



P2 Energy Solutions Extends International Reach, Adds Complementary Products, With WellPoint Systems Deal

[P2 Energy Solutions](#) has signed an agreement to purchase the assets of Canada-based [WellPoint Systems Inc.](#), owner of several leading energy product families including BOLO™ Financial Management Software and IDEAS™ International Oil & Gas Venture Management System, Energy Financial Management and several mid-stream solutions. Once complete, this acquisition will create the largest independent technology company providing the broadest portfolio of solutions to the energy industry. The consolidated company will offer a comprehensive range of financial, production, and operations software, land management tools, mid-stream marketing solutions and outsourcing services to more than 1,200 clients in 65 countries, and will employ nearly 700 people.

P2 Energy Solutions pursued WellPoint Systems for a variety of reasons including: strong development and valuable domain expertise in oil and gas; complementary product offering and richness of functions and features; international and domestic market strength; a base of more than 430 customers, a management team experienced in building and managing software for the energy industry; and a customer retention rate (95 percent) that matches P2's rate of customer retention. When the purchase is completed, 119 of the top 150 U.S. energy companies*, 91 of the top 100 Canadian operators, and nearly 200 international operators will use P2 Energy Solutions.

P2 Energy Solutions is the only technology company that provides a comprehensive range of software, geospatial data, land management tools, and outsourcing to the energy industry. More than 720 top global energy companies use P2 products and services daily to improve decision-making, gain clarity into complex workflow scenarios, and optimize upstream efficiency. With more than 80 years of experience in data and 30 years in software P2 operates from headquarters in Denver, CO, has offices in six locations including Houston, TX, and Dubai, UAE, and employs nearly 700 people.

This acquisition provides customers with many immediate benefits, including:

One Company, Many Solutions

- P2 has the broadest portfolio of solutions in the upstream E&P industry
- Comprehensive, end-to-end solutions increase efficiency
- Single vendor solution mitigates customer risk and results in a lower total cost of ownership
- P2's solutions provide a higher long-term return on investment
- P2's broad capabilities reduce the reliance on third party applications or data
- P2's data rich solutions increase visibility for improved decision-making, with market leading tools including P2 Analytics powered by TIBCO Spotfire and the Well Life Cycle's Rig Scheduler capabilities

Proven Market Leader

- P2 provides tried-and-true technology solutions from a position of stability
- P2 has over 700 expert staff and consultants that have deep domain expertise
- Close working relationship with clients fosters deep loyalty and customer satisfaction
- An international presence and global support means P2 is there when customers need us
- Nearly 200 installations within leading international-based operators

BOLO™ and IDEAS™ are registered trademarks of P2 Energy Solutions

** Oil and Gas Financial Journal, February 2011*



Flexible Solutions for Your Evolving Business

- As thought leaders in the industry, P2 offers the broadest portfolio of products to meet the diverse needs of our customers
- Flexible approach allows customers to integrate P2 solutions at their own pace
- Solutions have multiple delivery models—license, online or outsourced

Frequently Asked Questions

- **What is the status of the transaction?**

The Companies anticipate executing a definitive Asset Purchase Agreement in the next few days. P2 has been selected by WellPoint's receiver and the final details of the transaction and the various Canadian and US court submissions are being finalized. Both P2 and WellPoint's management teams believed it was the appropriate time to begin communicating the outcome to the respective teams. Once the Agreement is signed, we will begin the formal client and partner communication process.

- **Why is P2 acquiring WellPoint?**

P2 is acquiring WellPoint to further extend its position as a leading, global technology company providing the broadest portfolio of solutions in the energy industry, and fulfilling its promise to the market and delivering additional value to customers.

The extended global reach that this acquisition brings to P2 includes:

- Strong domain and development expertise
- Richness of functions and features
- Global industry leadership with an additional 430 clients worldwide and almost 200 international clients

- **Will the WellPoint management team and employees join P2?**

WellPoint employees and management will be combined into P2, further expanding our industry-leading experience and expertise in delivering successful software solutions that meet the needs of customers of all sizes. The goal of this acquisition is to complement P2's Sales, Support, Services, and R&D teams with WellPoint's teams to create the industry's most experienced global organization for delivering upstream E&P solutions.

- **What additional benefits will P2 customers get from this transaction?**

P2 will continue to invest in its products to maintain its position of industry leadership. With this acquisition, P2 will be the largest independent global technology company and will have the lead position supporting the global energy industry in:

- Hydrocarbon (Production) Accounting and Production Optimization
- Geospatial Data, Land Management and Advanced GIS Capabilities
- Well Lifecycle Management and Decision Support
- Full suite Financial, Analytics, Reserves and Back Office Accounting



- **What additional benefits will WellPoint's customers get from this transaction?**

WellPoint's customers will get the benefit of increased resources across R&D, Support, Services, and Sales on a global scale that will enable P2 to deliver more rapid innovation and continued industry-leading customer support and service. Further, WellPoint's customers will be able to leverage the industry's broadest portfolio of upstream E&P solutions through integrated best-in-class capabilities.

- **Will WellPoint products and P2 products be integrated?**

Currently, WellPoint and P2 share many clients which leverage both P2 solutions and WellPoint products. This acquisition brings together technology solutions with a richness of functions and features, and organizations with a bias toward customer satisfaction and operational excellence. No specific product integration decisions have been made at this time.

- **Should WellPoint customers continue to call the WellPoint Customer Service?**

Yes, our goal is to ensure continuity for our customers. WellPoint customers should still contact WellPoint Customer Service or access the WellPoint Customer Web Portal to address immediate and ongoing needs. As we integrate systems and processes, we will communicate all changes and transitions occurring with appropriate notice.

- **Will this acquisition impact the product roadmaps for WellPoint and P2 solutions?**

P2 plans to provide continuity in the current WellPoint and P2 product roadmaps and will move forward with existing and currently planned product releases.

- **Will P2 be eliminating or phasing out any of its current products or those of WellPoint?**

Each product line will be evaluated based on market opportunity, revenue, and profitability. No specific product decisions have been made at this time.

- **How will this transaction affect implementations of WellPoint or P2 products currently being implemented?**

This does not impact our customers' current implementations. Implementations should proceed as planned as P2 is committed to protecting customers' investments by providing continued support for all current P2 and WellPoint products. The combined organization's larger scale and reach is better able to support customers' needs both during and after implementation.

- **As a prospective P2 or WellPoint customer, does this change my current product evaluation process?**

The transaction should not adversely impact any current evaluation processes. The combination offers continued stability and commitment to the products, people and clients which are all incredibly important to P2.

P2 offers the broadest portfolio of upstream E&P technology solutions. We provide our customers the flexibility to implement these solutions to meet their specific business needs whether via SaaS,



Hosted or On-Premise deployment. Whichever P2 solution customers choose to deploy will continue to be supported and enhanced.

- **What is the timeframe for integration of the two companies?**

We anticipate executing a definitive Asset Purchase Agreement on April 21st to acquire WellPoint out of Canadian receivership. The final acquisition is expected to close within the next 60 days at which time WellPoint and P2 will be considered one company from a legal perspective. The integration of the companies, from an operational perspective, will take place over the two quarters following close.

- **What does the combined company look like?**

The combined company will be the largest independent technology company providing the broadest portfolio of solutions for the global energy industry, with a bias toward customer satisfaction and operational excellence.

- Single, stable private equity sponsor committed to the Company
- Continued annual product investment of over \$25 million
- Nearly 700 team members with deep domain and product expertise
- Over 1,200 customers in 65 countries with a combined retention rate of 95+%

- **Where can I obtain more information on the combined P2 and WellPoint?**

For more information, please contact your account executive or submit a request form <http://www.p2energysolutions.com/contact-us>