The State of the Oil, Gas, and Energy Industry Among SAP Customers

Industrywide Trends

What's on SAP Customers' Minds



Digital transformation





energy sources



Environmental

friendliness

How SAP Customers Handle Maintenance Projects



Preventative projects



Reactive projects



Predictive projects

Critical Factors that Affect Work



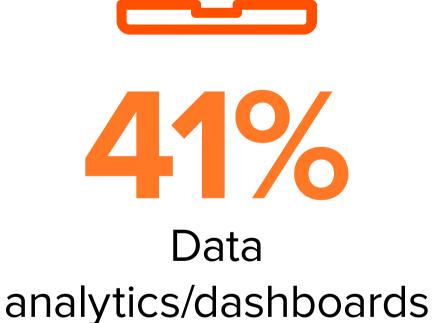
Master data management

Change management/ user adoption

Emerging Technologies Expected to Impact Work

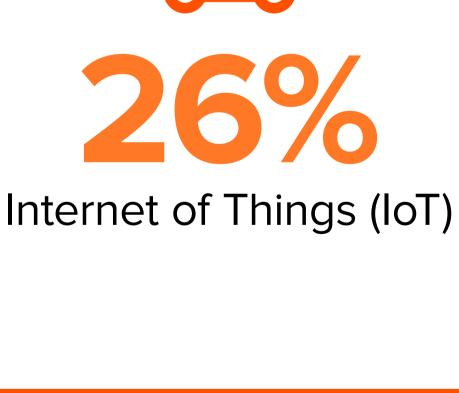


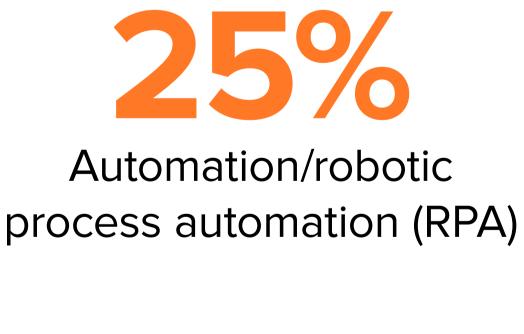
S/4HANA



"Reducing costs to remain competitive because producing at a low







Organizations are embarking on a wide range of digital transformation efforts to offset disruption caused by COVID-19 and because of factors like increased demand, higher costs, and the need to optimize systems. SAP

cost to remain competitive in the market is one of the major

challenges facing oil and gas companies."

SAP customer

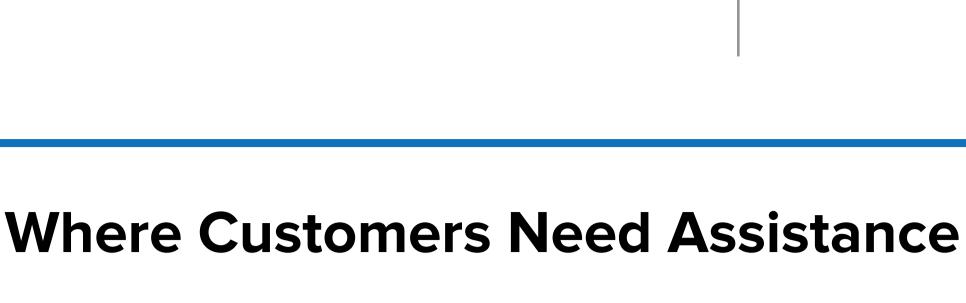
customers also are embracing cutting-edge data and analytics technology to make strategic business decisions. Attend ASUG Best Practices: SAP for Oil, Gas, and Energy to hear how your peers are navigating these shifts.

Making updates to

Industrywide Pressures

outdated systems

Pain Points



Integrating current technologies



19%

Exploring new products

Incorporating emerging

technologies to improve business

efficient technology is my biggest headache at present."

SAP customers in the oil, gas, and energy industry are tasked with



Finding skilled employees and

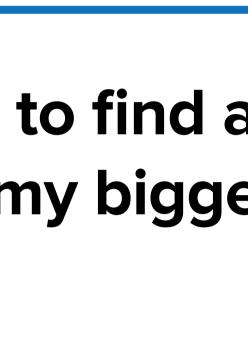
training new employees

16%

Training employees to use

SAP products

"I personally feel that how to find and adopt the best and most



updating outdated systems and data warehouses with innovative technologies. They struggle with assessing what technologies to adopt. Organizations must decide which technologies will boost their

SAP customer

performance and bottom lines. Attend ASUG Best Practices: SAP for Oil, Gas, and Energy to learn how your peers are tackling these challenges.

Are live

35%

Have started to move

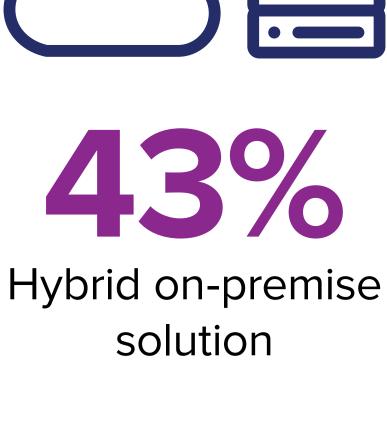
Major Technology Shifts and Strategy

Approach to Cloud Strategy

Where Organizations Run SAP

Have plans to move

The Move to SAP S/4HANA



Have a cloud strategy

in place

Mobile Technology Use

Third-party public cloud

Have a cloud strategy

in place but are in the

early stages

Use mobile technology in the field

Private cloud

Do not have a cloud

strategy in place but are

exploring it

On-premise solution

Do not have a cloud

strategy in place and are

not exploring it

Currently have no

plans to move

Use mobile technology across

their organization



Who is Represented

SAP customers in the oil, gas, and energy industry are moving to SAP S/4HANA and are embracing mobile technology. Although they are

have not fully fleshed out their cloud strategy or simply not developed one at all. This will be crucial for organizations to reap the benefits gained through the move to SAP S/4HANA and mobile technology.

Do not use mobile tech today

42% Midstream/downstream **Utilities**

How Organizations Use SAP Technology

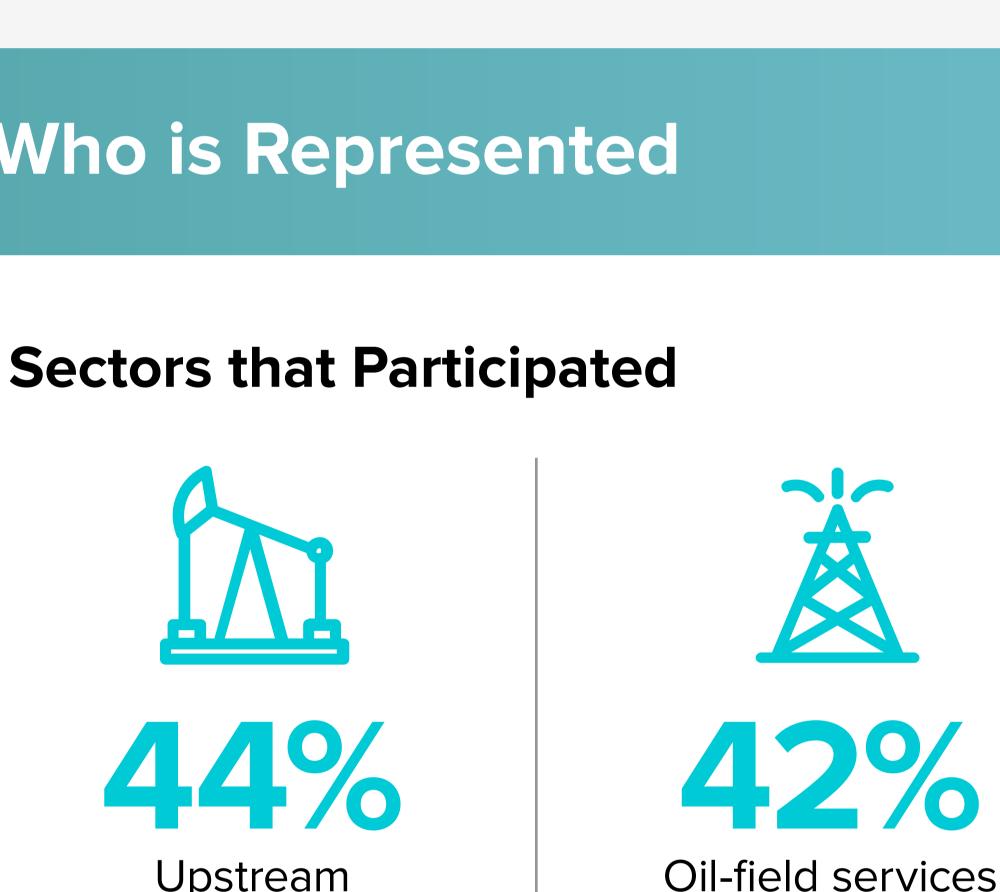
65%

Supply chain

management



Upstream



56%

An ERP system

48% 36% Finance Managing assets

23% Oil production

industry's key pain points, challenges, and current trends. The survey was administered online and respondents were recruited ASUG's member list and using an external sample provider of non-ASUG members in the oil, gas, and energy industry. The 81 respondents include 38 ASUG members and 43 non-ASUG members.

About the study: This research is conducted annually to uncover the oil and gas



ASUG is the world's largest SAP user group. Originally founded by a group of visionary SAP customers in 1991, its mission is to help people and organizations get the most value from their investment in SAP technology. ASUG currently serves thousands of businesses via companywide memberships, connecting more than 130,000 professionals with networking and educational resources to help them master new challenges. Through in-person and virtual events, on-demand digital resources, and ongoing advocacy for its membership, ASUG helps SAP customers make more possible.