Girish Nair

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Houston, Texas, USA

Profile

Oil & gas consultant in the energy practice with a unique blend of close to 12 years of experience in IT and business, specializing in the translation of integrated business requirements into operational systems with both upstream and downstream clients. I am actively engaged in enabling customers on their digital transformation journey to the cloud and have recently joined Deloitte's ERP practice.

Started out as a chemical engineer and have been working on SAP's Oil and Gas (index pricing, TSW/ logistics, inventory management) solutions since then (Total, Socar/ Esso Swiss, YASREF/ Aramco, Hess, Tesoro and P66 delivery). Previous stint was with SAP America supporting pre-sales and showcase for potential customers, product cloud/ BTP roadmap and project delivery.

Worked on information management products and tools, developing cross-platform architecture, integrating SAP (ECC and S/4HANA, extended) with refinery suites like IRIS (Integrated Refinery Information Systems) and other apps such as BlackLine, Navarik, IMOS and QuantityWare.

Having worked in the petrochemicals industry and completed a full- time master's management program specializing in the oil and gas Industry, I have mapped the business processes on SAP S/4HANA Oil & Gas at some of the world's biggest oil and gas companies.

Technical

- Pre-sales support for SAP S/4HANA cloud sales, extended versions (oil and gas) and previous support interaction with the product team.
- Went live with the world's first S/4HANA 1609 and 1709 release for Oil & Gas Downstream, 2021 upgrade was in progress.
- Proficient in core Sales & Distribution and Materials Management.
- Worked extensively in SAP's IS-Oil sub-modules – Hydrocarbon Product Management (HPM), Trader's & Scheduler's Workbench, MCOE, Commodity pricing and Exchanges.
- QuantityWare (an HPM Quantity conversion tool) certified consultant in US/ NA region. (https://www.quantityware.com/support/certified-consultants)

Experience/Project Work

Deloitte (May 2022 – Present)

Industry: Oil and Gas, Houston, Texas
Role: Manager (Specialist Master) – Oil and Gas Supply Chain
Duration: 7 months

SAP America (August 2016 – May 2022)

Pre-sales support and showcase for potential customers, product cloud/ BTP roadmap and project delivery -

Industry: Oil and Gas, Houston, Texas
Project Description/Scope: Deploy S/4HANA 1709 release for SAP Oil & Gas – Downstream, S/4HANA 2021 upgrade ongoing.
Role: Hydrocarbon Product Management (IM) Lead
Duration: 49 months
Responsibilities/Deliverables:
- o Led the geography roll out (west coast, international and rest of North America) for hydrocarbon inventory management over 4 years.
- o UoM consolidation for all purposes.
- o Implement QCI solution - QuantityWare BCP 3.0.
- o Reconciliation lead for refinery, commercial, marketing and aviation (inventory and exchanges)
- o Build interfaces to reconcile values from sources such as SigmaFine, FLY and terminal statements to BlackLine.
- o Went-Live with a completely interfaced SAP – BlackLine solution for inventory and FI reconciliation.

Industry: Oil and Gas, San Antonio, Texas

Project Description/Scope: Implement S/4HANA 1610 release for Oil & Gas Downstream

Role: SAP TSW consultant

Duration: 21 months

Responsibilities/Deliverables:

- o Implemented HPM(QCI) interface with FlowCal – ASTM 2004.
- o Co-built a custom upload tool for schedulers to convert MS Excel files into SAP nominations.
- o Implementation of Inventory Planning WorkBench (IPW) - new FIORI based Planning Tool for schedulers.
- o Navarik for marine inspections / SoF and IMOS (Veson) for vessel chartering - designed a custom ticketing (accounting) workbench in SAP to align and present the interface data.
- o SAP – BlackLine solution for inventory and FI reconciliation.
- o Create end-to-end scenario-based tests scripts for hydrocarbon supply chain and use of HP ALM.

Achievements: Upskilled to S/4 HANA for Oil and Gas, testing and implementation of latest tools such as IPW, CPE and Deal Capture, exposure to end-to-end business cycles from Fiori apps to accounting postings.

Accenture (August 2011 – August 2016)

Industry: Oil and Gas, Houston, Texas

Project Description/Scope: Commercial-Marketing Stabilization Roll-Out

Role: Commodity Pricing and TSW Lead

Duration: 13 months

Responsibilities/Deliverables:

- o Gathering SAP requirements and designing the system for the specific enhancements.
- o Lead for handling of all SAP TSW tickets for maintenance.
- o Lead Consultant for Oil and Gas-TSW, SAP - F&A Pricing, SAP MM and SD.

Achievements: Recipient of client excellence awards for handling complex enhancements related to procurement and pricing.

Industry: Oil and Gas, Yanbu, Saudi Arabia

Project Description/Scope: Greenfield SAP Oil and Gas Implementation whose operations used 400,000 barrels per day (bpd) of Arabian heavy crude oil

Role: Commodity Pricing & TSW Consultant

Duration: 14 months

Responsibilities/Deliverables:

- o Gathering SAP requirements and designing the system for Primary Distribution of Products, Independent handling of all SAP objects and functional processes from procurement of feedstock to sale of products, planning and scheduling of goods movement, movement monitoring and interfaces with Third party tools.
- o Worked on QuantityWare, establishing complex SAP - F&A Pricing formulas and integrating with varied Market sources, and working as a Lead Consultant for implementation of SAP MM, SD, Oil and Gas-TSW.
- o Designing and implementing interfaces between SAP and IRIS refinery system (Aspen PIMS - Planning, Orion - Scheduling, LIMS – Sample Test results, Honeywell Movement Monitoring – Inspection data).
- o Running client demos, creating the SAP solution blueprint for the company, managing core modules integration viz., MM -FI and SD-FI, SAP system Integration Testing, creating artifacts like test plans, test scenarios, etc.

Achievements: Implement HPM tool - QuantityWare, led SAP Integration with IRIS.

Industry: Oil and Gas, Zurich

Project Description/Scope: Reimplementation of the client SAP system, with a leaner system that catered to client's downstream operations in Switzerland.

Role: SAP-IS Oil Analyst

Duration: 10 months

Responsibilities/Deliverables:

- o Comparison of the As-Is process with the To-Be process.
- o Worked on Core MM module - Inventory management, automation of physical inventory management, Purchasing, Vendor management, MM-IV.

- o Worked on Core SD module - Sales, Basic Functions, Pricing, Credit Management, Foreign Trade, Billing, Shipping and Transportation, Designed MRN, HPM (Silo), Exchanges and F&A Pricing.
- o Configured SAP IS OIL – HPM, TDP, TD and Exchanges Module, TDP reports, Netting forms, Supply interfaces, Custom Enhancements (RICEFs).
- o Creating artifacts like test plans, test scenarios, etc.,
- o Defect management in Atlassian – Jira.

Achievements: Successful Go Live, solved complex issues in business process related to pricing.

Industry: Oil and Gas, Paris

Project Description/Scope: Splitting of the Petroleum Refining and Marketing Businesses of the client's European subsidiary (BE, NL, FR) onto two different servers from an existing SAP server.

Role: SAP TSW Analyst – Supply Team

Duration: 12 months

Responsibilities/Deliverables: Worked in SD areas of Sales, Pricing, Billing, Shipping and Transportation**.**

Compared the As-Is process with the To-Be process of Logistic scenarios for the Supply & Marketing Business**.**

Implemented SAP IS-OIL**,** handled interface and testing, managing defects during all the phases of a release - worked in HP QC.

Achievements: Successful implementation of SAP IS Oil for EU (BE-NE-LUX)

IOCL (August 2007 - July 2009)

Responsibilities/Deliverables:

Assistant Manager - Marketing of flame retardant polymers/ master-batches/ additives

Publication:

Quantity Conversion challenges in the Oil & Gas Industry -

https://blogs.sap.com/2020/10/16/quantity-conversion-challenges-in-the-oil-gas-industry/

Certification:

QuantityWare BCP 3.0 - 2018

CCBA - Cert. of Competency in Business Analysis – 2015

ITIL v3 Foundation - 2015

Education:

School of Petroleum Management - MBA (Oil and Gas) - 2011

MIT, Pune - BE (Polymer Engineering) - 2007

Languages: Fluent in English, Hindi