



## BORETS-WEATHERFORD

### Oilfield Service with Discovery Management Software®

Discovery Solutions International helped Borets-Weatherford, the largest Oilfield submersible pump company in the world achieve significant outcomes through the use of DMS. Discovery Management Software® provides the best-in-class enterprise resource planning software for the Oilfield Service and Supply Industry.

Borets-Weatherford is the largest submersible pump company in the world with offices on every continent. Borets-Weatherford's North American operations manufactures and rents submersible pumps that are tailored to meet their customer's unique well site requirements. After proving the pump's performance while on rent, customers can then buy the pump or continue the rental.

Prior to using DMS, Borets-Weatherford North America was using a well known enterprise accounting & operations software package and also used field operations spreadsheets. For Borets-Weatherford, this often meant the manual rekeying of transactions, resulting in extremely long invoice cycles.

Renting and then later selling the same pump also created accounting hurdles as the value of the pump needed to transfer from fixed asset GL accounts to inventory GL accounts. Further complications dictated that while the pump was on rent, it needed to be depreciated.

#### DMS IS OILFIELD SPECIFIC

Borets-Weatherford now uses the full suite Discovery Management Software® (DMS) including the following modules: Rentals, Manufacturing, Distribution and Field Service with the optional Laptop Integrated Field Ticket System (LIFTS).

While Borets-Weatherford was utilizing their previous enterprise solution, the concurrent user count in the USA & Canada was 150.

Using DMS, they now operate in both countries with fewer than 80 concurrent users, a decrease of almost 50% with a 100% transactional yield increase. This realized yield was made possible only because DMS transactions are not generic, rather they are optimized for the oilfield service industry.

#### DMS MEASURABLE OUTCOMES

Through the use of DMS's fully integrated operations and accounting software, the entire Quote to Cash transaction flow is automated without any re-entering mission critical data. In addition, DMS's field laptop system, LIFTS, enables Borets-Weatherford to capture data in the field and electronically create an "invoice ready" transaction in DMS.

DMS enabled Borets-Weatherford to significantly reduce their operating costs, to provide executives with a "What happened yesterday?" window into their business using DMS's Dashboard Metrics. By partnering with Discovery, Borets-Weatherford reduced their IT Costs by 40%.

#### DMS GLOBAL ACCESS

Because Discovery utilizes an internet-based SaaS model, DMS was easily and quickly deployed across all Borets-Weatherford locations requiring no licenses, and no software. James Kinzie, Business Systems Manager for Borets-Weatherford, states "that because DMS is such a good fit to our business operations, we were able to double our transactions without adding clerical staff".

#### COMPANY SNAPSHOT

- A joint venture of Borets Company LLC & Weatherford International Ltd.
- Beta Tier 4 Testing customer with Discovery
- Began with 16 locations in 2007 using DMS and today numbers 32
- [www.borets.com](http://www.borets.com)

"We doubled our transactions without adding clerical staff"

"DMS allowed us to reduce IT costs by 40%"

"DMS provided our executives with a real-time view using DMS Dashboard Metrics"

*Jamie Kinzie, Bus. Systems Mgr.  
Borets-Weatherford*