

PROGRESSIVE



Progressive TSL best practice oil & gas implementation framework underpins Anglo-Tunisian Oil & Gas (ATOG) successful Infor based Finance and Business Management Solution

About Anglo Tunisian Oil & Gas (ATOG)

ATOG is a privately owned exploration and production company with a diversified portfolio of producing, developmental and exploration assets over seven blocks in Tunisia. Five of these assets are fully operated by ATOG and the others by ENI.

Key business drivers for new system

In 2019, following new acquisitions in Tunisia, ATOG recognised the need for a new Finance and Business Management system.

Key criteria for the new system:

- An off-the-shelf package that could be easily tailored to meet the needs of their rapidly evolving business
- Support multi-currency – initially Tunisian dollars, US Dollars, Pounds Sterling and Euros
- Support both UK and Tunisian business practices, financial and taxation regulations

Infor SunSystems integrated with Infor EAM was selected as the ideal solution to meet ATOG's needs.

Selection of Progressive TSL

Infor introduced ATOG to Progressive TSL. Progressive TSL are Infor Gold Channel Partners and have been recognised for many years as a delivery partner highly experienced in the implementation of Infor solutions into energy companies across Africa.

"Progressive TSL consistently delivers Infor EAM for clients in the oil & gas sector, and it has been a great privilege to hand over this Award to Chris Walcot which underlines Progressive TSL's status as an Infor Gold Channel Partner. The high standards and industry insight that Progressive TSL delivers to clients is a powerful combination of software expertise and sensitivities to specific oil & gas industry challenges."

Cormac Watters, President at Infor on Progressive TSL receiving Infor's EMEA Net New Business Partner of the Year Award

ATOG was very happy with this recommendation and immediately got on well with Progressive's director, Marianne Walcot, when they met in the run-up to the 2019 acquisitions. ATOG had also received positive feedback about Progressive's implementations from similar companies working in the energy sector, and knew Progressive would be a good fit and able to deliver. Another positive for Progressive was that their team included multi-lingual French speakers, which ATOG knew would prove very useful when working with ATOG's French-speaking team.

The combination of Infor's Solutions and Progressive's delivery experience and expertise proved an ideal solution for ATOG.



Key components of the ATOG solution

Infor SunSystems This best-of-breed solution provides automated, consolidated accounts across the whole business. Adheres to a wide range of financial regulations and tax rules, including specific withholding tax obligations. Supports multi-language and currencies.

Infor Q&A Advanced financial and operational reporting. Enabling easy access and full transparency of Financial and Management information and KPIs.

Making Tax Digital PAMTD automates the link between Infor SunSystems and HMRC. By maintaining the link between submitted VAT returns and source transactions - a full audit trail is available.

BankLinks for Business (B4B) B4B provides a two-way link between SunSystems and the banks for electronic funds transfers (EFT) or internet banking. This instantly improves the security and auditability of bank payments.

Infor EAM Fully integrating with SunSystems, Infor EAM enables streamlined, automated invoice processing and vendor management.

Infor OS (ION & Ming.le) This complimentary component facilitates invoice approvals workflow in line with company Delegation of Authority (DOA). Approvals can be managed via web and phones/tablets using Ming.le - enabling Executives to approve while on the move.

Progressive's flexible implementation approach

Progressive TSL offered a flexible, phased implementation approach that fitted around the processes and changes taking place following the acquisitions. This fast track implementation approach meant that they could quickly be up and running with month-end accounts in very short order.

ATOG appreciated the way Progressive speedily adjusted their implementation and training approach in order to adapt to the new working practice restrictions, introduced globally to address the COVID 19 pandemic. Whilst a lot of businesses had to curtail their activities, the team at Progressive continued to deliver ATOG's training workshops, UAT (User Acceptance Testing) and roll-out phase over MS Teams, so momentum wasn't lost and they could 'Go-Live' during lockdown.

The strong ATOG-Progressive relationship

Progressive TSL have provided ATOG with support when needed, across the full implementation process. Both parties expect the strong working relationship that has developed over the year to progress well into the future as ATOG's business continues to evolve. ATOG have found the Progressive TSL team members to be very 'personable, interactive and knowledgeable', working well within all functions and levels of the ATOG business. ATOG commented that a good level of trust has built up - they recognised that Progressive were careful only to recommend software functionality and processes that would be beneficial to ATOG's business strategy.

"We have really enjoyed working with ATOG during this key stage in their journey. Progressive really thrive on using our experience and expertise to implement systems and processes that make a difference. We are delighted that Jeremy and the team at ATOG have found the solution to be a success. We look forward to continuing to build on the strong relationship that has developed as their solution grows in the future."

Marianne Walcot, Director, Progressive TSL

ATOG take advantage of Progressive's oil & gas experience

Over the past 15 years, Progressive TSL have delivered over 100 successful implementations into the oil & gas sector in Africa and the wider world. Progressive's experience in this industry is reflected in their ever-evolving SunSystems and Infor EAM oil & gas implementation framework. This best practice framework, tailored to address ATOG's specific business processes, underpinned the implementation. This meant that ATOG could be quickly up and running with the new system and would soon benefit fully from Progressive's years of experience implementing solutions into African oil & gas companies.

Solution benefits to ATOG

- The new system has significantly improved the speed of the month-end accounting process
- ATOG team find the new system very easy to use
- Streamlined, automated processing frees up the ATOG Finance team to focus more of their time on strategic rather than administrative tasks
- A multi-currency and multi-language solution that supports business growth



"We are really happy with the partnership we've built with Progressive. They invested the time to understand our business and implement a solution, which suits our needs now but will also grow with us in the future. It's never easy implementing a new system, however Progressive's design, project management and hands-on support made the process far less stressful and most importantly, a success."

Jeremy Patullo, Finance Director, ATOG





About Progressive TSL

Progressive TSL is a business consultancy and solutions provider dedicated to providing best-of-breed finance, supply chain and asset management systems for asset-intensive industries (including energy, mining and engineering services) across the globe. They have been Gold Channel Accredited Infor Partners since 2014.



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