A unified world through one's act of connection!

My Story

Oil and Gas for 27 years

My experience has shown me what doesn't work. It has got to be easier than this. Connect!

□ In 2 years Op disputes < from 13 mil. abs to 4.5 mil. abs

JV FISHING

"Give a man a fish and feed him for a day. Teach him to fish and feed him for a lifetime."

JV Analyst / Accountant Problem

Inconsistent communication

- JV Analyst answers same question from multiple people
- Inconsistent process
- Leads to confusion for our partners
- More work less time

Current Situation

JV Accountant

JV Analyst

- Partner short pays OH
 Needs specifics (Where in the agreement)
 - Double communication one issue

- Receives 3 queries on OH
- Responds 3 times 3 different accountants
 - Triple communication one issue

Solution - Better Relationships

Create a better relationship between JV analyst and JV accountant

Improve communication

Improve process

Time is precious and time spent in sync saves time

Solution - Better Processes

Better processes save time

Better tools lead to better processes

Connection Drives Direction

When everything is in sync, no one sinks.

People in sync + Process in sync + Knowledge in sync

= Better Processes

"Ah..." The agreement is huge!



Guidelines for JV Contract Analyst to help JV Accountant

- 1. Provide cheat sheet on contract types
- 2. Provide location in the agreement for fee verification
- 3. Analyst and Accountant collaborative effort for scripting common back up requests.
- Helps JV accountant collect AR quicker
- JV analyst no longer answers same question many times.

Guidelines for JV Accountant to help JV Contract Analyst

Provide overview of the problem (eg.OH)

Identify agreements involved

Quote \$ impact for the Partner/Company

Propose a resolution

Company

- Communication leads to knowledge
- Company systems support the relationship
- Process Implementation

Synergy



JV Accountant and JV Contract Analyst come together to create a better relationship. Your Company may have a system that works.

I am only going to share a system that has worked for me and that is not to say there are no other systems out there that work.

TOOLS - You'll get hooked on JIBLINK.



CONNECTS PEOPLE

A TOOL TO IMPROVE PROCESS

JIBLink - Dispute Issues

Dispute Issues														
		Show /	Active Only	 Contact 		Partner		Property			Org Number Show	All	•	
		Issue #		Issue Desc		Reason		▼ Status		•				
											New	Deast Coast	ab	
	\								1	× 1	New	Reset Sear	cn	
	1				(Rec	ords 1 - 17	of 17) 📧 🤇	(Page	1 🔻 (f 1)					
	Issue # A	Dispute Issu	ue Desc			Operator Di Reason	spute	Operator Dispute Status	Partner	Open s Properties	Total Properties	Open Statements	Total Statements	Last Updated
290	ACCTPAYBU	Back up to a	attach by Op J\	/ accountant		Other (MI)		Prt Accept	2	2	2	3	3	2012-10-19
290	CAPITALSUPP	Supplement	tal AFE sent to t	the AFE Owner.		Supplement		Interdept	1	1	1	1	1	2012-10-23
290	EQUALIZATION	Queries to b	be resolved by	the Equalization	n Accountant	Equal/13 Mt	h	Equalization	1	1	1	1	1	2012-10-24
293	FEES	All fees volu	umetric billed b	y PA.		PA Admin		PA	0	0	0	0	0	2012-09-27
290	IV AGREEMENT	JV Operatio bill.	ons to put in pla	ce agreements	. JVA can then re	Wrong DOI		JV Op	2	2	2	7	7	2012-10-26
290	JV NON OP	Inbound bill	lled in error? JV	Inbound Accou	intant to correct.	Wrong DOI		JV Non-Op	5	7	7	13	13	2012-10-29
290	JVA TO FIX					Sold		Interdept	15	17	26	59	72	2012-10-31
29	LAND SURF CR	Correction of	due from JV Ac	countant.		Wrong DOI		Interdept	0	0	0	0	0	2012-10-18
	LAND SURF-FH	Land Surfac	ce Freehold			Other (MI)		Interdept	2	4	4	4	4	2012-10-02
	LAND-MIN CR	Cr Mineral L	Lease Rental			Wrong DOI		Land	1	4	4	4	4	2012-10-18
298	OVERHEAD	Overhead fe	ee as per agree	ement		O/H Fee		Interdept	72	156	277	1260	2031	2012-10-31
	PA					PA Admin		Interdept	11	28	29	58	60	2012-10-29
290	PARTNERDELAY	The partner	r has all the info	ormation to sub	mit payment.	Other (MI)		Info Sent	23	130	156	234	277	2012-10-31
	PROPERTY TAX	Correction r	needed billed o	ut Pengrowth N	OT the Licensee	Other (MI)		Interdept	1	1	1	1	1	2012-10-26
	QBYTE MAINT	Core Master	erfile Update for	m requested.		Wrong DOI		Interdept	3	3	3	29	29	2012-10-25
298	REVENUE	Partner is m	missing revenue	e.		тік		PA	0	0	0	0	0	2012-09-27
290	ROY-NON PRIS	Royalty Dis	sputes - other th	nan Prism		Royalties		Interdept	1	4	4	4	4	2012-10-24

JV Accountant OH Query

Manage Dispute Issue								
	Issue #	OVERHEAD						
	Operator Dispute Reason	O/H Fee 🔹						
	Operator Dispute Status	Interdept 💌						
- Overview of problem - Agreements involved	Dispute Issue Desc	Overhead fee as per agreement						
- Proposed resolution		Ψ.						
		Partner is disputing overhead fees stating they are incorrect according to the agreement. Please refer to JV agreements 5024, 5233 and 5480 for wells in this area (Northern Business Unit). JV Analyst for this area is Jane Smith. We are billing partners incorrect overhead fees, once fee is confirmed in JV agreements, systems must be corrected to ensure correct fee is billed going forward and we must complete reversals on all disputed properties.						
		Follow up						
		Save Add Public Comment Cancel						
- Impact on company, this		Partners: 72						
screen links to JIBLink		Open Properties: 156 Total Properties: 277						
property search showing all 156 disputed properties with		Open Statements: 1260 Total Statements: 2031						
dollar value of disputes	Created By: Getz , April on 2012-10-31 2:14:22 PM							
	Last Modified By:	Getz , April on 2012-10-31 2:14:22 PM						

JV Contract Analyst Response

New Notification		
JV Analyst and JV Accountant can communicate within JIBLink	Subject Property Query Send copy to Ade Viewable by partner Viewable by all partners with interest (for this property within this file) Attach to multiple properties Partner 6605 COMPTON PETROLEUM CORPORATION Invoice 37834 CC 15163 LOCHEND 100/14-02-029-04W5/00 Attachments [Add] D JV Agmt 5024.pdf (256.00 KB) [Delete]	
	Message Hi April I have attached a copy of JV Agreement 5024, please see page 10 of the agreement showing that the Overhead Fee chargeable is \$250.00 for the wells in question. Follow up Save Cance	* *

JIBLink - Capital Dispute

Description AFE 2012EX1638 Im DEER MOUNTAIN 09-31-68-08 TUBING REPAIR CC 27234 DEER MOUNTAIN UNIT #1 U00273 UWI: 100023106808500									
		Acct		Searc	:h				
Account	Minor Description	Partner Percent	Activity Month	AFE Amount	Gross ITD	Gross Amount	Partner Amount	GST/HST	
OPERATING EXP	PENSES AFE'D								
9810.302	SUB SURFACE MAINTENANCE	14.57730000 %	Jul 12	0.00	0.00	78,479.77	11,440.25	0.00	11
9810.302	SUB SURFACE MAINTENANCE	14.57730000 %	Aug 12	0.00	0.00	3,836.30	559.23	0.00	
9810.860	OVERHEAD	14.57730000 %		0.00	0.00	8,231.61	1,199.94	0.00	1
	Total for OPERATING EXPENSES AFE'D			0.00	0.00	90,547.68	13,199.42	0.00	13
						ИĻ			
	Total for Statement			0.00	0.00	90,547.68	13,199.42	0.00	13,

JIBLink / AFELink - AFE Status

		Response Info for AFE 2012BT0093	Close				
		The following response information was found within AFELink. View this AFE within AFELink					
Rev #	Supp # Response						
		Response: Agrees to participate					
		Response By: Jennife (AFE Coordinator) Response Date: 2012-01-27 Internally Authorized By: Jen r (AFE Coordinator)					

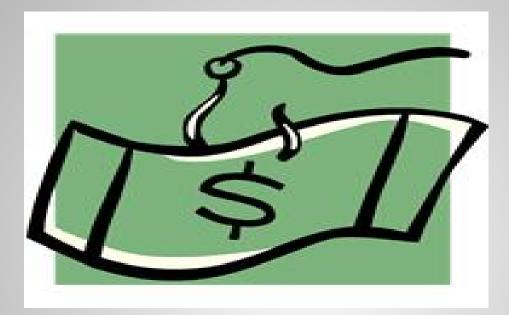
JIBLink / AFELink – AFE Status

Response Info for AFE 2012EX1638

The following response information was found within AFELink. View this AFE within AFELink Close

Rev	Supp	
#	#	Response

Response: No response required Date Received: 2012-08-07



Better Tools Better Relationships Better Performance

Knowing how to fish, no one goes hungry.

