

FOR IMMEDIATE RELEASE

Pan Ocean Oil Corporation improve operational efficiency

Nigerian oil company to implement Infor FMS SunSystems and Infor EAM from Sapphire

London – May 2010. Sapphire Systems today announced that it is to implement Infor FMS SunSystems and Infor EAM at Pan Ocean Oil Corporation (POOC) in Nigeria, supporting the organisation's plans for enhanced reporting, planning and efficiency.

POOC was the first gas production company in Nigeria and has a joint venture licence and production sharing contract with the government.

The system in place at POOC was "not really ideal for an oil and gas production company" said David Howe, Financial Consultant at POOC, "It was really better suited a finance organisation and we had long since outgrown it."

"It took us over a year to make the decision to move to SunSystems" said David, "Before we began the search for a new solution, we did a thorough review of how we were working with the incumbent solution to assess why it had failed and what we could do better with a subsequent implementation. We concluded that the solution was not fit for purpose and that our training was not adequate – we will definitely be making more use of training in future and I would also recommend this to others too."

To commence the project the team at POOC undertook an evaluation of all systems that could be suitable for the oil and gas sector short listing amongst others, Infor FMS SunSystems and SAP. "We needed a solution that people could use and SunSystems fitted the bill" said David adding, "SAP is a good solution, particularly from a best practice point of view, but we concluded that it would be too complex for our needs and the cost was also a deciding factor."

On the selection of a suitable Infor FMS SunSystems partner David said, "I had worked with a few SunSystems partners but Sapphire stood out". We had received recommendations from other Oil companies in Nigeria that Sapphire would do a good job and that came across in our initial discussions. They were able to demonstrate an in depth knowledge of the market and our requirements and we took comfort from the fact that they had a number of similar clients".

In addition to the implementation of a new Financial Management solution, the decision was also taken to simultaneously implement a procurement and asset management package. POOC decided upon the Infor EAM solution from Sapphire. "We wanted a strong asset management system" explained David, "not just procurement. I had worked with other procurement solutions before, but I knew that we needed more than they could offer. We were after a turn-key solution for the Oil & Gas sector, which is what we have got with Infor EAM. We will also benefit from the asset sustainability edition of Infor EAM."

Once POOC is live with Infor FMS SunSystems and Infor EAM “we are looking forward to seamless reporting which will be a real benefit” said David. “If you have 2 or more oil blocks with different reporting requirements, as we do, it is important to be able to consolidate accordingly. The implementation will enable effective planning - EAM in particular will be a real benefit in this respect. We will benefit from best practice procurement and getting the best from the resources and equipment we have.”

Steven Wright, Business Development Manager at Sapphire Systems, concluded, “SunSystems is a great fit for the financial accounting requirements of the oil and gas sector and we are delighted to be working with Pan Ocean Oil Corp in Nigeria. The implementation of Infor EAM will help the team there reduce expenditure by improving equipment and staff productivity, optimising maintenance resources and increasing inventory efficiency – so important for organisations in this sector. We look forward to a successful project and working with the team at POOC to help them realise optimum reporting and efficiency.”

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About Sapphire Systems plc

Sapphire is an SAP Gold partner – number one for SAP Business One in EMEA, the global leading Infor FMS SunSystems partner and the Master VAR for Wax Digital. Since 1986, Sapphire has offered customers wide-ranging practical expertise in selecting and implementing advanced financial accounting, business management and procurement solutions and today provides software, services and support for over 600 customers worldwide from their offices in the UK and USA. Sapphire is a founder member of the British Application Software Developers Association and was one of the first signatories of the BASDA Green Charter.

www.sapphiresystems.com

About Pan Ocean Oil Corporation

Pan Ocean Oil Corporation has been operating as an Exploration and Production (E&P) Company since 1973 in the onshore Niger Delta. Its OPL-71 was converted to OML-98 on December 1, 1975. OML-98, which has coverage of 522.86 sq.km, is in the Northern fringe of the Niger Delta with its characteristic stratigraphy of sand/shale sequence. Pan Ocean Oil Corporation is credited with running a successful drilling program within its concession areas. Currently average depth is in the range of 13,700 feet. The only indigenous company currently in a joint venture relationship with the National Oil Company of Nigeria (Nigeria National Petroleum Corporation), Pan Ocean Oil Corporation is also among the leading exploration and production companies in Nigeria. The company continues to experience rapid growth, maintaining profitability by running efficient operations that utilize local resources and expertise.

www.panoceanoilnigeria.com

About Infor FMS SunSystems

Infor FMS SunSystems v5 is a richly featured global financial management solution used by over 20,000 companies worldwide. Its unique single-ledger design, with strong multi-currency and analysis capabilities, provides an ideal basis for financial reporting, and is complemented by integrated business process functionality for purchasing, sales, and inventory management. Available in 30 languages and configurable to meet varying accounting requirements, implemented in over 190 different countries worldwide. Infor FMS SunSystems v5 provides a common accounting solution that can be deployed globally to meet local requirements at the lowest total cost of ownership.

www.sapphiresystems.com/sunsystems

About Infor EAM

Infor EAM (Enterprise Asset Management) enables manufacturers, distributors, and services organizations to save time and money by optimizing maintenance resources, improving equipment and staff productivity, increasing inventory efficiency, and strengthening their ability to collect on warranty-related claims. Infor EAM software includes reporting tools that enable better decision-making to help improve future asset performance management and profitability.

www.sapphiresystems.com/eam

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