


People.
Solutions.
Delivered.





As a full-service provider of *Human Capital* integrated solutions we offer *experienced* Strategic Consulting, Direct Hire Placement and Contract Staffing services.



Not only does **OPTIMUS** leverage our experience in trading, trade operations, ETRM/CTRM and extensive relationship network to meet your Human Capital needs, with our vast combined industry experience, **OPTIMUS** helps clients scope, plan and develop a well-designed path for a successful **outcome**.



Strategic Consulting

Enables clients to realize strategic vision through the combination of industry best practices and practical solutions

- **ETRM/CTRM System Selection & Implementation**
- **Business Process Reviews / Key Controls**
- **Business Intelligence & Data Solutions**

Fit For Purpose Solutions

Leverages business and technical expertise to assist clients with operating their business models efficiently in the long term

- Compensation Study
- M&A Support / Due Diligence / Business Integration
- Core Competency Design and Definition



Case Study

Optimus

- Business Process Review
- E/CTRM Project Work

OpenAnalytics

- An Example of “IT”



Business Process Review

Conducting detailed business process reviews provides clarity around the responsibilities of each department as well as the integration between them. The resulting business process documentation is ideal for audit walkthroughs, training of new employees and ease of identifying duplicate or inefficient process within the organization.

1 Assess Current State & Future State:

- Define Business Vision and Project Objectives
- Identify Current Operational Structure
- Perform Strategic View of Operational Processes
- Interview Key Stakeholders
- Review of Systems and Integration

2 Developing the Business Process Flows

- Design & build the flow with a view of the primary and support activities
- Identify departmental interdependencies
- Review the initial design with stakeholders
- Evaluate the controls environment and highlight where improvement opportunities exist

3 Success Factors

- Empowered Team that 'own' the Process
- Increased Operational Efficiency and Consistency while reducing risk of Operational redundancy
- Enhanced Controls
- Bottlenecks and Inefficiencies identified
- Ability to Scale up quickly

CASE STUDY

Business Process Review

Business Process Review: *Preparing for Audit or Preparing to Scale?*

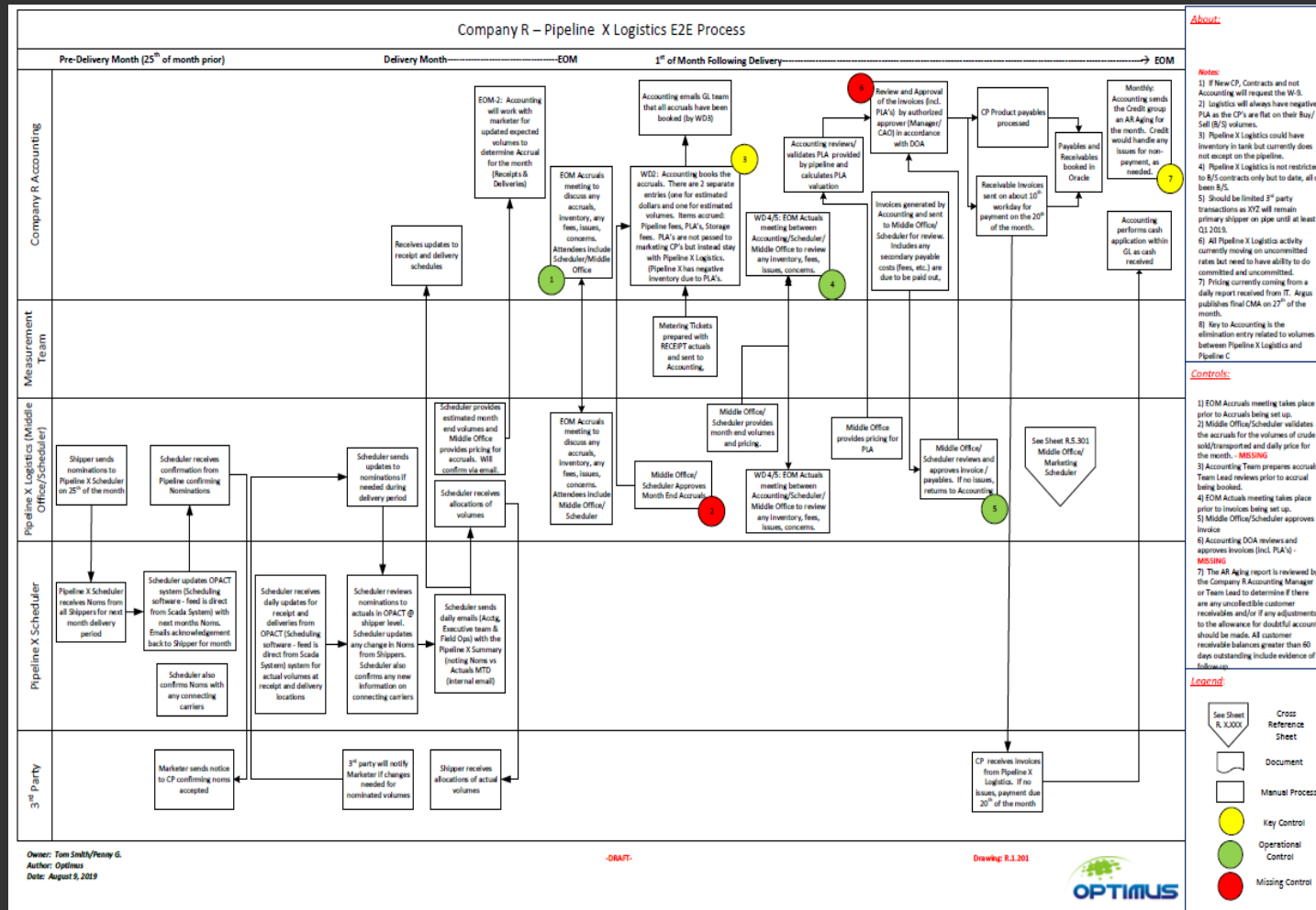
As organizations change rapidly, the need for efficiency and transparency grows. Having fit for purpose business processes allows a business to compete in an increasingly disruptive marketplace by evaluating organizational effectiveness, improving workflows, eliminating redundancies and gaining efficiencies. They also allow for improved communication between employees engaged in a process and eliminates the challenges of limited process visibility.

Commodities: Crude, Refined Products and Natural Gas

Challenge: A newly spun off midstream company was set to incur it's first audit and felt strongly they needed to prepare walkthrough worthy documentation to support the newly formed business operations. The organization engaged Optimus to document the existing end to end business processes as well as to propose key recommendations for future state growth. Additionally, the client wanted to ensure that the processes were designed to be scalable as more assets were acquired.

Solution: Optimus conducted deep dive interviews with all functional owners and key stakeholders to understand the business processes. As the interviews were conducted cross functionally, the teams were able to identify where key processes were missing, where controls being duplicated or not performed. Optimus worked with and provided each functional process owner a documented "As-Is" of the current operations that included identification of key and operational controls that both existed or were missing. Additionally, Optimus was able to highlight where process enhancements were needed.

Result: The resulting documentation was both internal and external "audit ready". The business owners bought into the processes and were eager to build upon the work going forward as well as to utilize the final "business process binder" of all the business processes for training purposes with new hires. Optimus organized the business process flows and controls documentation in such a manner that the Controller was able to use on a go-forward basis for easy refresh prior to the next audit.



ETRM / CTRM Project Work

Optimus experts can help assess, select and install the best ETRM/CTRM architecture for your business's current and future needs. Our solutions team is comprised of multiple subject matter experts and leaders with profound front, middle and back office experience.

1 Assess Trading Risk Management Needs

- Identify and engage key SMEs and Stakeholders
- Identify business vision, strategy and project objectives
- Map current business processes
- Identify business requirements
- Perform gap analysis

2 Identify Potential Solutions / Future Architecture

- Identify potential solutions
- Prepare and distribute RFP
- Perform key vendor reference checks
- Including key SMEs and Stakeholders, hold application demos with selection criteria
- Select system for implementation including future integrations

3 Project Planning / Development / Implementation / Testing / Training

- Perform key workshops with Project Team
- Configure system based upon requirements
- Develop key testing scenarios for SIT & UAT
- Perform all testing cycles with key SME's – document sign off's
- Provide user training: system, process, and controls

4 System Go-Live / Hypercare

- Determine system cutover and go-live
- Provide optimal Hypercare support for post go-live
- Complete knowledge transition with internal business and technology

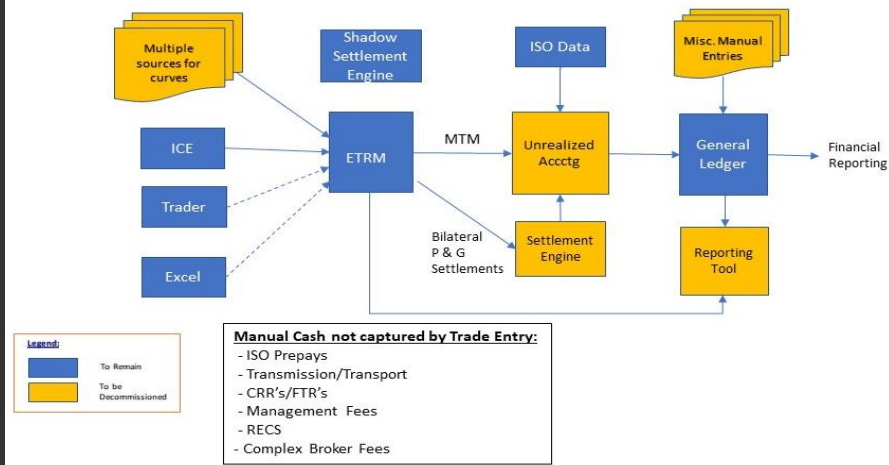
CASE STUDY

Re-Implementation of C/ETRM Architecture

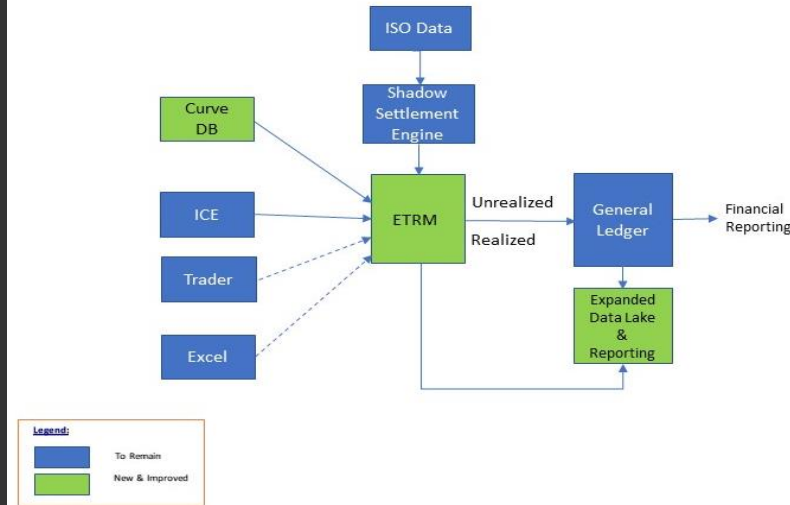
Re-Implementation of C/ETRM Architecture: Valuation Wrong? Controls Failing? Are Teams Reporting Incorrect Results?

Organizations spend millions of dollars on their C/ETRM architecture only to discover it is not effective, is not supportable and is ultimately not correct. Over time departments make decisions without understanding the impacts to others, configuration and data changes occur and IT teams are left with systems they do not know how to properly support. As the business changes the C/ETRM must evolve with it.

Trade Lifecycle prior to Re-implementation



Trade Lifecycle Post Reimplementation



Commodities: Natural Gas, Power, and Renewables

Challenge: The C/ETRM architecture did not support the needs of the commercial, risk and accounting teams

- Teams reporting different risk and P&L numbers to executives via manual solutions
- Curve methodology was inconsistent and prone to error
- Asset valuation was not timely nor transparent
- Inconsistent and dated controls across business lines created risk and audit findings

Solution: Optimus worked with the organization to identify key business processes and identify a clean, more robust infrastructure. Key goals were identified and targeted:

- Single source of truth for all reporting
- Standardization of data foundation
- Fully integrated ETRM including settlement and accounting data
- Removal of spreadsheets and lack of controls where possible (i.e., implemented curve repository)
- Enhanced functional controls especially around trade data (improved trade verification tools and tracking)

Result: The client has improved end to end communication and reporting capabilities. All functional areas now have clear insight into data and reporting. The new infrastructure has a much-improved control environment and is much easier to support from both the business and technology perspective.



OpenAnalytics

Introducing our sister company

1 ARE YOU HEARING ABOUT “IT”?:

- Machine Learning
- Business Process Automation
- Artificial Intelligence
- Data Lakes
- Cloud-Forward Strategy
- Digital Transformation
- Data Science

2 DO YOU WANT TO KNOW HOW “IT” WORKS?

- What real business problems can be solved?
- How can solutions be practically applied?
- Can we enhance what we already have?
- Are we leveraging our data to create competitive advantage?
- Is our data timely and accurate such that the best commercial decisions can be made?

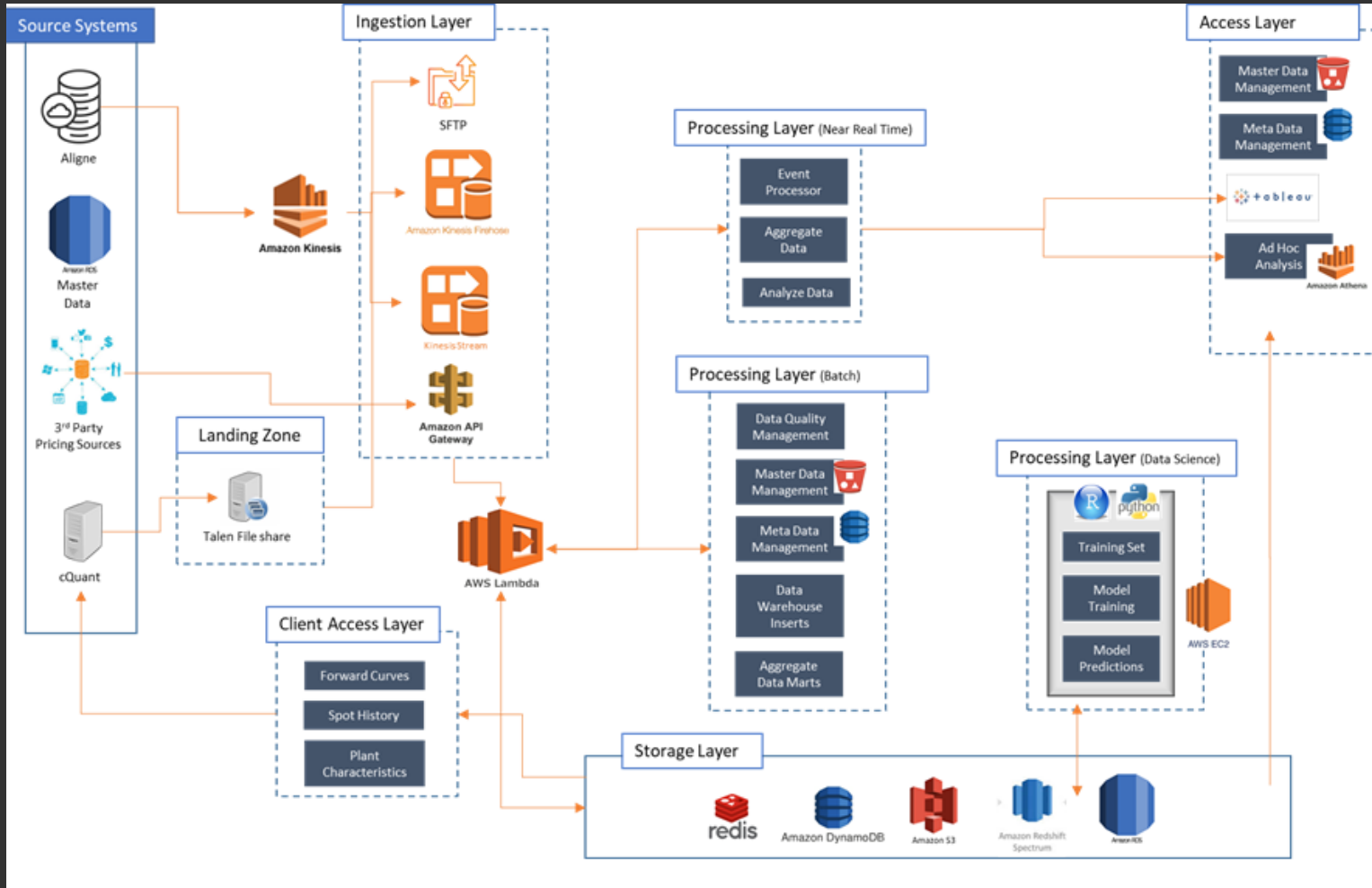
3 HOW DO YOU IMPLEMENT “IT”?

- Pick a partner who knows energy and eliminate the need for constant translation of nomenclature.
- Define “IT” road map based on the goals of leadership.
- Create the underlying solutions architecture, “the backbone” for scalability:
 - Cloud
 - Data Lake
 - Systems/Technology
 - Analytics/Visualization
 - Governance
 - Support
- Stage implementations of “IT” to realize value incrementally ensuring that the commercial, operational and technology teams remain aligned and can pivot quickly if needed. Nimble delivery removes risk of costly mistakes.



CASE STUDY: An Example of “IT” OpenAnalytics

Creating the “backbone” of “IT” with comprehensive cloud-forward strategy, data visualization, and governance.



Commodities: Power, Natural Gas, Coal, Fuel Oil and Renewables

Challenge: An IPP wanted to leverage their data to empower the business teams to make more competitive and intelligent decisions. The technology team wanted to have a scalable, self-service, cloud-forward architecture. Being a player in the market of rapidly changing demand and pricing, the client required an architecture that allowed for analytics of data from multiple sources instantly in order to make informed decisions.

Solution: OA worked with IT and key end users to understand the true business needs. OA compared the client’s environment with that of relative industry competitors to create a customized digital transformation road map which included:

- ✓ A cloud-forward strategy
- ✓ Data Lake architecture
- ✓ Effective data governance
- ✓ Analytics and visualization capabilities
- ✓ Infrastructure and beginning applications for machine learning.

Result: Executives are able to easily access relevant data from multiple devices. The organization is consistently leveraging a single source of data. End users are making timely and informed decisions that are positively impacting profitability. IT has an easier time maintaining and enhancing technology in the direction of business needs. The client has deployed initial business process automation and machine learning programs.



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