



# Consultant's Profile

## Girish Nair

Business Process Senior Consultant

Houston, Texas, USA

### Profile

- Logistics and IS Oil Consultant in the Energy practice with a unique blend of over 10 years of experience in IT and business, specializing in the translation of integrated business requirements into operational systems with both upstream and downstream Energy clients.
- Knowledge on Information Management products and tools, developing cross-platform architecture, integrating with SAP and various Refinery applications like IRIS (Integrated Refinery Information Systems).
- Having worked in the Petrochemicals Industry, and completed a Full Time Master's Management Program specializing in the Oil and Gas Industry, I have implemented SAP in the logistics and IS Oil modules at five of the world's biggest oil and gas companies.
- Involved in industry SME roles for Pre-Sales activities, L1/ L2 Energy certification trainings and client demos at oil and gas clients.

### Technical

- Recently went Live with the world's first S/4 HANA release for Oil & Gas Downstream.
- Proficient in core SD.
- Worked extensively in SAP IS Oil R/3 Sub-Modules – Hydrocarbon Product Management (HPM), Trader's & Scheduler's Workbench, MCOE, Commodity (Formula & Average) pricing and Exchanges.
- Implemented QuantityWare - an HPM Quantity conversion tool.

### Experience/Project Work

**Industry:** Oil and Gas, Houston, Texas

**Project Description/Scope:** Implement S/4 HANA 1709 release for Oil & Gas Downstream

**Role:** SAP HPM Lead

**Duration:** 2 months

**Responsibilities/Deliverables:**

Implement QCI solution - QuantityWare BCP 3.0;

UoM consolidation for all purposes;

Reconciliation of inventory and for Exchanges;

Design interfaces to reconcile values from sources such as SIGMAFINE, FLY and terminal statements to BLACKLINE;

Reconciliation lead for Refinery, Commercial, Marketing and Aviation

**Industry:** Oil and Gas, San Antonio, Texas

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

**Role:** SAP TSW consultant

**Duration:** 21 months



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### **Responsibilities/Deliverables:**

Implemented HPM(QCI) interface with FlowCal – ASTM 2004;

Co-built a custom upload tool for Schedulers to convert MS Excel files into SAP nominations;

Implementation of Inventory Planning WorkBench (IPW) - a new FIORI based Planning Tool for Schedulers;

Designed and delivered Interfaces with non-SAP applications – 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;

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.

**Industry:** Oil and Gas, Houston, Texas

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

**Role:** Lead TSW Consultant

**Duration:** 13 months

### **Responsibilities/Deliverables:**

Gathering SAP requirements and designing the system for the specific enhancements;

Lead for handling of all SAP TSW tickets for maintenance;

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:**

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;

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;

Designing and implementing interfaces between SAP and IRIS refinery system (Aspen PIMS - Planning, Orion - Scheduling, LIMS – Sample Test results, Honeywell Movement Monitoring – Inspection data);

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.



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**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:**

Comparison of the As-Is process with the To-Be process;

Worked on Core MM module - Inventory management, automation of physical inventory management, Purchasing, Vendor management, MM-IV;

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;

Configured SAP IS OIL – HPM, TDP, TD and Exchanges Module, TDP reports, Netting forms, Supply interfaces, Custom Enhancements (RICEFs);

Creating artifacts like test plans, test scenarios, etc., 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.

**Education & Certifications:**

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

MIT, Pune - BE (Polymer Engineering) - 2007

QuantityWare BCP 3.0

CCBA - Cert. of Competency in Business Analysis - 2015

ITIL v3 Foundation - 2015



# Consultant's Profile

Citizenship: Indian

Languages: Fluent in English, Hindi