

# THINGS to Know About Me... 1 My wife, Lindsay, and I love to garden. So we're out in the second state of the second state of

- My wife, Lindsay, and I love to garden. So we're out in the yard as soon as spring hits until the 1st snow here in Denver.
- 2. We have two boys, ages 5 and 2. We're a very silly family and try to embarrass them as much as possible. I'm known at school as the dad who wears costumes!
- 3. I believe in maximizing personal time, whether focusing on yourself, your family, or your friends, never missing those precious moments. This is why the culture I've created at Adaptive Edge allows our employees to control how much time they wish to work each week directly.



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Danny Falligant

President, Adaptive Edge



## Where Energy & Tech Meet

#### What is Adaptive Edge?

Adaptive Edge is a consulting firm providing its Energy clients with valuable, proven, and technology-forward best practices for Corporate Land and Real Estate related matters. With a focus on digital transformation, Adaptive Edge has found success in providing its clients with tools around business strategy, organizational design, process optimization, and contract lifecycle management.

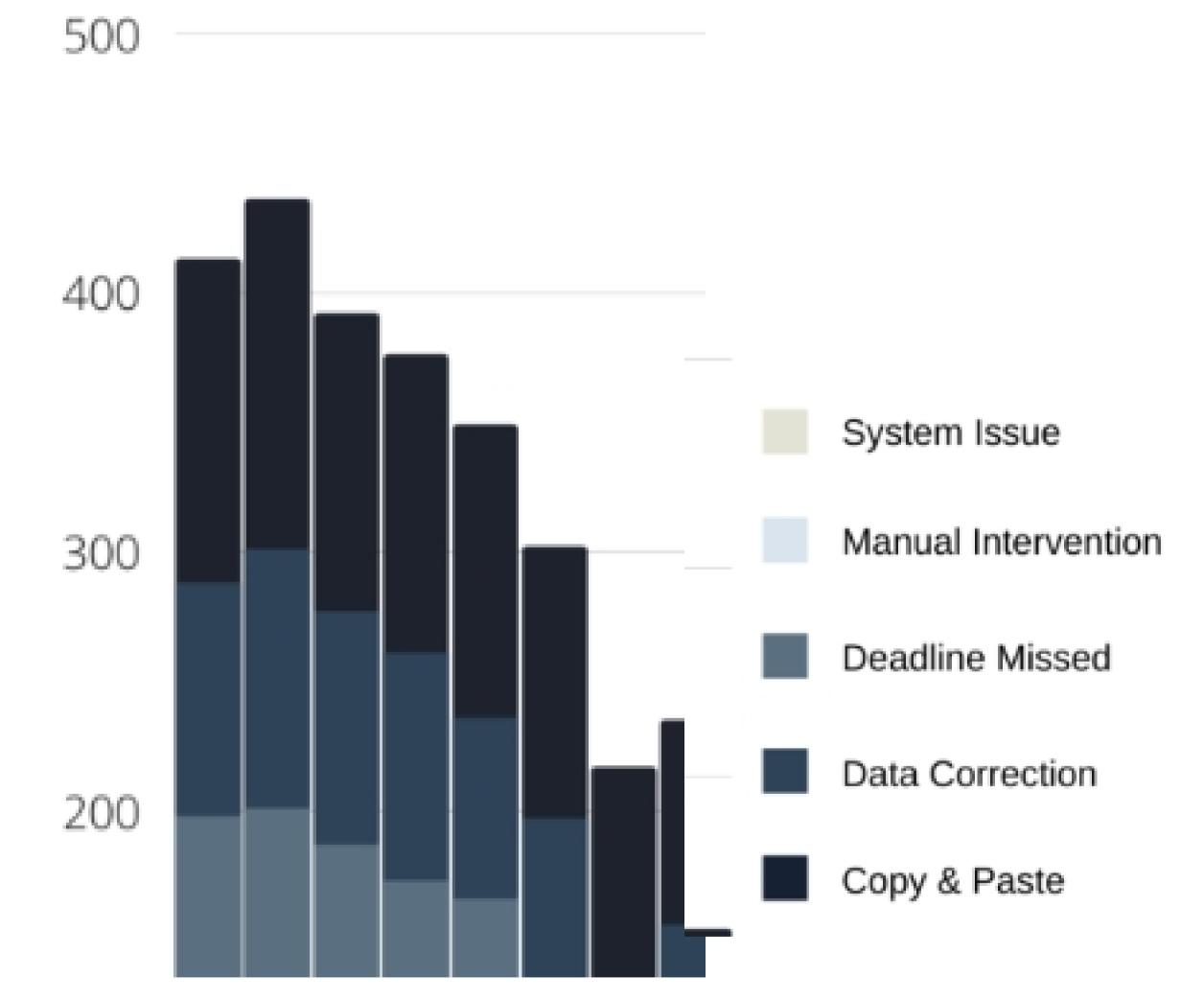
Adaptive Edge helps its clients execute at a higher level through the implementation of emerging technologies that provide better access to, and confidence in, the Company's data and documents.

# How did you come up with the company concept? (What's your background/expertise?)

I started my oil and gas career at BP as a lease analyst in 2007, where I then progressed into a series of leadership roles within the Land Department. I developed a passion for innovation, automation, and process optimization. I was ultimately appointed the Director of Land & Real Estate for the onshore US in 2015 for BPX Energy (BP's Onshore US entity).

Throughout my career, my team was given a unique opportunity and, even rarer, the resources to transform the department. We weren't always successful in our attempts, but we quickly learned what worked well and what did not. It wasn't until I got heavily involved in industry networking events that I realized many of the problems we had solved at BP were still pervasive across most companies in our sector.

The reality is that companies focus so heavily on execution, staying in front of the drilling rig, that they rarely have the resources to focus on transformation. I knew this was an area where I could provide tremendous value. In September 2020, I made a tough decision to leave BPX Energy, and Adaptive Edge was born on November 1st, 2020.



Defect Tracking & Elimination when applied to business processes helps clients visualize both the volume and the frequency of specific defects impacting critical processes. Then they can quickly react to eliminate each defect from occurring again. This approach creates a behavioral shift in the front-line staff for lasting change management.

## What makes Adaptive Edge different?

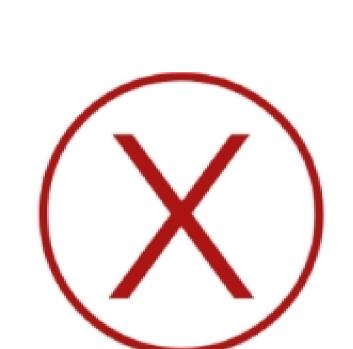
Simply put, our in-house experience. Our entire executive team comes from the corporate E&P world. With over 50 years of combined in-house corporate land experience, our time at BP/BPX Energy, BHP, and Coterra Energy (fka Cimarex Energy) equips our team to approach new initiatives with priority and focus on executing the Client's bottom line.

What are some examples of how your team has solved problems, saved time and money, etc. for your clients?

Digital First - This is one of three pillars we build our digital transformation approach from. Whether a client is coming from a physical file world, or already living with digital documents, we have found that many times the Client's business process is to work the document through its intake phase and then, as a last step, scan the document. We re-write the business process to scan the document as the initial step, then all workflows from that point forward can be digital. Creating the digital workflow allows the Client to have more transparency, collaboration, and measurability through KPIs (key performance indicators) on their tasks.

Single Source of Entry – This is the second of the three pillars from which our digital transformation practice is built. Eliminating redundant data entry not only saves time but also significantly reduces the propensity for inconsistent and inaccurate data polluting the Client's data environment. We help the Client identify what type of data is being entered into multiple times, as well as which system should actually be the system of record, and then allow that system to feed all other systems.

**Data Democratization** – The third pillar of our digital transformation practice is data democratization. By prioritizing the Client's data and therefore providing them with better access to that data, we help our clients make better, data-informed business decisions.







Staff spends time on data entry, data corrections, or copying data from one system to another. That is Red Work, and businesses waste hundreds of thousands of dollars a year on it. Adaptive Edge can help staff focus on value-accretive work, the Green Work.

#### Who will benefit from you?

As a result of our prior career experiences, our initial client base is made up of various Land Departments from the E&P Upstream sector. However, the need for contract lifecycle management and document management extends to practically all sectors and industries. Our specific skillset and expertise allow us to be a strategic partner with any business that finds itself processing and handling contracts dealing with land or real estate matters. We are currently growing our practice into the Midstream sector, as well as looking forward to the opportunity to work with renewable companies.

To connect with Danny Falligant CLICK HERE

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

CLICK HERE or email clark@energysearchassociates.com

