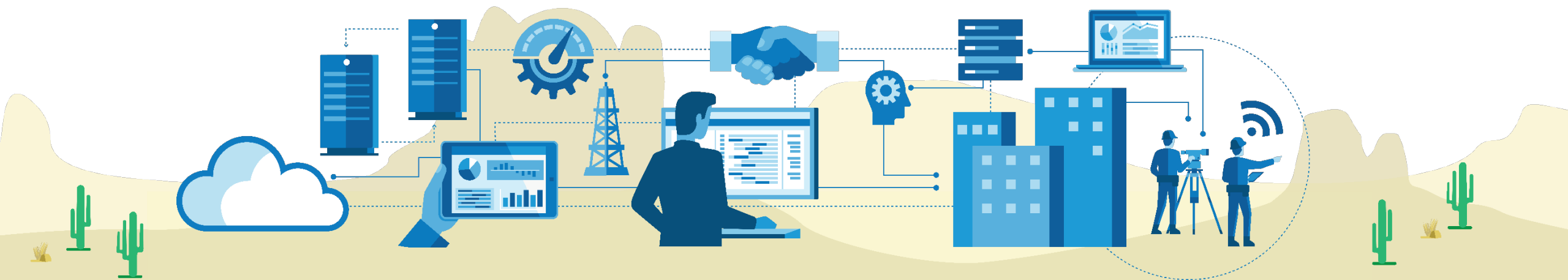
Innovative. Driven. Proven.

- ◇ Provides an **incremental approach** that enables energy companies to implement a forward looking digital transformation strategy that transitions people, processes and systems
- ◇ **Future-proofs** your investments
- ◇ **Delivers collaboration and integration** across your value chain
- ◇ Emphasizes gains in **efficiency and agility**
- ◇ Balances **operational excellence** with innovation



Designed for digital transformation, the myQuorum software platform delivers open standards, mobile-first design and cloud technologies to empower innovation at the speed of thought

Quorum in Canada



Quorum Canada Snapshot

15+ years in
business



1000's users



100's successful projects



Participating in full energy value chain



Quorum Canada Partnerships

Quorum has long term focus on supporting solutions specific to Canadian oil and gas.

25% of Gas Processed

Today ~ 25% of gas processed in AB and BC is accounted for in TIPS.

1st myQuorum Customer

TransGas leads the market as the first myQuorum customer to go live.



1st Canadian Customer

AltaGas, Quorum's first Canadian customer, goes live with TIPS for midstream gas processing.

Portfolio Expansion

Quorum works with Pembina and Alliance Pipeline to develop pipeline and terminal services management.

1st Land Customer

Quorum's first Canadian customer and development partner for land management.

Land in Canada

- ◇ Current state challenges
 - ◇ Security
 - ◇ Fragmented data
 - ◇ Lack of integration & visual tools
 - ◇ Poor reporting
 - ◇ Inadequate broker / project tools
- ◇ Obstacles
 - ◇ Historical data migration
 - ◇ Current processes



myQuorum Land Canada

1 Efficiency

 Mobility & Accessibility
Web-based application giving you access from anywhere on any device

2 Usability

 One Source Fully Integrated
One source to manage the lifecycle of your land assets with fully integrated GIS mapping and automated workflows

3 Reporting

 Flexible & Open Reporting
Open and flexible reporting with full audit capabilities and historical data

Growing our Talent

- ◇ Our focus is on providing full customer life cycle support IN Canada
 - ◇ Sales
 - ◇ Delivery
 - ◇ Support
- ◇ Canadian Land Expertise will help:
 - ◇ Automation of data conversion
 - ◇ Digitizing business processes
 - ◇ Configuration alignment



Agile Implementations

- ◇ Agile implementation principles and methodologies offer customers a multitude of benefits
 - ◇ Faster go lives realize investments sooner
 - ◇ Increase time in the software with on-site project team
 - ◇ Improved view into configuration decisions and results
- ◇ **Overall benefits**
 - ◇ Increases Visibility
 - ◇ Increases Productivity
 - ◇ Builds Cohesion
 - ◇ Provides Adaptability



Change Management

- ◇ Knowledge transfer **major key** to customer **success**
 - ◇ Multiple levels of training across users, super users and administrators
 - ◇ Variety of tools available to customer
 - ◇ Project artifacts
 - ◇ Training guides
 - ◇ myQuorum Online Help
- ◇ **myQuorum Online Help**
 - ◇ Business activity based
 - ◇ Searchable
 - ◇ Customizable
 - ◇ Multiple mediums to assist

The screenshot displays the myQuorum online help interface. At the top left is the myQuorum logo with a 'HELP' link. A blue navigation bar contains 'HOME', 'NAVIGATION', and 'REPORTS' (which is highlighted). Below this is a breadcrumb trail: 'getting started >> using myquorum'. The main content area is titled 'Reports' and includes a paragraph explaining the Report Launcher. Below the text is a video player with a blue header 'Getting Started Series Using the Report Launcher' and a play button. A video progress bar shows '04:56'. On the left side, a sidebar menu is visible under the heading 'Home'. It lists various sections: 'Getting Started' (with sub-items like Introduction to myQuorum, Dashboard Overview, etc.), 'Using myQuorum' (with sub-items like Common Screen Features, Reports, etc.), 'myQuorum eSuite', 'Ad-Hoc Reporting', and 'myQuorum Land' (with sub-items like Agreement Search, Saved Searches Screen Reference, etc.).

Engaging the Community

- ◇ **Qnections!**
- ◇ **QnectCanada**
 - ◇ Provide an additional platform to discuss Canada specific topics
 - ◇ Highlight major Quorum Canada activities
 - ◇ Networking and sharing with other Land Canada customers
 - ◇ Maximize your time at Qnections!
- ◇ Lots of other opportunities
 - ◇ Microsoft Technology Center
 - ◇ Industry events



QnectCanada

- ◇ **Leading the Digital Transformation**

- ◇ myQuorum TIPS Canada will bring:

- ◇ Mobility
 - ◇ Workflows
 - ◇ Usability improvements

- ◇ Innovation through Collaboration

- ◇ Align community on core needs
 - ◇ Simplify and add capabilities
 - ◇ Input throughout development cycle

- ◇ Leadership Board

- ◇ Program Oversight
 - ◇ Decision Reviews

- ◇ Working Committees

- ◇ myQuorum Assessments
 - ◇ Design Reviews
 - ◇ Hands-on Usability Testing





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