

THINGS YOU MAY NOT KNOW ABOUT ME...

Born in an oilfield in southern Argentina from an Italian geophysicist father & Argentine nurse mother, grew up in multiple continents & cultures.

- 2. Always at the forefront introducing & commercializing new & disruptive technologies including hardware, software & new approaches.
- 3. Live in Houston, married with two amazing boys starting their careers in real estate.



Jorge Machnizh © CEO, Datagration

# Datagration<sup>TM</sup> mission & vision:

Improve decision making by applying data to create Knowledge Automation™.

Knowledge Automation™ is the automated process of answering the questions that humans will want to know by combining physics, machine learning and human insight.

# What financial challenges do you see companies having in the next 18 months & how does the PetroVisor™ platform help them?

Oil and gas companies are under more pressure than ever to generate free cash flow, and this theme is unlikely to change over the next 18 months. After years of significant production growth funded by massive institutional equity and debt over-capitalization, investors are forcing operators to generate free cash flow at the very same time that commodity prices have declined.

In response, companies have resorted to shutting in wells, cutting capital expenditures, and overhead layoffs to right size their cost structure. In turn, this forces more work on remaining employees to maintain the same level of productivity.

Datagration alleviates these pressures through a leading workflow automation and decision-making tool for the oil and gas sector. With PetroVisor, Datagration allows operators to streamline workflows by aggregating and integrating data from disparate systems and databases into one cloud-based or onpremise platform that offers built-in applications to complete real-time analytics. With PetroVisor, Datagration producers can leverage data from all their legacy systems in a collaborative environment to ultimately streamline processes and reduce headcount, operating costs and capex — precisely what is required given today's low and volatile commodity price environment.

# How does the PetroVisor™ platform fit into the overall digital landscape for oil and gas companies?

The PetroVisor platform is the "connector" of the digital value chain from Exploration to Product Distribution. Through better data collection, management, and visibility, it ensures the capital effectiveness of your investments from drilling to ongoing production is always optimized and generating the best returns while at the same time allowing you to manage and optimize your resources.

#### PEOPLE ARE TALKING



"ESA was great to work with. They quickly understood our needs and were able to utilize their existing network to provide us with the perfect candidate. Their understanding of the industry and market helped us make a compelling and competitive employment offer that was a perfect fit for both parties." — *Engineering Manager* 



#### Another New Age of an Old Industry

Digital Innovation in oil & gas

### What is Datagration's vision for fixing the bad data problem in the oil & gas industry?

Datagration's focus is twofold: visibility and simplicity. These two things are at the heart of most bad data problems. When you don't have an easy way to collect, access, and analyze data, you risk missing valuable insights that could drive your business forward. Using PetroVisor's robust platform, we're focused on bringing change that's specific to oil and gas. We have deep roots in the industry and understand the challenges oil and gas companies face that could be solved by better data visibility and transparency. Once you know the problems, it's easier to reverse engineer a solution.

#### What makes Datagration™ & the PetroVisor™ platform unique?

One of our biggest advantages is that we're an open and agnostic cloud or on perm platform that is extensible, flexible, and adaptable to customer needs. Users can implement workflows to meet their specific needs using PetroVisor's unique P# (petro-technical scripting) language. This is the leading Knowledge Automation™ platform in the oil and gas industry, enabling high value technical analysis from dispersed data sources in a collaborative environment, breaking down silos and allowing informed business decisions to improve ROI, and capital efficiency. No other platform does this at the level of Datagration and PetroVisor in the oil and gas industry, and it's this level of collaboration and visibility across the enterprise that is empowering companies to collect better data and make better use of it.

### Do you believe Datagration™ can bring the oil and gas industry into the 21st century?

Datagration is the only company with the PetroVisor platform and associated analytic workflows that can bring the oil and gas industry into the 21st century. Changing the way engineers use data to make decisions is the key to making this leap forward. Capturing the right knowledge each day automatically will be the driver for change. Making it easy for engineers to view and use data will drive the success needed to bring companies to use technology the way it is intended. Linking engineering outputs to business and financial decisions via PetroVisor is very compelling once implemented fully.

## How have you seen companies adopt to platform-based solutions over the years?

There are many choices of platforms to choose from without a clear understanding of the differences and complexities. Many of these implementations use complex IT architecture that takes years to implement. They also require a huge team of people behind the scenes to make it work. In today's environment, the key value to a successful platform is speed. To be able to rapidly ingest the legacy knowledge to use in the future, find the data easily to assist in decision making, in an easy user format, means installing an automated platform. The intent of being elegant and the reality of being robust with automation have finally converged with Datagration. Datagration takes away all the complexities, the teams of teams to implement, and any custom products that are not easy to maintain. Automating knowledge is what we do and that will help our clients be successful.

For more information on the platform, or to observe a demo, please reach out to Braxton Huggins - Chief Marketing Officer - at bhuggins@datagration.com (ii)



"ESA brought us well "scrubbed" candidates that fit the job description to the "T". I used them to fill my 1st two geology positions, and I had trouble deciding on which candidate to choose from. They really do a fantastic job of screening candidates. I would not hesitate to use them again." — VP of Geoscience

#### Have an Oil & Gas position to fill or want to learn about our openings?

CLICK HERE or email clark@energysearchassociates.com

