UtopiaDIGEST

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UTOPIA GLOBAL NEWSLETTER

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INTRODUCING: UTOPIALIVE

UtopiaLIVE #1 | April 16, 2020 | 11:00am CT

MRO Supply Chain Optimization: Take Costs Out of the Business with End-to-End Procurement Spend Efficiency & Maintenance Productivity

An interactive webinar series focused on providing you needed solutions to take costs out of the business, maximize operational performance, automate & streamline and better leverage your technology investments. UtopiaLIVE provides you the opportunity to ask subject matter experts live questions to help fuel your initiatives, overcome challenges and seize opportunities.

REGISTER HERE

LETTER FROM THE CEO: A COVID-19 RESPONSE AND CALL FOR UNITY

BY ARVIND SINGH

Dear Customers, Partners and Colleagues,

I hope you, your loved ones, and all of those close to you remain healthy and safe in these challenging times.

COVID-19 has caused us all to hit the pause button. While I have full confidence that we will weather this crisis and come out stronger on the other side, I also know that our lives will not be the same again. We are heading into a major “reset”, not all of it necessarily bad if we take the opportunity to reinvent ourselves and prepare for the bounce back that is inevitable.

Today, Utopia remains open for business having pivoted to the “new normal” over the last several weeks:

- Our rapid response team was proactive with a business continuity plan as early as February to ensure we minimized disruptions for our customers in the event the situation escalated
- Our WFH policies were in effect before the lockdowns kicked in globally, our teams already productive remotely, so all we had to do was extend the WFH guidelines
- Our teams continue to deliver projects on-time, with many of our colleagues supporting critical transformation projects around the world - away from home, working from hotel rooms while maintaining social distancing guideline
- Utopia remains financially strong to weather this crisis

We recognize it's critical that we adapt quickly to our clients’ changing business needs. With demand dropping, supply chains disrupted, stores and offices closed, and commodity prices falling, our customers need good data to make decisions and respond quickly. To help our customers, we are offering a variety of assistance at no charge such as:

- COVID-related data cleansing
- Strategic consulting and rapid data assessments
- Developing new business cases to fix gaps in the data foundation
- Flexible billing on new projects or change orders

Please let us know how we can be of help during this challenging period.

My personal thanks go to hundreds of Utopians around the globe that have united to maintain the unfettered continuity of our services, and for how they have so actively engaged in community health and safety initiatives that demonstrate the Utopia Way. We also owe a debt of gratitude to all our heroes in the front lines fighting this virus - we can never put into words how much we appreciate your
sacrifice, your courage and your resilience.

I wish you, your families and your colleagues continued good health and hope in a brighter, stronger tomorrow. I know we will adapt. We will overcome. And we will thrive. Together we are stronger, together we cannot fail.

Sincerely,

Arvind Singh
Co-Founder & CEO

utopia LIVE

Introducing UtopiaLIVE, an interactive webinar series focused on providing you needed solutions to take costs out of the business, maximize operational performance, automate & streamline and better leverage your technology investments.

Unlike other webinars, UtopiaLIVE provides you the opportunity to ask subject matter experts live questions to help fuel your initiatives, overcome challenges and seize opportunities.

REGISTER HERE

APRIL 16, 2020 | 11:00AM CT

MRO SUPPLY CHAIN OPTIMIZATION: TAKE COSTS OUT OF THE BUSINESS WITH END-TO-END PROCUREMENT SPEND EFFICIENCY & MAINTENANCE PRODUCTIVITY

Join Mike Jordan, VP of Utopia's EAM Practice as he shares the steps you can take NOW to eliminate unnecessary or redundant MRO spares spend. Mike will detail the solutions you can deploy immediately to enable:

Procurement Savings: Buy only the spares you need and eliminate unnecessary or redundant spend
Maintenance Productivity: Increase wrench time and first call resolution when maintainers have the spare parts they need, when they need them
Warehouse Efficiency: Save warehouse space by eliminating obsolete and redundant spares

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UTOPIA PODCAST SERIES:
THRIVING IN A CHALLENGING ENVIRONMENT

Watch Now. Utopia CEO Arvind Singh sits down with Mike Begala, IT Director, Flowserve Corporation to discuss how the two organizations have partnered to deliver transformational change through master data governance at Flowserve. In this customer success pod, Mike shares how Flowserve was able to "**drive down working capital with inventory optimization** " and "**optimize receivables management**" as well as de-risk the business from future market volatility.

BLOG

PLANT MAINTENANCE: DID YOU FORGET ABOUT THE DATA?

BY DENISE HAMILTON

"The bottom line here is that if companies invest the time upfront to ensure that clean, GOOD data is loaded in the first time…the reliability of the equipment is increased many times over. The production lines stay up and running as expected, etc. All these things, plus more, will increase profit and the overall cost will be reduced." **READ MORE**…

CUSTOMER SUCCESS STORY: BIG MRO SAVINGS AT A GLOBALLY LEADING OIL & GAS COMPANY

Learn how this multi-national, fully-integrated oil & gas customer realized $100M in year one savings with MRO spares supply chain optimization using Utopia data solutions.

Customer Success Story: Globally Leading Oil & Gas Company

Utopia Solutions Resulted in Increased Significant MRO Spares Supply Chain Savings and Increased Asset Availability

Globally leading | Multi-national | Fully-integrated

utopia
Perfect Data. Perfectly Possible®

Customer Situation

This globally leading North American oil & gas company is fully-integrated and specializes in the production of synthetic crude. The customer was seeking solutions that could be rapidly and cost effectively deployed for the governance of four key asset master data objects: Equipment, Functional Locations, Bills of Material, and Work Centers. The customer maintains asset data quality utilizing labor-intensive processes based upon excel-based Master Data Change Request (MDCR) forms. This spreadsheet-based process depends heavily upon the diligence and dedication of the Master Data Shared Services (MDSS) team and often requires numerous iterations between the field and MDSS staff to accomplish the required results.

Solution

- Implementing MDG for EAM solution for Equipment, Functional Location, Bill of Materials, Service Master, Work Centre data domains to enforce compliance in support of new processes and new data standards
- Prepare the domain data to support the implementation of governance without impacting the business
- Pre-configured objects as a means to address the solution requirements and ensure Completeness, Validity, and Accuracy of the asset data, thus eliminating the asset master data governance churn
- Creation of the new EAM Masters will follow a set of rules and procedures, maintained and managed by the central system
- The solution will enables the business to check if the EAM master records they plan to create already exists in the productive system and proceed to create the new entry in MDG if there is no match
- Post go-live support
- Knowledge Transfer of project deliverables

Realized and Expected Benefits

- **$100M in year one savings** from the reduction of obsolete and redundant MRO spares inventory (and procurement)
- **$70M in recurring savings** from the reduction of obsolete and redundant MRO spares inventory (and procurement)
- Increased asset availability and production throughput
- Increased maintenance productivity, wrench time and first call resolution
- Reduction of EH&S risk

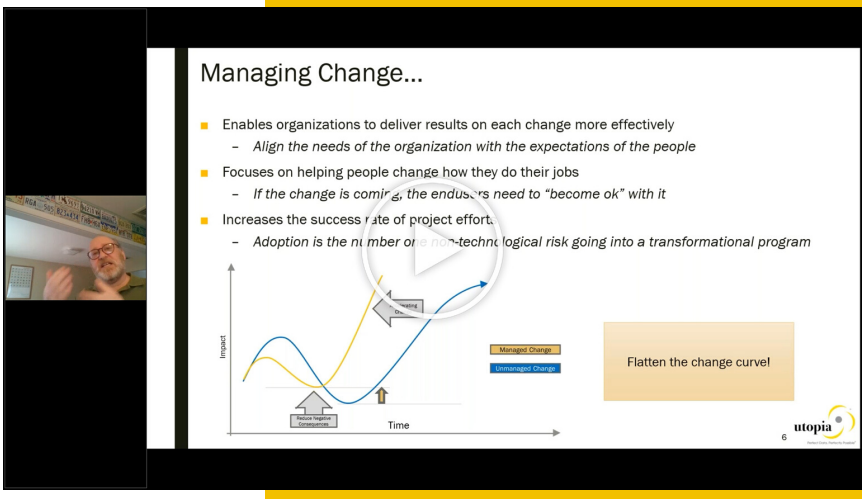
For more information on all Utopia solutions visit: https://www.utopiainc.com/software-solutions

WEBINAR: MAXIMIZE THE PROBABILITY OF SUCCESS IN YOUR DIGITAL TRANSFORMATION

In case you missed it…this past week, Ira Lieman, Director of Strategic Consulting, Utopia delivered an interactive webinar focused on the business value of strategic consulting, strategic change enablement, organizational change management, AND most importantly, how they can help you maximize your chances of digital transformation success.

Topics covered include:

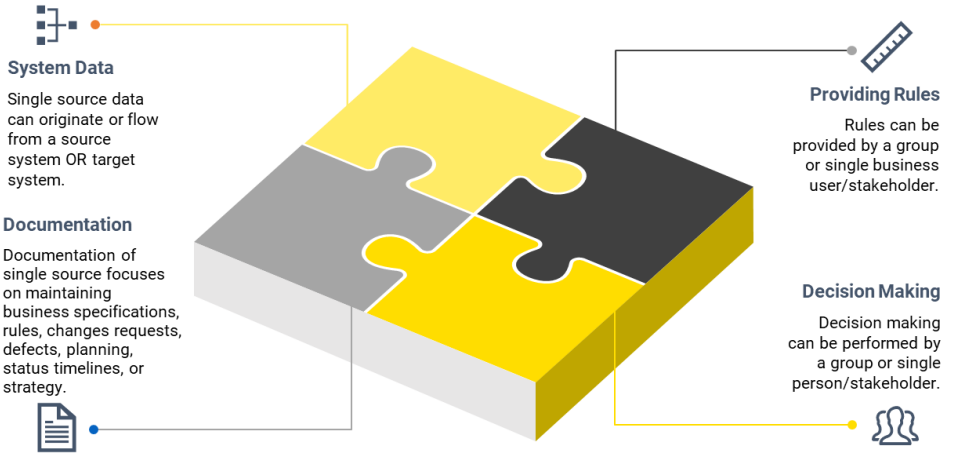
- Improving success for your enterprise transformational programs through management of change
- How people in your organization adapt to change
- Employing ADKAR methodology
- Foundational principles in how to educate and inform all stakeholders towards improving the adoption of their program
- How a major shift in responsibility alone is an inflection point for adoption



Click on Image to Play Webinar

S4 MIGRATION READINESS:
YOUR GO-TO GUIDE FOR LEVERAGING SINGLE SOURCE OF TRUTH IN DATA MIGRATIONS

Four Different Dimensions Defining Single Source of Truth Data



System Data

Single source data can originate or flow from a source system OR target system.

Documentation

Documentation of single source focuses on maintaining business specifications, rules, changes requests, defects, planning, status timelines, or strategy.

Providing Rules

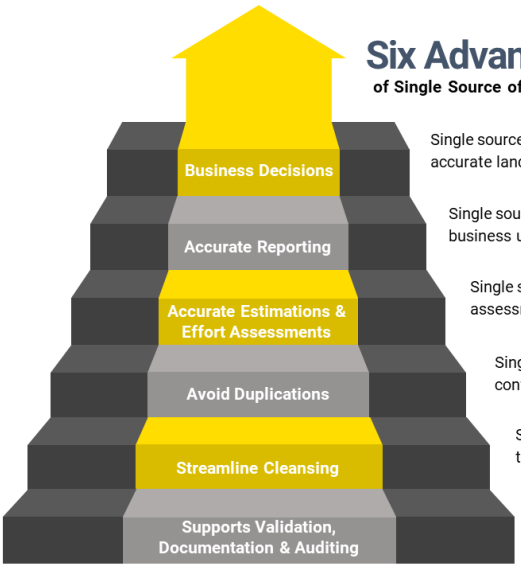
Rules can be provided by a group or single business user/stakeholder.

Decision Making

Decision making can be performed by a group or single person/stakeholder.

Six Advantages

of Single Source of Truth Data



Single source data enables organizations to make real time decisions with an accurate landscape visible to all decision makers and stakeholders.

Single source data provides for more accurate reporting on the status of business units and the company allowing value for centric optimizations.

Single source data supports more accurate estimations and effort assessments.

Single source data allows organizations to avoid duplications and conflicting multiple perspectives on reality.

Single source data supports cleansing efforts enabling processes to become more streamlined and more reliable.

Single source data enables ubiquitous validation, documentation, auditing and verification across all stakeholders.

Six Tips

For Achieving a Single Source of Truth in **Data Migrations**

Source of Data:
Always ensure that your source of data originates from a single source system.

Validation & Sign-off:
Just as in decision making, ensure that there is a single body for validation and sign-off.

Information Providing Body:
Ensure there is a single point of contact for providing data or business rule information.

Avoid Duplication when Maintaining Data:
To realize the true benefits to time, cost, effort, and resources, data duplications must be minimized.

Decision Making Body:
Data migrations are most successful when there is a single body for decision making.

Documentation:
Maintain a link or reference to the rules instead of having the same rules in multiple documents.

A very wise data professor once quipped, “there are only two rules you must remember when dealing with data…
1. Know thy data
2. All the data is bad.”

At Utopia, we combine nearly two decades of data migration experience with innovative and leading-edge technologies that allow you to better understand and leverage your data, while ensuring and governing its quality. You migrate for a reason, to help propel your business forward with new applications, platforms and data centers - turning data into actionable intelligence.

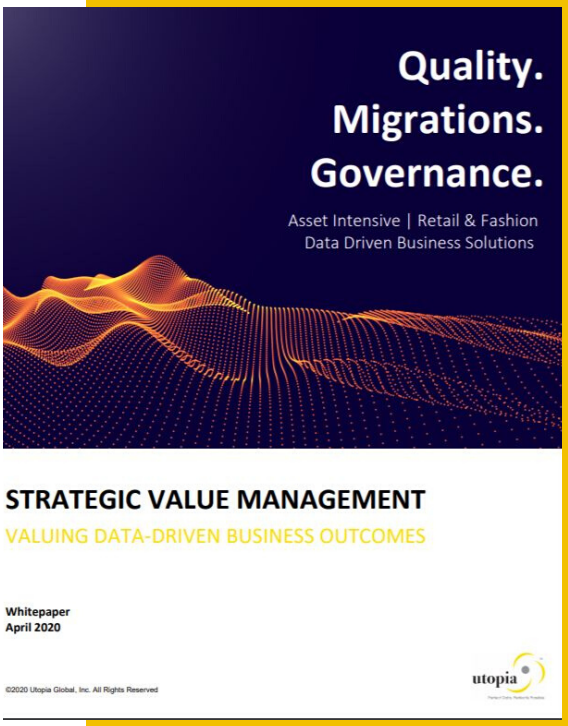
Click on Images to Enlarge

WHITEPAPER: VALUING DATA-DRIVEN BUSINESS OUTCOMES WITH STRATEGIC VALUE MANAGEMENT

BY DAVID KUKETZ

Data is incredibly flexible, reusable, extendable, and when leveraged as an asset in your company with greater usage, higher frequency and velocity it becomes highly valuable. Utopia Strategic Value Management (SVM) helps to examine the value of data and chart a course to creating more economic value, improve agility and increase speed of business.

READ MORE about how strategic value management can be leveraged to help define your data driven path forward…



YORKSHIRE WATER: ASSET MANAGEMENT EXCELLENCE AT YORKSHIRE WATER

Learn how Yorkshire Water partnered with Utopia to maximize asset availability and ensure the success of their greenfield SAP implementation by focusing on high quality, well-governed asset master data. Listen as Gary Ashby, Enterprise Data & Information Architecture Manager at Yorkshire Water shares:

- How strong master data drives asset management excellence
- The criticality of having a data partner in addition to a SI
- The important role of master data in ensuring greenfield implementation success

PRESS RELEASE COMING SOON...

SAP has named Utopia as a **FINALIST** for the SAP® Pinnacle Award for Solution Extension Partner of the Year in Platform and Technologies. Utopia stands proud as one of 68 partners named as finalists, out of thousands in the SAP ecosystem.

The annual SAP Pinnacle Awards acknowledge the contributions of leading SAP partners that have excelled in developing and growing their partnership with SAP and helping customers meet their goals. Finalists and winners in 34 categories were chosen based on recommendations from the SAP field, customer feedback and performance indicators.

Stay tuned for the full press release in the next UtopiaDIGEST!