

The background of the slide is a photograph of an industrial oil and gas facility. It features a complex network of dark metal pipes and structural steel beams. A prominent feature is a large, bright red pipe that curves from the upper right towards the center of the frame. The sky is a clear, light greyish-blue. The overall scene is industrial and technical.

NeoSOFT®

Capabilities


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# Driving Digital Outcomes in the Oil & Gas Industry


# About Us

## Overview

 **4000+**  
Employees

 **10**  
Global Offices

 **9**  
Development  
Centers


 **1,00,000+** Sq.ft.  
Office Space


**25+** YEARS OF  
EXCELLENCE


 **CMMI DEV/5**

## Clientele


 **1500+**  
Clients


 **50+**  
Countries

 **85%**  
Clients Retention

 **22+**  
Industry Verticals

## Achievements

 **2000+**  
Products Engineered

 **1500+**  
Applications  
Developed

 **12+**  
Awards

**< / > 20+**  
Million  
Development Hours

## Partners



*Microsoft*

 Google Cloud

 Magento

# Our Expertise

We help businesses wherever they are in their digital journey. From consulting for a **digital transformation** to carving out a **technology roadmap**. Our expertise helps you to **drive ROI** from your digital initiatives.

## Digital Transformation

UX/UI Consulting

Web & Mobility Solutions

Enterprise API Management

RPA

Legacy Modernization

## Digital Product Engineering

Custom Software Engineering

QA Services

Maintenance

Managed Services

## Infrastructure & IT Operations

Cloud Consulting

DevSecOps

Cloud Migration

Cloud Management

## Data Management & Analytics

Data Engineering

Governance

B.I. & Analytics

## Artificial Intelligence

M.L. Models

Model Generation

M.L. Ops

Data Science

## Internet of Things

IoT Consulting

Software Defined Features

IoT Applications

## Innovation Lab

MVP & POCs

Rapid Prototyping

Emerging Tech

## Team Augmentation

Solution Architects

B.A.

Developers

Data Scientists

# Selected Clientele





# Case Studies

# Global leader in manufacturing fuel products

A smart automation tool for gas-pipes welding process

## Project Drivers

Product Engineering

Automation

IoT

Sensors

## Outcomes

### 5X Improved Visibility

- Simple yet intuitive UI that provides real-time status on the automated and remotely monitored welding activity and helps identifying abnormalities.

### 99% Quality Outcomes

- Automation of welding gas pipes using advanced technologies yielded precision and superior outcomes.

### 8X Improved Productivity

- Elimination of the traditional manual welding process boosted productivity and overcame the risk of human casualties.

# Project Journey

## Challenges

- Achieving high-levels of productivity was crucial as the client operates in the oil and gas sector, where factors such as time, yield, and budgets were necessary to be kept as minimal.
- Leveraging IoT Technology in the industrial framework required coupled efforts ensuring that the communication between the hardware devices and the software was thoroughly built.

## Technical Spotlight

- **Node.js** supports the MQTT protocol, commonly used by IoT apps, making it easy to connect to independent and third-party services and prepare it for integration through multiple environments.
- IoT in welding offered delivering insights on system performance that led to identifying communications between systems and deriving performance data.

## Solution Highlights

- The application developed for the oil and gas industry automates the welding process for pipes of diameter ranging from 6-8 inches. The process involves welding from inside as well as outside with well precision and accuracy.
- The project is based on the IoT platform and establishes server to server communication and server to client communication.
- Integration of various cameras and sensors to perform precise welding and rotation and movement modules to move the torch in various positions.

## Tech Stack



# World's largest integrated energy and chemicals companies

Engineered an IoT-based solution for industrial equipment monitoring.

## Project Drivers

Industrial IoT

Sensors

Integratio

Data Analytics

## Outcomes

### 10x Improved Visibility

- The system provides a clear visibility on equipment availability, performance, downtime, and its condition.

### 9x Accelerated Operations

- Real-time tracking of equipments enabled the client to identify bottlenecks and ensure 99.99% uptime of the manufacturing process.

### 80% Operational Insights

- The data captured on a real-time basis is integrated with ERP which delivers insights on the operation efficiencies and manufacturing productivity.



# Solutioning

## Challenges

- Difficulty in keeping a track of equipment performances that have been added to the production line.
- Minimize unplanned downtime and establish transparency throughout the equipment's lifecycle.
- Lack of system that could capture the production milestones and perform analysis to derive the gaps.

## Technical Spotlight

- Connecting PLC, controllers, and sensor-based devices to one platform.
- For serving machine views, Express.JS HTTP server has been used.
- Connecting devices to the SAP Cloud.

## Solution Highlights

- Manufacturing process orchestration by real-time tracking.
- Show real-time dashboards of the machine on the shop floor, generate reports and KPIs.
- Handling massive amounts of data emitted by sensors.
- Enable safe and secure operations, monitor equipment availability, condition, and performance.

## Tech Stack



# A Leading Indian oil & gas refining company

A tailored ERP system that integrates crucial business operations

## Project Drivers

ERP

Automation

UX/UI

Data Analytics

## Outcomes

### 10x Improved Sales

- Automation and data transparency improved business decision making, subsequently impacting sales growth.

### 9x Increased Collaboration

- Integrated business operations elevated collaboration between internal and external stakeholders.

### Elevated Customer Experience

- Capturing user interactions in real time enabled the agility to address customers' demands/queries.

# Solutioning

## Challenges

- Spreadsheets were used to maintain critical business data; which over a period of time became difficult as the volume of transactions and data started growing exponentially.
- Manual processes hindered the operations and increased the rate of manual errors.
- High risk involved in data consistency, integration, analytics, and security.

## Technical Spotlight

- Leveraged Odoo for its capability to own a complete suite of business-applications.
- Odoo's open source feature made it convenient to customize and configure the system.
- Python's simplicity made complex data appear simple and easier to analyze.

## Solution Highlights

- ERP Modules - Sales, Purchase, Accounting, Inventory, Back office.
- Centralized data repo and secured access.
- Real-time data dashboards with insights into production efficiency and quality.
- Streamlined audits with greater financial visibility and control.

## Tech Stack



# A Government entity in Oil and Gas

CRM development for enhanced visibility on business operations.

## Project Drivers

CRM Integration

UX/UI

Data Management

Cloud Enablement

## Outcomes

### 8X Accurate Demand Forecasting

- Enables identifying market patterns, trends, and demand-forecasting and speeds up time-to-market

### Improved Product Quality

- CRM captures data from multiple sources and helps analyze process errors in real-time that might be contributing to product defects.

### Intelligent Supply Chain

- Detailed and useful insights about operations, inventory management, order processing, warehousing, and distribution chains, empowering manufacturers to manage production schedules.

# Solutioning

## Challenges

- Lack of visibility on sales and demand forecasting, which subsequently disabled competitive growth.
- Difficulty in managing customer information, leads and opportunities, deals, quotes, and order status.
- Building up a holistic happier experience for its customers, partners, and vendors.

## Technical Spotlight

- Leveraged Microsoft Dynamics 365 in hybrid cloud environment to establishing connectivity between data, business logics, and processes.
- Limitless and flexible UI controls using WPF.
- Custom report generation using MS SQL server databases.

## Solution Highlights

- The CRM integration in the clients digital ecosystem was introduced to achieve solutions that enabled -
  - 360-degree view of concise and consistent operations.
  - Greater visibility into the sales pipeline.
  - Intelligent production planning.
  - Supply chain visibility.
  - Enriched customer relationship.
  - Quality leads

## Tech Stack



# A globally renowned Petroleum company in Bahrain

Built a multilingual (English & Arabic) CMS website

## Project Drivers

Website Development

UX/UI

CMS

Responsiveness

## Outcomes

### 25% Increased Traffic

- A unique and innovative experience boosted the amount of users visiting the website.

### 4X Improved User Experience

- Implementing a dynamic and intuitive interface elevated the user experience and increased user satisfaction.

### 65% Improved Interactions

- Access to CMS enabled client improve their TAT in sharing latest updates with their customers.

# Solutioning

## Challenges

- Absence of a dedicated back-end module enabling admin to add, update and delete posts.
- A difficult and dull interface led to users dissatisfaction.
- Lack of an option to change language as per user preference decreased user engagement.

## Technical Spotlight

- Crafted dynamic, quick-loading and interactive modules using Microsoft Sharepoint 2013.
- Integrated the HTML5 video for the landing page of each menu item. Video.js is used to achieve this functionality.
- Used Oil Api to fetch WTI and CRUDE oil online price.
- Used yahoo weather api to get weather.

## Solution Highlights

- All pages are adopted for 2 languages: English and Arabic. The website is divided into 6 main chapters. Each of the chapters have it's own colour palette. Colours of links, footer colour and some other details on these pages are different in colour.
- Website consists of multiple modules like-
  1. About Bapco
  2. Operation
  3. Procurement
  4. Responsibility
  5. Career
  6. Clubs and Facility

## Tech Stack



# Canada-based retail chain of fuel and petroleum products

Engineered a next-gen data-engine and analytics solution for its multiple gas stations spread across cities.

## Project Drivers

Data Engine

Data Analytics

Big Data

Data Visualisation

## Outcomes

### 10X Improved Data Insights

- Integrated data engine enabled client to capture data from the POS located across multiple cities and gain customer purchase history records.

### 80% Enhanced Operations

- Centralised data, inter-connected systems, inventories and transparency boosted operational activities.

### 20% Loyalty Boost

- Acquired 20% of the population as loyal customers after introducing fuel-loyalty reward program.



# Project Journey

## Challenges

- Stiff market competition in a high-demanding but saturated business model, led to need of launching innovative campaigns.
- Lack of centralized data and no clarity on sales, inventories, and purchase patterns led to ambiguity in devising the marketing campaigns.
- A dire need to get competitive by making inferences based on integrated data, insights, and real-time market analysis.

## Technical Spotlight

- Leveraged S3 for data ingestion while loading it from multiple sources (RDBMS/ API/ FTP).
- Used Tableau to interpret data present in Redshift/Athena and represent them in visual format.
- The platform was built using Python for its convenience in harnessing data for statistics and scientific functions.

## Solution Highlights

- Capture, analyse, and control data of fuel and non-fuel related sales, and analyse budgets at any given point of time.
- Dashboard that provides real-time insights on bottom-line sales, geography that yields highest sales, loyal/repeat customers, and rewards through fuel station loyalty program.
- Report generation and visualisation using Tableau.

## Tech Stack



Leading by Passion. Driven by Innovation

4000+  
Professionals

22+  
Industries

1500+  
Clients

85%  
Client Retention

Thankyou

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