



Complete Production Services, Inc.

Assessing & Prioritizing Risks with an Intelligent Enterprise Platform Provides Visibility and Knowledge to C-Suite, Cuts Co-Sourcing Fees by 50%!

Complete Production Services, Inc. (NYSE: CPX)

Complete Production Services is one of North America's leading oilfield service providers, offering field support, equipment and well-production optimization services to the world's largest oil and gas companies. The company provides technologically innovative and time-tested methods to develop hydrocarbon reserves, reduce operating costs and enhance oil and gas production. It currently has nine, decentralized shared service locations.



Results:

- Reduced key controls from almost 700 down to 362
- Cut external consulting fees in half—from \$1.65M to less than \$800k the first year. In future years, further reductions are expected—by 20% or more.
- Changed the dynamic with their external auditors to rely more on Complete Productions' work. This is expected to reduce external audit fees for testing by more than 25%-30% and even more in subsequent years with a goal of 70-80% reliance.

Background

Complete Production had been outsourcing their SOX compliance work to a local team of consultants. The consultants had set up Complete Production's original testing strategy and was about to perform all of the agreed upon testing. There were over 600 controls and vast amounts of Word, and Excel documents residing in eight locations throughout the country, so the task was formidable at best. Furthermore, management felt it was at the mercy of both their consultants and their external auditors, as all of the testing was being re-performed while still consuming more than 19,000 co-sourcing hours. Management did not wish to undertake this type of effort year after year and was looking for a better solution while also incorporating more intelligent reporting capabilities.

When Complete Production's new Director of Internal Audit came in and assessed the situation, he decided to reign in the use of external consultants to bring better organization and more control to the audit process. He was looking to bring all of the information together in one place and agreed that the current approach was too disorganized and expensive. As a result, Complete Production put out two bids: one for a tool to augment what the consultants had previously been doing and the other for a new consultant to implement the testing. They selected Aline as their new GRC solution of choice, but were still looking for a consultant, when Aline offered to bring in one of its partners, A.C. Lordi Consulting. In fact, Lordi created the methodology which was integrated with the Aline SOX module that Complete Production was about to implement.

“With Aline, we get consistency across the entire company and improved efficiencies through the best practices of all our divisions. Our CEO is extremely happy with the improved reporting and intelligent analytics. Before, we didn’t know where things stood in the field. Now with Aline, we’ve been able to demonstrate where management can look to find issues, so they know in real time where everything is and how close we are to completing our testing in any given area. My CFO frequently uses the dashboard to quickly get a bird’s eye view of where we stand by location, region or the entire enterprise. The Aline pricing structure of unlimited user licenses was key and a much better pricing model than any other product we evaluated.”

– *Steve Moore, Complete Production Services’ Director of Internal Audit and Controls*

Aline’s Unified Enterprise Map, gives clients an entire audit control framework, as well as intelligent reporting to perform what if’s and drilldowns for better-informed decision making and visibility. With the addition of the Lordi methodology, the management team has the ability to define the level of risk for each control and thereby focus the appropriate amount of attention on those that carry the highest amount of risk to the enterprise. Once the high priority controls are selected using a numeric risk scale, the methodology will automatically tell you how much or little to test—more specifically the nature, timing and extent of the testing to be performed.

About Aline

Aline™ offers a powerful GRC platform that enables organizations to mitigate risks and improve overall performance. Aline is delivered as an affordable OnDemand Software-as-a-Service product. It requires no installation and even complex organizations are fully operational in just days.

The Aline Difference:

- **Unlimited user license and on-demand delivery model allowed Complete Production to be more inclusive in their auditing process.**
- **By using a trusted partner, A.C. Lordi Consulting, for best practices and testing, saved internal resources for other high priority projects.**
- **Has reaped benefits this year, and will continue to do so every year by using a repeatable approach.**
- **Gives the CEO and CFO great visibility and decision-making capabilities regarding ERM.**