ESA ENERGY SEARCH ASSOCIATES

3 THINGS YOU MAY NOT KNOW....

1. I put over 600 hours into Skyrim.

2. I played Water Polo in High School.

3. My Bradley in the army was named "Cerberus."

William Fox in
Chief Product Officer
At Data Gumbo

Q&A

Another New Age of an Old Industry

How to improve your Linked in

- **THE PHOTO:** Whether you use LinkedIn for networking, job hunting or just because your employer told you to, make sure the photo shows you as professional and approachable. And always get someone else to take it!

- **Get a custom URL** - go to your profile, click on "Edit Public Profile" in the top right and set yourself up with a cool and unique URL that you can share in your email signature and resume to tell people who you are!

- **Will LinkedIn kill the resume?** Maybe. Do people use it? Yes, a lot. So make sure that you are as diligent in proofreading your profile as you would be your resume. And if you have a resume being shared, make sure the two match.

- **Have a Headline** that tells people what you do professionally - if you are a "Thought Leader", "Talented Business Professional" or "Currently Seeking Employment", great! Just share that elsewhere - if your aim is for people to find you then tell them what they need to know.

Management Article

of the Month:

Digitalization is the future of energy

What is Data Gumbo's primary offering to its Oil & Gas clients?
Data Gumbo provides GumboNet™, an industrial smart contract network powered by blockchain that enables counter-parties in commercial relationships — including oil & gas — to build, manage and automate their own contracts for transactions.

How long does it take to install the tools that you need to provide your services?
As a subscription-based network, our offering is entirely scalable for any size business. We offer simple on boarding steps and, to get started, you just need an existing contract, a supportive counter-party, and the commitment to automate the contract. All in, we offer 90 days or less to financial returns on a smart contract with transactions flowing through the network. In terms of field instrumentation, we work with a variety of partners offering measurement-as-a-service who will put meters and a cell or satellite modem at each site for a low daily fee rather than upfront large Capex. Their timelines typically start at about 8-10 weeks for a one off installation and come down from there based on volume of locations.

What is your best estimate on how long it will take for new clients to pay for their original investment in Data Gumbo?
Although it varies with the use case, our customers typically see ROI within 3 months. This is partially due to the low upfront investment required. We are not a drag on the IT infrastructure of a company because we host and manage all system components and offer our network on a subscription basis. Additionally, we help design and deploy the smart contracts.

How would you estimate potential savings on chemicals and other resources after paying for the original investment?
We see an approximate hard cost savings of 1-10% depending on the commodities or services covered by the smart contract. Soft costs are reduced by vastly decreasing the number of touches per charge or invoice.

What are some other non financial gains that your clients might benefit from through a partnership with Data Gumbo?
Current procure to pay methodology relies heavily on manual processes like human signatures on tickets, work orders and other administrative tasks along the oil and gas supply chain, which can result in inaccuracies and, in turn, exacerbate informational friction and transactional waste. Smart contracts collect data, calculate payments and automatically generate invoices without any additional human interaction or process steps thus significantly reducing administrative burdens and guaranteeing accuracy and automation in commercial transactions.

Other non financial gains include: extremely transparent and audible records for every charge generated by smart contracts, standardized contracts and data, and real-time spend/revenue data, eliminating the need for estimates and accruals. Smart contracts execute based on operational field data sources, harvesting exact information and measurements to supply continuous visibility into actual spend. By enabling a reduction in friction between counter-parties, eliminating inefficiencies and automating transactional events, GumboNet enables cost visibility in real-time.