

CUSTOMER CASE:



In addition to a balance scorecard based on KazMunayTeniz management's strategy map, control systems meeting international oil industry standards for environment protection and technical project security were established and taken into action.

Kazakhstan Joint Stock oil Company KazMunayTeniz carries out offshore and coastal onshore oil operations in the Caspian and Aral seas through efficient management of offshore projects. Its main objective is to act as contractor in subsoil use contracts in offshore projects, and to exercise functions of efficient and rational development of oil and gas resources of Kazakhstan, recovery and further increase of oil and gas resources.

KazMunayTeniz is a fully owned subsidiary of KazMunayGaz, a Kazakhstan-based national company engaged in the oil and gas industries. The KazMunayGaz services comprise acquisition, exploration, development, production, processing and export of hydrocarbons. Its core operations of oil and gas properties are located in the west of the country, near the Caspian Sea.

Leading Kazakhstan oil contractor KazMunayTeniz secures international competitiveness by QPR ScoreCard



"QPR tools were selected thanks to their optimal functionality/price –ratio. We were happy to discover, that QPR ScoreCard speeded up our strategy project implementation by allowing creation of several models, which could be updated by system information."

KazMunayTeniz was established in 2003. Future development of the company required improved competitiveness in international markets. Ability to meet the requirements of international competitiveness also determines the growth strategy of the whole KazMunayGaz Group.

*Igor Bykovskij
Strategy project leader
KazMunayTeniz*

Full corporate guidance by strategy as ambition

In order to meet the targets, KazMunayTeniz started strategy work in operational business management systems in May 2007. As the main indicators for the project was set to build a secure and joint strategy for KazMunayTeniz and its mother company, KazMunayGaz. To reach the target, a

mechanism and procedure for strategy implementation was needed. In addition, KazMunayTeniz wanted to have an automatic process to measure and manage strategic targets and goals.

The ambition level was set to make possible to guide KazMunayTeniz fully by strategy and a corporate process management system using several efficiency elements.

Further, a strategic task to create a control system meeting international oil industry standards for environment protection and technical security was set. However, even this task connects indirectly to KazMunayTeniz strategic targets; it is still only one of the many functionalities of an oil search project.

QPR tools were selected thanks to their optimal functionality/price –ratio

QPR's partner in CIS, Trodos Consulting Ltd, suggested KazMunayTeniz to meet the targets with Trodos professional consultancy utilizing QPR ScoreCard application to be integrated in KazMunayTeniz's information systems.

QPR tools were selected thanks to their optimal functionality/price –ratio. In the evaluation weighted positively also that QPR ScoreCard speeds up strategy project implementation by allowing creation of several models, which can be updated by system information.

The project was started in September 2007 and finished in December 2007. In addition to Trodos, the implementation was assisted by Trodos' local Kazakhstan partner, TOO ABS.

Ambition level met with QPR ScoreCard

The project outcome was a tailored balance scorecard based on KazMunayTeniz management's strategy map.

Also the control systems meeting international oil industry standards for environment protection and technical project security were established and taken into action.

Based on QPR ScoreCard an electronic documentation was established in Documentum content management platform.

Next Steps

KazMunayTeniz looks forward to develop the project achievements further.

This includes the creation of an automatic Balance Scorecard system for other level unit managements in addition to KazMunayTeniz Top Management. The solution created for the Top Management -level will also be deepened.

Work for process management automation and corporate development planning continues in KazMunayTeniz.