

# V. ANANTHA NARAYANAN (VANSAN)

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## Summary

- Highly competent and experienced SAP Solution architect with vast experience in business, IT and consulting.
- Subject matter expert in Oil & Gas downstream business processes.
- Highly competent and certified Hydrocarbon Quantity Conversion Consultant (HPM) and QCI Auditor for complex unit of measure quantity conversions.
- Expert level knowledge and experience in implementing Quantity Ware solution.
- Played a leading role in designing and developing SAP Hydrocarbon Supply chain management solution (IS-Oil/TSW/HPM/SD/MM/IM) at Saudi Aramco, the world's largest Oil & Gas company.
- High level of knowledge and expertise in Nominations / Ticketing / Order to cash and Procure to Pay business processes along with their integration with finance, inventory and logistics processes.
- Expert SAP knowledge & hands on implementation experience (designing, customizing, building and testing) in several SAP modules (TSW, HPM, IS-Oil, SD, MM, IM, WM, LE, PP) and Industry solutions.
- Key design consultant and solution architect for multiple supply chain implementations and enhancement projects in Procure to Pay, Order to Cash, Silo Tank management, Scheduling & Distribution, Terminal Operations and Shipping Accounting that include designing custom solutions and integration to meet complex business requirements.
- Accomplished program and project executive and thought leader, comfortable working with scrum methodology. A team player who takes responsibility and ensure deliverables on time.
- Recognized within Saudi Aramco & previous organizations as subject matter expert & go to person for all supply chain issues and challenges during and after project go live.
- Actively involved in knowledge sharing and providing updates on emerging technology and innovations to Aramco's IT management.
- Published an end user booklet as part of project go-live support to educate users on various error messages , reasons and resolution, that helped reduce support calls very significantly.
- Experience managing & working with multinational and multi-cultural teams. Ability to consult and interact with C level executives.
- Participated in SAP's Customer focused solution assessment (CFSA) for S/4 Hana 1610 solution. Also familiar with the latest SAP IoT solution - Leonardo
- Active member of SAP Global Advisory Council (GAC) for oil & gas for more than 12 years and contributed to enhancing the SAP hydrocarbon supply chain solution.
- Holds several SAP Certifications and is also a Certified Project Management Professional (PMP).
- Academically, has an undergraduate degree in Statistics followed by a master's degree in Business Administration.
- Excels in collaborative and leadership roles. Highly analytical and excels through creative thinking and innovative approach.

## Certifications / Training / Education

- Certified QCI / BCP Consultant from Quantity Ware – Complex Unit of Measure quantity conversions for Oil & Gas Industry (HPM)
- Certification from SAP as “IS-Oil Consultant” (Hydrocarbon supply chain )
- Certification from SAP in MM (Materials Management)
- Certification from SAP in CRM (Customer Relationship Management)
- Project Management Professional (PMP) from Project Management Institute
- Certification from SAP in B2B (Business to Business ecommerce)
- Certification in SAP ASAP project methodology
- Completed expert level training in the following SAP modules:
  - SAP Sales & Distribution
  - SAP Warehouse management
  - SAP Production Planning
  - SAP Engineering change management
  - SAP Solution Manager
- Bachelor of Science degree in Statistics, University of Madras, India.
- Master of Business Administration, University of Madras, India.

## Professional Experience :

### ***SAP IS Oil SME & Quantity Ware Implementation Specialist @ a Leading Oil & Gas Corporation in Egypt (2021 April – Present )***

- Successfully designed, configured, tested, and implemented Quantity Ware solution.
- Captured and analyzed current Quantity Conversion calculations by business users and customized and fine tuned the QuantityWare calculations to match the same.
- Enhanced business compliance with MPMS (Manual of Petroleum Measurement Standards) as well as provided audit trail functionality for every calculation.
- Developed automated test scripts for every conversion group to ensure system reliability through periodical testing.
- Customized conversion groups & reading groups to capture additional parameters (like salt content)
- Implemented Crude Oil calculations with and without sediment & water as well as Tank shell correction factor in Silo Tank management process.
- Designed LPG calculations using both vapor correction (tank dip ) and vapor recovery (movement) processes.
- Developed and distributed easy to understand training documents as part of knowledge transfer.
- Participated in all meetings and provided inputs and feedback as IS Oil / Quantity Ware subject matter expert.

**Startup founder & Consultant, [Golden Ox Technology Ventures](#),  
Toronto, Canada (Oct 2016 - Present)**

**ACCOMPLISHMENTS:**

- Nominated as an independent consultant and subject matter expert in Oil & Gas and participated in SAP's Customer focused solution assessment (CFSA) for the latest S/4 Hana 1610 solution and provided constructive feedback after thorough testing of the solution using Fiori apps.
- Attended training and certification program in [Quantityware](#) for Petroleum bulk calculation solution to specialize in Quantity conversion (QCI) audit and implementation of QCI solution as part of the Hydrocarbon Product Management (HPM).
- Attended a seven-week openSAP course – Touch IoT with SAP Leonardo and created a IoT prototype “Connected Tanks” as part of the program. Successfully completed the program with maximum score and among top 5% of the participants.
- Successfully completed a three week openSAP course – Procurement Transformation with SAP Ariba and SAP S/4HANA.
- Pursuing & assisting startup initiatives in technology, retail, investment and mining space.
- Currently developing SAP IS-Oil training modules for online education .

**SAP IS Oil Specialist / Lead - Corporate Business Applications Dept.  
Saudi Aramco, Saudi Arabia (2002 Oct – May 2016)**

**PROJECT 1**

- Responsible for identifying ERP business requirement and designing and architecting Saudi Aramco's SAP Hydrocarbon Supply Chain Management Solution.
- Led the movement & operations project team to successfully conduct as is workshops with stake holders.
- Prepared business blue print documents, business cases and detailed design documents.
- Identified FRICE requirements and developed detailed requirements and specifications document.
- Led a team of developers to develop FRICE as per business needs and performed functional and integration testing.
- Configured Procure to Pay and Order to Cash and Inventory management scenarios for meeting business needs.
- Experience in configuring TSW, HPM, MM, SD, TD, IM & WM modules

**PROJECT 2**

- Performed system configuration related to TSW master data for marine export, marine local and pipeline transfers and sales. This includes transport systems, locations and partners.
- Performed system configuration related to TSW Nominations.
- Developed multiple nomination types (local, export, pipeline) and different sales & marketing scenarios based on business terms like FOB, CIF, DES etc.
- Enhanced nomination screen configuration to have specific screens for specific user roles (sales, inspectors, shipping accounting etc..)
- Prepared Functional Design document/Customization design documents for new developments
- Experience & expertise in setting up TSW scenarios for downstream bulk shipments such as barge, pipeline, truck, train, and vessels.

### **PROJECT 3**

- Led the end to end shipping accounting implementation activities.
- Conducted workshops with stakeholders and captured business process requirements and FRICE requirements
- Configured multiple ticket types – gauge tickets, meter tickets, proration tickets, inspector tickets etc....
- Configured Junction functions to call sequence of processes within tickets and output necessary results.
- Developed complex proration algorithm to enhance accuracy of deliveries through ticketing process.
- Configured HPM module to develop Quantity Conversion Interface and conversion groups
- Configured Silo Tank management and tank master data for inventory management tank dips and gauge tickets.
- Led a team of developers to develop FRICE.
- Prepared Functional Design document/Customization design documents for new developments
- Provided 24/7 on call support to Shipping Accounting business users.

### **PROJECT 4**

- Configured and helped develop & manage material & services master data, in addition to all TSW related master data, including vendor , customer and partner master data.
- Designed and developed a management report for gain / loss posting for domestic transfers through ships (using TSW) that tracked ships origin & destination and load / discharge of volumes with ticketing process.
- Designed and developed the critical ship shore comparison and ship release process and integrated the same with Nominations, ticketing, berthing processes as well based on ship's history and Vehicle efficiency factor.
- Designed and developed plant to plant stock transfers in TSW, using Stock transport orders / reservations as reference documents.

### **PROJECT 5**

- Led the project team to upgrade IS-Oil system landscape from 4.6C to ECC 6.0 within schedule and minimum downtime.
- Identified and developed business continuity activities for terminal operations and shipping accounting that have 24/7 operations
- Managed the entire upgrade through solution manager including issue logging and escalation through OSS messages.

### **PROJECT 6**

- Led the Finance & Treasury team to implement customer credit controls and integrate with customer Nominations

- Supervised development of Credit Cockpit with functionality to lock or release customer nominations based on credit check.
- Led the team implementing formula and average pricing and integrating with an external source for obtaining daily quotes.
- Helped develop purchase price verification program to validate vendor invoices, before they are posted for payment.

#### **PROJECT 7**

- Designed and developed a Visual Dashboard for Shipping Accounting Terminal operations, to show on screen all ships waiting to berth, ships that are currently loading or discharging cargo and ships waiting for final documentation to depart.
- The shipping accounting dashboard provided transparency and visibility to operators and help minimize the occurrence of demurrage.
- Worked with Finance and terminal operations to implement a load priority program that automated the sequence of ships to be loaded – resulting in huge benefits in revenue realization.
- Designed and developed Shipping Accounting Portal that helped automate the process of manual shipping documentation and enabled inspectors, shipping agents and customers to print documents directly from portal, as soon as the ship departed.

#### **PROJECT 8**

- Actively involved with Oil Supply Planning & Scheduling business users in identifying requirement for process optimization initiatives.
- Closely worked with the development of Domestic ship scheduling solution and provided integration support from SAP to optimize capacity utilization of domestic transfers through ships.
- Helped develop a custom enhancement to stock projection worksheet to assist planners in day to day operations.
- Helped develop a custom solution for ship berthing process as part of the supply planning and terminal operations.
- Worked closely with Domestic sales and distribution organization to optimize distribution planning and helped develop a scheduling system for truck deliveries from bulk plants.
- Provided consulting and helped develop Truck / Driver violation system to enhance the safety of truck operations at bulk plants and on the road.

#### **PROJECT 9**

- Managed and coordinated continuous improvement items of SAP IS-OIL TSW product.
- Provided specifications to SAP and helped develop 23 TSW Enhancement items, that were included as part of Ehp7.
- Participated in Solution acceptance test to validate the development items.
- Provided training and knowledge transfer to other consultants and developers.

#### **PROJECT 10**

- Worked closely with stakeholders and conducted workshops for identifying requirements for upstream well & field services.
- Advised as consultant in developing well & field services application using standard SAP modules.

- Helped design a custom solution for managing drilling logistics and tracking, to have better visibility and control over materials and services requested by rig foreman.
- Helped develop a solution for well menu automation and integrated the same with drilling logistics for effectively managing the procurement and inventory.
- Provided business requirements and participated in workshops with SAP & Accenture in developing Upstream Operations Management (UOM) module.

#### **PROJECT 11**

- Led the team and responsible for architecting and extending ERP/SAP solution to meet Unconventional Resources (UR) Supply chain business requirements
- Led successful workshops to perform fit gap analysis for UR Supply chain management solution (Procure to Pay and inventory management) resulting in the design of the system solution covering both materials and services.
- Helped design enhancement to Drilling Rig Supply System solution to incorporate cost estimate at the time of creating material and service requests for drilling operations.
- Participated in evaluating and designing Integrated Well Delivery model with tight integration to Finance, supply chain and drilling operations.
- Evaluated and recommended solution for implementing Authorization for Expenditure (AFE) process.

#### **PROJECT 12**

- Played a key role as subject matter expert in SAP Hydrocarbon Product Measurement (HPM) within IT.
- Responsible for identifying, analyzing and leading the implementation of Quantityware BCP solution to bring in more transparency and accuracy to QCI calculations.
- Initiated efforts with Customer Measurement Unit and Shipping Accounting group within Saudi Aramco to bring in more compliance and transparency to QCI calculations.
- Responsible for identifying and analyzing QW BCP solution to replace legacy based QCI calculations within SAP.
- Responsible for testing various scenarios and conversion groups and certifying the accuracy of calculations as per standards.
- Responsible for establishing licensing agreement, test installation and testing the solution and convincing IT management and business users to switch to QW solution.
- Developed implementation plan including cutover process and go live plan for a smooth transition to the new solution.

#### **PROJECT 13**

- Actively participated in Disaster recovery and business continuity process initiatives. Identified and proposed technology solutions for business continuity for critical processes.
- Led the team from Corporate Business Applications, Supply chain management expert in evaluating and identifying the ERP applications and integration requirements for various refinery & Terminal projects.

## **PROJECT 14**

- Participated in securing the SAP solution and minimizing vulnerabilities in standard SAP and custom codes by continuous scanning of codes using Virtual forge scanning tool.
- Participated in benchmarking ERP/SAP and followed up with recommendations.
- Led the team to minimize custom code & clones in the Oil landscape.
- Helped develop service level agreements (SLA) between IT & business proponents.

## **PROJECT 15**

- Led the Corporate applications team and actively participated as SME, in evaluating and identifying ERP applications and integration requirements for new refineries and terminal projects.
- Presented Saudi Aramco's IS-Oil hydrocarbon supply chain solution to DOW chemicals for incorporating a similar solution for their joint venture petrochemical project with Saudi Aramco.

***Senior SAP Consultant (Supply chain management)  
Cap Gemini Ernst & Young, Toronto, Canada. (2000-2002):***

## **PROJECT 01**

- Participated as Lead functional consultant for SAP MM, WM, PP, and ECM in multiple SAP projects and functional enhancements at Bombardier, Montreal.
- Led the Materials management and Engineering change management functionality in Bombardier aerospace, Montreal and configured Procurement contracts, Purchase orders, release approval workflow, requisitions, vendors, account determination, goods receipt and invoice verification processes.
- Implemented the concept of Engineering change management with parameter effectivity for Bill of Materials, that is critical for aerospace industries as part of their safety requirements and traceability.

## **PROJECT 02**

- Led the materials management functional team at Ontario Power Generation, Toronto.
- Configured end to end procurement process, Inventory & warehouse management modules.
- Developed a unique prototype solution for procuring and processing Uranium material for nuclear power generation

***SAP Systems Analyst (MM / WM)  
Osram Sylvania Limited, Toronto, Canada (1998-2000)***

## **PROJECT 01**

- Led the Materials management project team.
- Configured end to end Materials Management solution.
- Configured Inventory management and warehouse management functionality.
- MM, Inventory management and warehouse management functionality.
- Prepared Functional Design document/Customization design documents for new developments
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**PROJECT 02**

- Acted as functional lead for the SAP Upgrade Project and performed multiple tests.
- Ensured upgrade completion on time with minimum downtime.
- Provided ongoing support to supply chain management business operations.

**VANSAN A. NARAYANAN**  
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