

Welcome! We're glad you're here.  
Teams LIVE Event – Energy/Oil/Gas  
11/12/2020 12:00 PM – 1:00 PM CST

**P3**  
POWER PIVOT PRO

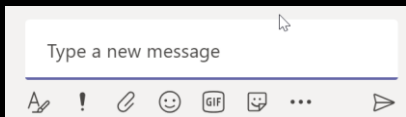


Your mic has been muted.

HOUSEKEEPING



Audio/video is on ~20 sec delay



Ask questions via chat any time.  
Moderators will respond in real-time.

REC ●

Session WILL be recorded



Presentation WILL be available after LIVE event.

WHO ARE WE

# Your ideal Partners for Power BI and the Power Platform.

As a new wave of technology goes mainstream, you need the right kind of help.



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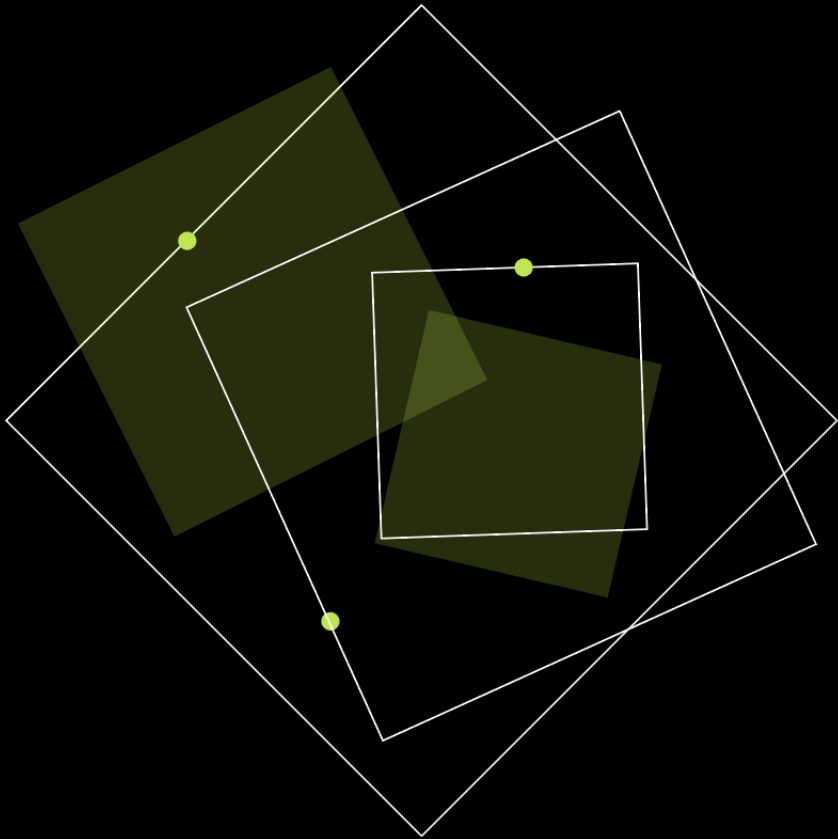


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WITH THE HELP OF THE MICROSOFT PLATFORM

P3 empowers companies to take decisive action and constantly improve.

We help you navigate the world of disparate and chaotic data by distilling it down to simple dashboards that help you solve problems, spot opportunities, and take actions.

**P3**

*POWER PIVOT PRO*

Gold  
Microsoft Partner



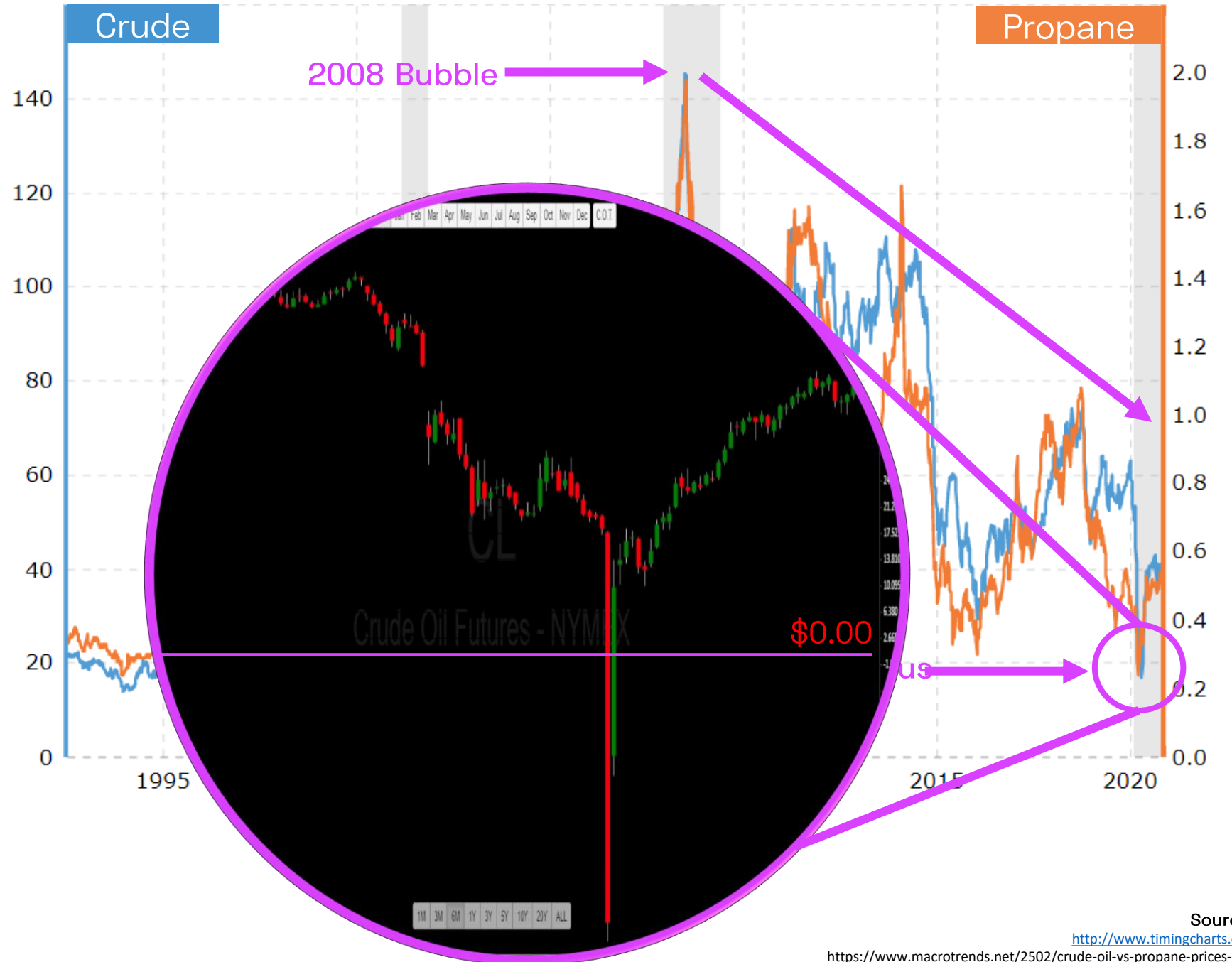
# Today's Presentation – Not Technical



OIL AND GAS INDUSTRY

# A Decade of Pain

Oversupply has led to pain and bankruptcies!

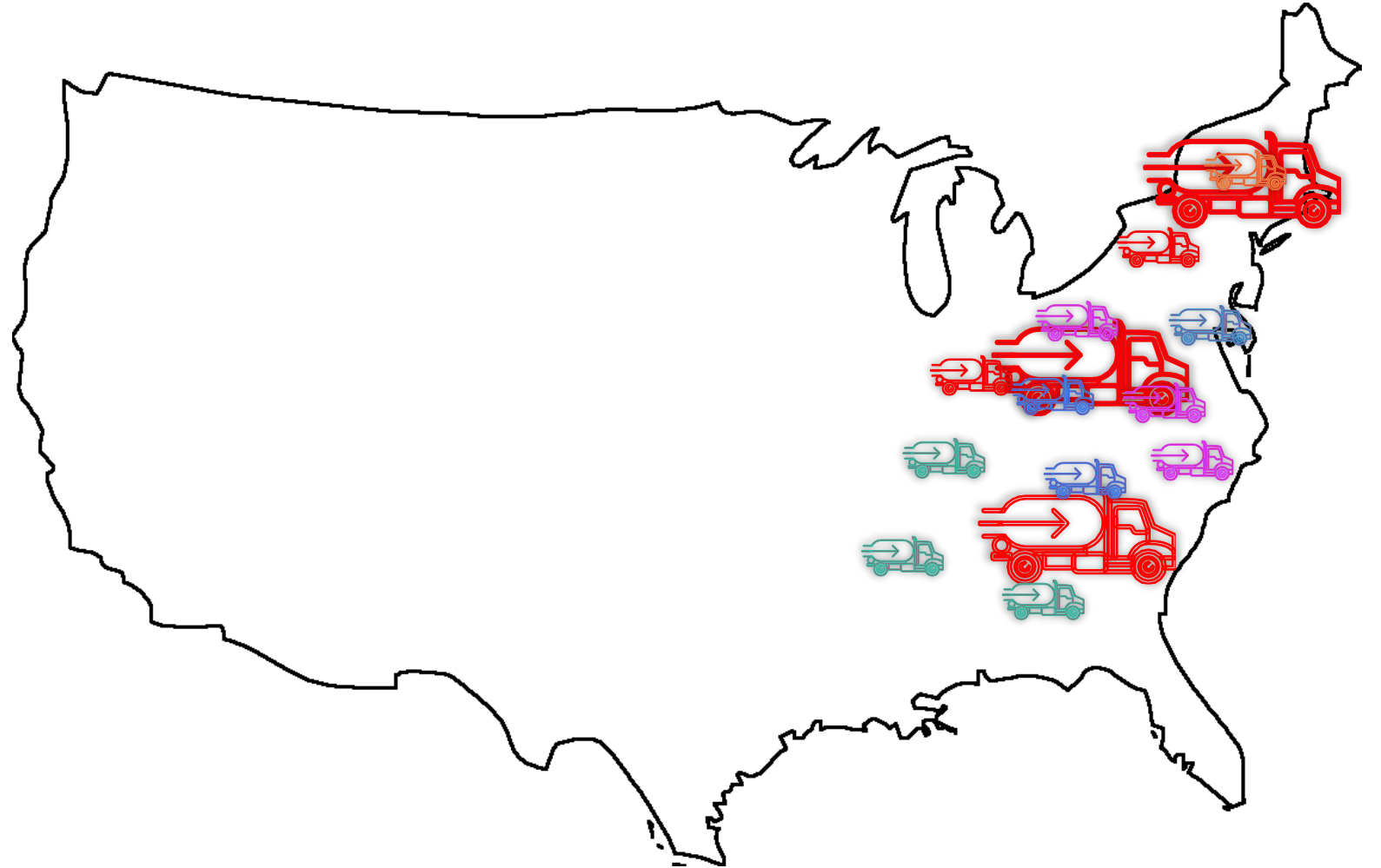


Sources:  
<http://www.timingcharts.com/>  
<https://www.macrotrends.net/2502/crude-oil-vs-propane-prices-chart>

OIL AND GAS INDUSTRY

# Path to Profits

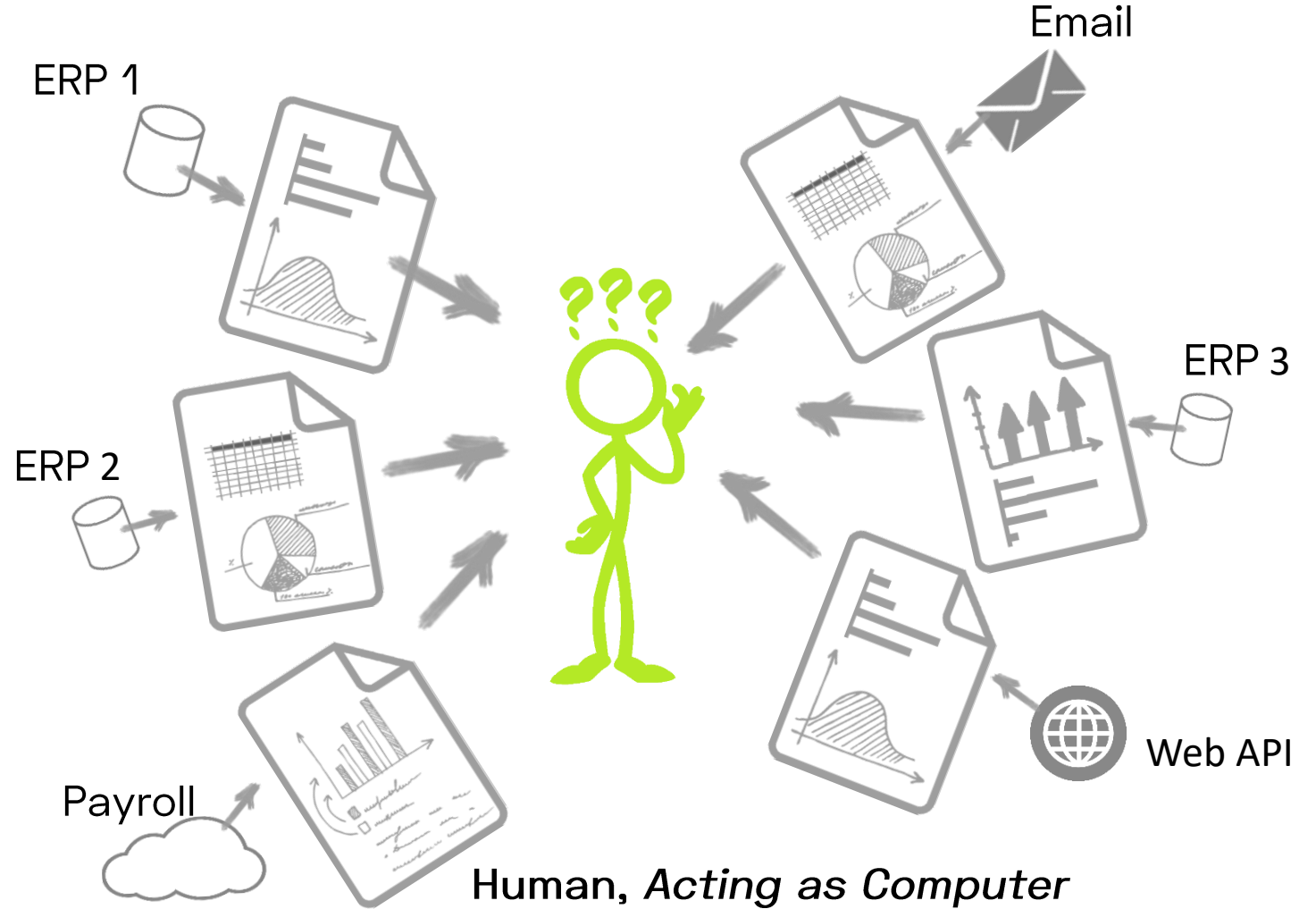
The drive to consolidate and modernize.



OIL AND GAS INDUSTRY

# Stuck in the 80's

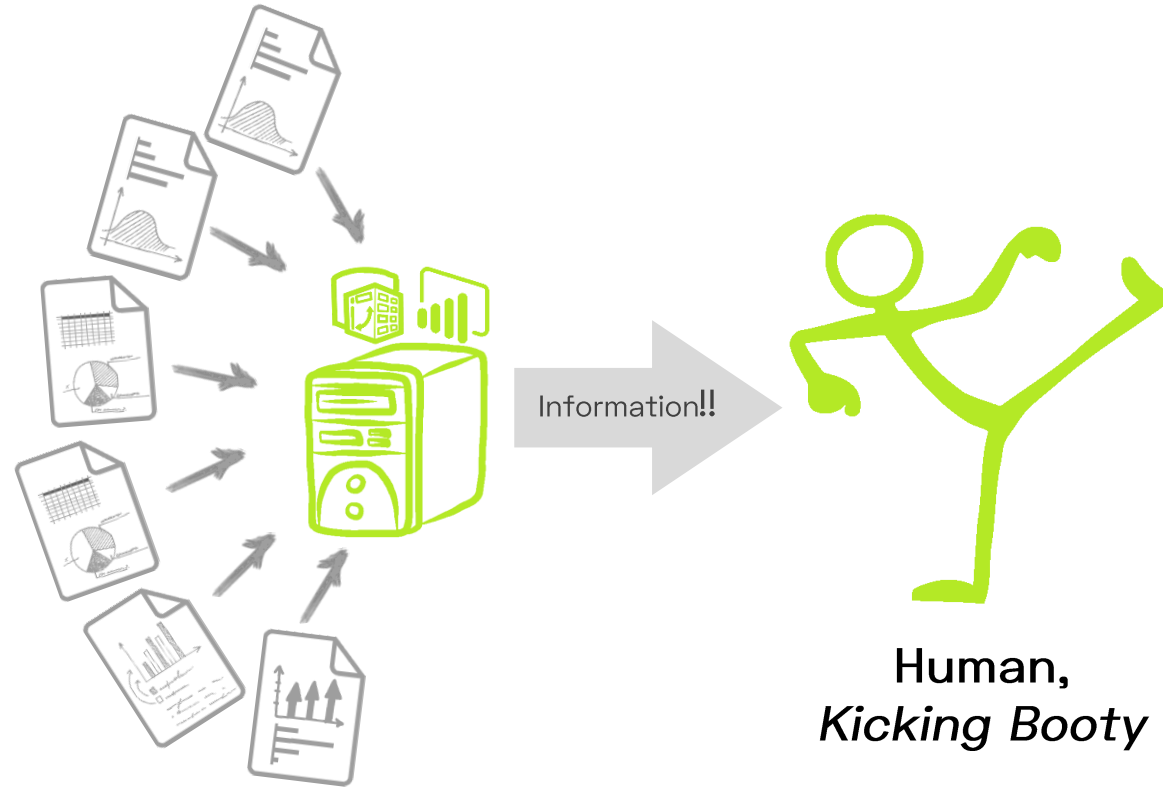
Digesting data efficiently.



OIL AND GAS INDUSTRY

# The Goal

Drive visibility and THEN improve results!



Human,  
*Kicking Booty*



Customers get propane to stay warm, at the best price, with fewer services calls



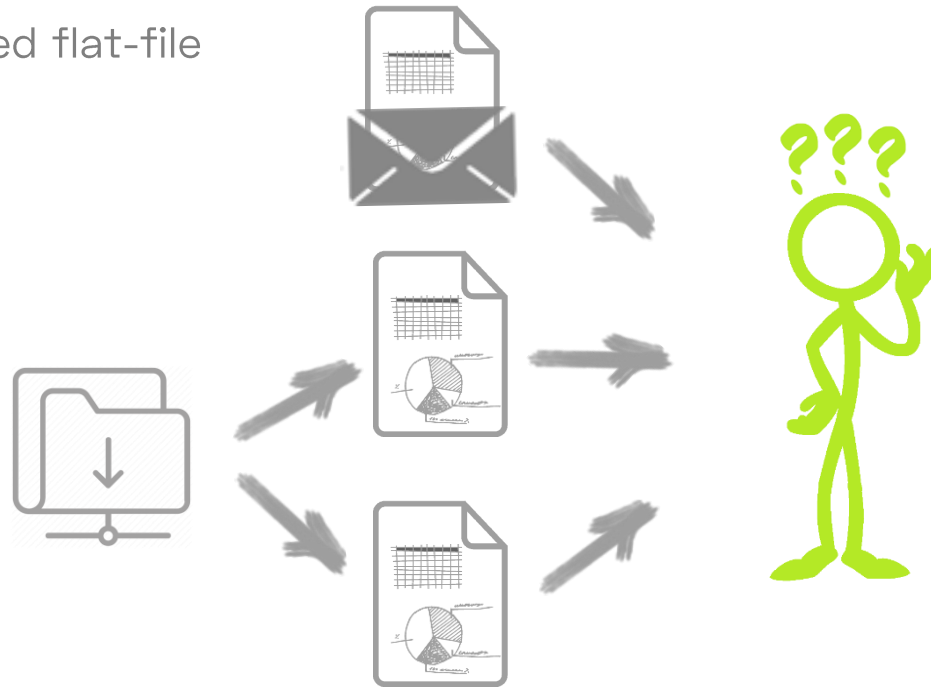


PREVIOUS ATTEMPTS

# Information

Disparate data sources  
and manual  
dependencies.

Automated flat-file  
reporting



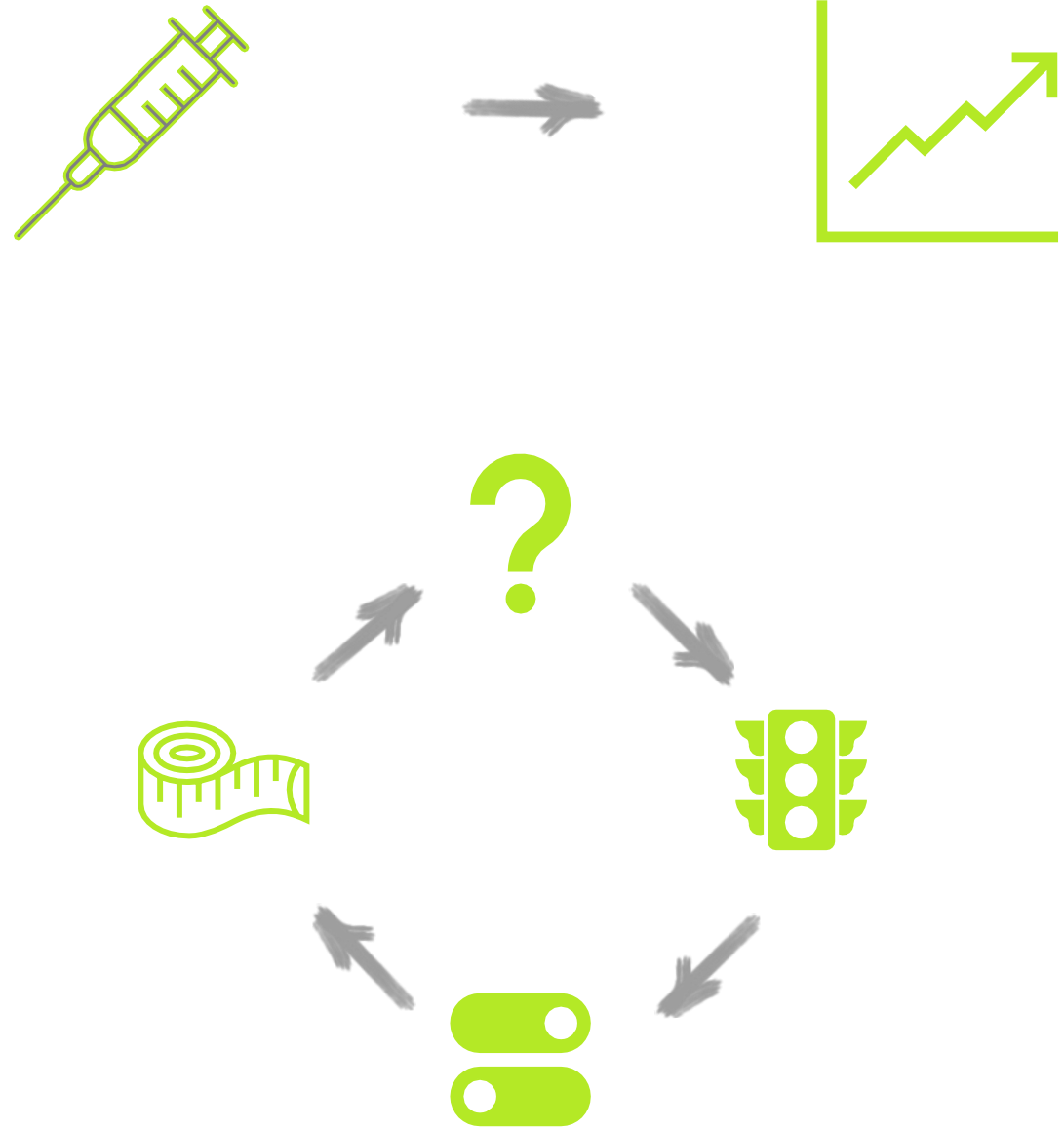
Hired a consultant



P3 APPROACH

# Business Feedback Loops

What the human  
physiology can teach us  
about BI



P3 APPROACH

# Decision Audit

Start at the top and drill down!



What questions does the business need to answer?



What metrics answer those questions?



What data calculates those metrics?



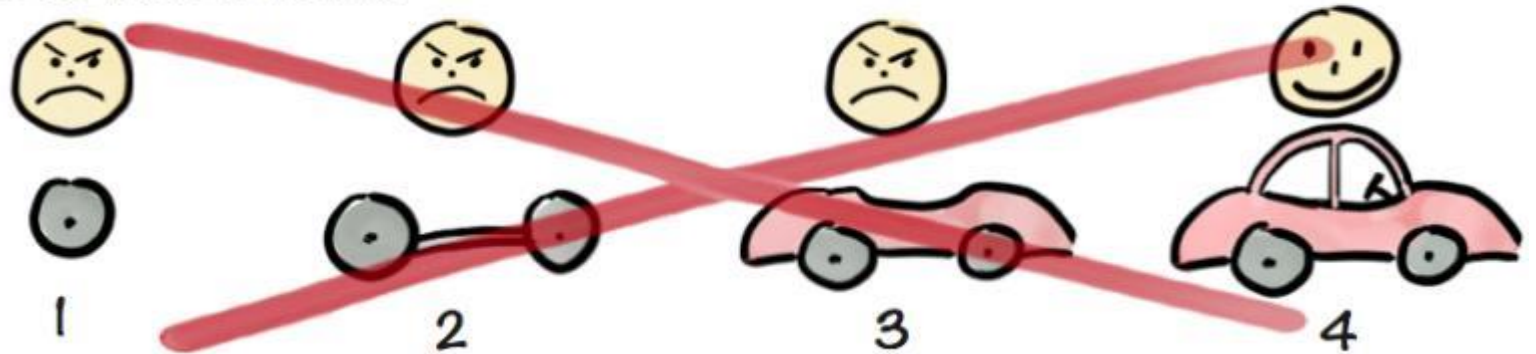
Where is the data located?

P3 APPROACH

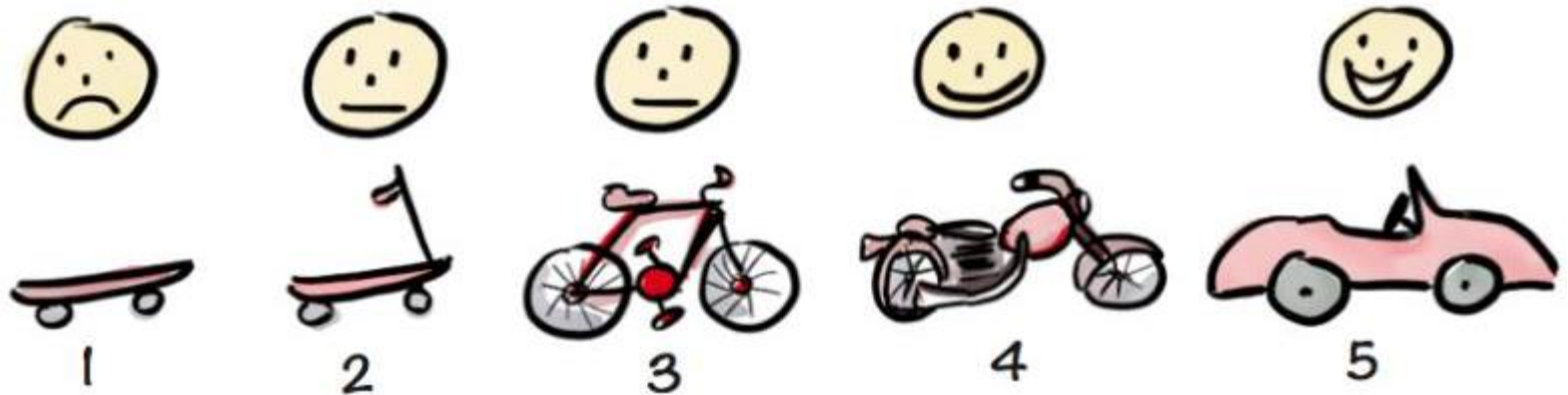
# Quick Iterations

Avoid over-engineering a not-quite-right solution but rather quickly pivot to develop the right solution!

Not like this....



Like this!



Henrik Kniberg

P3 APPROACH

# Demo

Here's where the rubber meets the road!

**Pulse** Region Overview

Region: NY North | CSC Name: All | Forecast Type: Multiple selections | Product: Multiple selections

2019 Sep | 2019 Oct | 2019 Nov | 2019 Dec | 2020 Jan | 2020 Feb | 2020 Mar | 2020 Apr | 2020 May | 2020 Jun | 2020 Jul | 2020 Aug | **2020 Sep** | 2020 Oct

### DISTRIBUTION

55.3%	58.1%	5.1%
PY	Fill Rate	% Change
5.0%	5.0%	0.6%
PY	Out of Gas	% Change
9.3%	7.5%	-18.9%
PY	Inefficient Fill	% Change
6.3%	3.8%	-39.2%
PY	Zero Fill	% Change

Show Counts | See Delivery Details

### CUSTOMERS

74.8%	75.0%	0.3%
PY	NPS	% Change

See NPS Details

Propane Tank Growth (BETA)

-48	59	26K
Gains VTB	Term. VTB	Active

See Growth Details

### VOLUME (BETA)

Budget Scenario: 0&12

5.8M	5.9M	2.2%
PY	Volume	% Change
5.4M	5.9M	495.6K
Budget	Projected	Proj VTB

See Volume Details

### MARGIN (BETA)

\$0.35	\$0.51	\$0.16
Unit Budget	Unit Actual	Unit VTB

See Margin Details

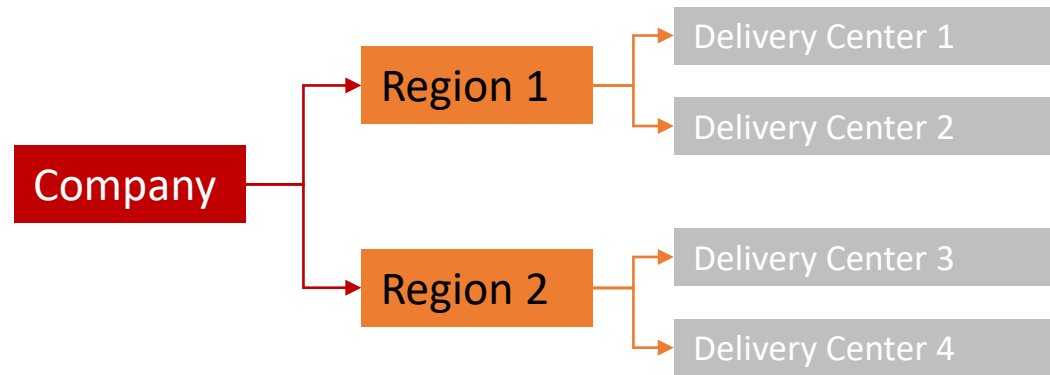
### FINANCIALS

### SAFETY

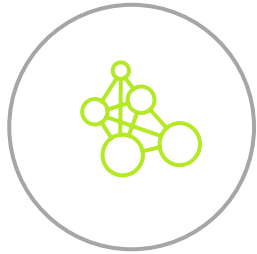
OSHA Scores (Coming Soon)

264.6	-50	5.8%
Gal/Hr	FTE vs Budget	Overtime %

See Gallons & Hours



# Results



## Customer Engagement

Reduced Zero Fills by 25-30%



## Operations Optimization

Improved Fill Rates by 5%  
Reduced Trips by 15%



## Employee Empowerment

Instant Insights  
Increased Collaboration



## Reactive to Proactive

Flattening Demand Spike



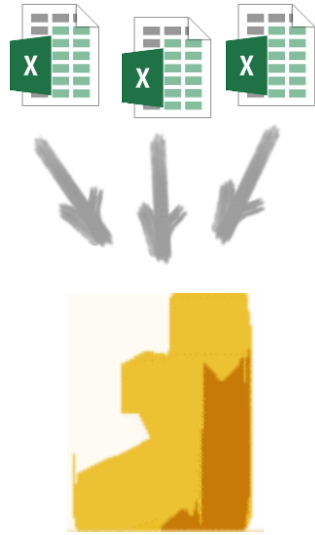
*Our managers are no longer constrained by their analytical know-how. SUMIFs, Lookups, formulas, are a thing of the past. Everyone has the information they need at their fingertips* – Chad Lovelady, Manager of Data Analytics, Superior Plus Propane

HOW POWER BI HELPED

# Enabled by Power BI

The right technology with the best agile consulting firm.

Prototype



Iterate



Formalize



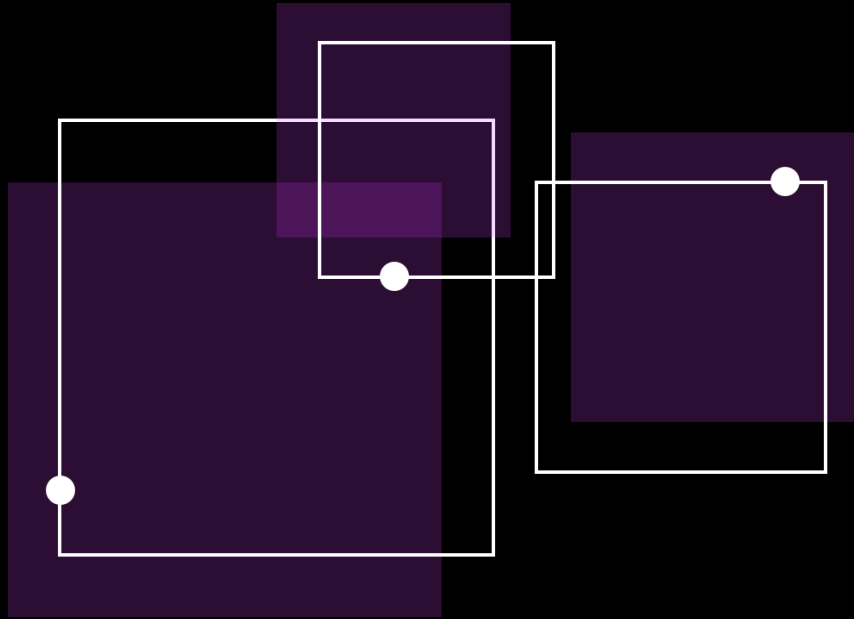
Scale



# A BIG Thank You To







## WEBSITE

[HTTPS://POWERPIVOTPRO.COM](https://powerpivotpro.com)

Live chat  
Monday to Friday from 9AM – 5PM Monday PST



Gold  
Microsoft Partner



READY TO DRIVE ACTIONS? LET'S GO!

[HTTPS://POWERPIVOTPRO.COM/CONTACT/](https://powerpivotpro.com/contact/)

## TRAINING

- 2-Day Power BI Foundations Training
- 1-Day Power Query Training + 1-Day Workshop
- 1-Day Advanced Power BI + 1-Day Workshop

## CONSULTING

- 3-Day Project JumpStart
- Co-Development Project Consulting
- Staff Augments
- Strategic Assessment & Planning
- Governance & Adoption
- Workforce Productivity/Power Platform

FUNDING OPPORTUNITIES AVAILABLE

[EMPOWER@POWERPIVOTPRO.COM](mailto:EMPOWER@POWERPIVOTPRO.COM)

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