



## SOLUTION BRIEF

### Customer Profile

Endeavour International Corporation is an oil and gas exploration and production company focused on the acquisition, exploration and development of energy reserves in the North Sea and United States. Since its inception in early 2004, the company has been transformed from a start-up entity to a balanced oil and gas company with a strong production base and significant cash flow.

### Business Situation

As a start-up company in 2004, Endeavour selected Microsoft Dynamics AX as its ERP system. Within five years, the company experienced tremendous growth and found that it needed to upgrade Microsoft Dynamics AX and add WellPoint Energy Financial Management for oil and gas specific functionality.

### Solution

- > Microsoft Dynamics AX
- > WellPoint Energy Financial Management

### Benefits

- > Tripled the number of owned properties without adding accounting staff
- > Integration of upstream financials with core financials
- > Improved Sarbanes-Oxley compliance
- > Ease of use for accounting team
- > Replaced manual processes

## Client Success Story

# Endeavour Corporation lessens growing pains with Microsoft Dynamics AX and WellPoint EFM



## Endeavour

Since its inception in early 2004, Endeavour has transformed from a start-up entity to a balanced oil and gas company with a strong production base and significant cash flow. Endeavour is currently moving forward with three major development projects in the United Kingdom sector of the North Sea and has added a new focus area in the United States that includes significant positions in highly prospective gas shale and frontier plays. Its five-year goal is to grow production, balanced between assets in the U.S. and U.K.

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### Meeting the right needs at the right price

As a brand new company, Endeavour first took a look at Microsoft Dynamics AX and formed a relationship with ePartners in 2004. The accounting and finance team had three primary objectives for the software that was to replace their use of Microsoft Excel: multi-company, intercompany transactions and the ability to handle foreign currency. "We found that Microsoft Dynamics AX met all of our needs very well," explains Lynn Willis, director of accounting and financial analysis. "There were other systems out there that could handle our general ledger needs, but we could find no others that were the right price for our new company, and that met our three primary needs. Plus, the software is from Microsoft, so it's intuitive and easy to use without a large learning curve for our small, busy accounting team," continues Willis.

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After a very fast implementation in 2005, Endeavour continued using Microsoft Dynamics AX until 2009 with no hiccups as they quickly grew. “Microsoft Dynamics AX performed quite well for us, but we did not upgrade since the initial implementation, and found that we needed some additional functionality since our company had changed so much during the four-year period,” says Willis. “We grew to the point where we needed oil and gas-specific functionality, plus web portal functionality and the ability to perform online approvals and invoice routing.”

ePartners analyzed their current needs and recommended that Endeavour upgrade Microsoft Dynamics AX and add WellPoint Energy Financial Management (EFM). Endeavour Corporation, in an effort to learn about everything that was available to a company their size, compared ePartners’ recommendation with SAP and other solutions. “We found that SAP was overkill for our company—it was too complex, and required a third-party portal and invoice approval process,” says Willis. “We were going to have to install an add-on that would be separate to maintain and upgrade, and with Microsoft Dynamics AX, SharePoint is already built into the system. Other solutions lacked one or more of our key functional requirements. We chose to upgrade Microsoft Dynamics AX and add WellPoint EFM in order to reduce the amount of maintenance, training, and support, as well as the overall system cost. Our executive team, many of whom came from large oil and gas companies and were familiar with the needs of a growing organization, pushed the selection team to evaluate and justify our decision not only for the Endeavour of today but for the Endeavour that could exist three to five years from now.”

### On time and Under Budget Implementation

The accounting and finance team at Endeavour set forth a very aggressive timetable for the upgrade of Microsoft Dynamics AX and addition of WellPoint EFM. It was so aggressive that Endeavour’s executive team, in fact, had a hard time believing that it was possible. “We were confident that ePartners and WellPoint would be able to pull it off,” says Willis. “We spoke with several other ePartners customers who had been through the same Microsoft Dynamics AX upgrade with great results, and ePartners had not let us down in the past. ePartners did a very nice job of staying on track—and coordinating with the WellPoint implementation team—and I’m happy to say that our project came in on time and under budget, leaving our executive management team impressed and quite happy,” says Willis. “With SAP, we had the impression that they were SAP and we had to live with it,” says Willis. “This was not so with ePartners or WellPoint. They listened to our feedback, responded to our needs, and were useful and helpful along the way. I felt like we were a high priority.”

### Immediate improvements

Endeavour immediately saw improvements from the Microsoft Dynamics AX upgrade. Part of the upgrade process was to streamline the invoice routing and approval process at Endeavour. In the past, the invoice routing process was mostly manual and time consuming. “Invoices would get stuck in interoffice mail waiting for an executive who may be at any of our worldwide locations, or elsewhere,” says Willis. “We would have to ask around at each office to try to track down the person whose signature we needed, delaying the process even further.” With the pre-defined workflows built by ePartners, the invoices are now scanned and assigned to the appropriate workflow, ensuring that they are processed in a timely manner without manual intervention.



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Endeavour, a publicly traded company, also wanted to improve the auditing process. "Now, when the auditors ask us for a particular invoice, instead of pulling 20-30 invoices from a huge file room full of vouchers, we can simply e-mail the auditors the related workflow which lists each step along the electronic route," says Willis.

Another time saver is with the automatic joint interest billing (JIB) from WellPoint EFM. What used to take the accounting team at Endeavour half a day a month is now automatic, and more accurate. "When we look at the properties that we have today and what we are looking to buy in 2010 and 2011, we would have been buried under paperwork and minutia without WellPoint EFM in place," explains Willis. "Not only have we tripled the number of properties that we own since implementing the system, it was handled without the blink of an eye, and we're confident that we would have no problem managing any number of additional properties moving forward."

### The Future

In the future, Endeavour is looking at potentially adding the human resources and inventory modules to its Microsoft Dynamics AX deployment. "Microsoft Dynamics AX and WellPoint EFM together have all of the modules that we could think of needing in the future, so that as we grow, we can add functionality," says Willis. "And when we do need them, we know that they will have the familiar Microsoft look and feel, and a narrow learning curve. We are confident that the system will continue to meet our needs as we grow."



### About WellPoint Systems Inc.

WellPoint Systems delivers software solutions and services that transform complex data into Business Insight for more than 450 companies in 60 countries worldwide. WellPoint Systems is recognized as a leader in providing Financial, Energy Marketing and Trading solutions to the Oil and Gas industry with its award winning BLO, IDEAS, Energy Financial Management and Energy Broker products. The company also serves asset intensive industries including aerospace/aviation, process manufacturing, mining, the public sector and fleets with its DAXEAM Asset Maintenance solutions. Founded in 1997, Calgary-based WellPoint Systems is publicly traded on the TSX Venture Exchange under the symbol WPS. Visit [www.wellpointsystems.com](http://www.wellpointsystems.com) for more information.



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