

FMC Technologies Inc. - Completion Services



"Before finding Egnyte, we were in a constant battle with unreliable internet connection, slow upload speeds, and outdated storage devices. Egnyte has now enabled us to operate in a positively unprecedented fashion, saving us hundreds of thousands of dollars in the process."

-Chris Primeau, IT Manager

So Much Data, So Little Time

FMC Technologies designs, manufactures and services systems and products such as subsea production and processing systems, surface wellhead systems, high pressure pumps and fluid control equipment, measurement solutions and marine loading systems for the oil and gas industry. In addition to providing such equipment and systems, they also offer Completion Services, a comprehensive suite of flowback and wireline services. With over 19,500 employees and 30 production facilities in 16 countries, FMC Technologies collects, organizes, and shares countless amounts of data every day.

When FMC Completion Services field personnel were dispersed out in the field, they would bring back all types of data such as well reports which detail a wells production, efficiency, and safety. This data can range in file size from 100MB to 2GB. They can also range in type of file such as pdf, zip, db, LAS, TIF and many more. Clients would require a quick turnaround and want the data placed somewhere that was relatively easy to access. This became a big problem as internet access was not always available and the only real method of data upload available was an FTP connection.

HIGHLIGHTS

- Egnyte powers FMC Completion Services offices all over North America and allows them to communicate with local Headquarters in Denver and Calgary.
- Egnyte enabled FMC Technologies to save an estimated \$300,000 - \$500,000 in employee hours alone
- FMC Technologies used Egnyte's API to build a 3rd party application to assist in capturing, uploading, and organizing data from out in the field

COMPANY INFO

FMC Technologies is a leading global provider of technology solutions for the energy industry. The company designs, manufactures and services technologically sophisticated systems and products such as subsea production and processing systems, surface wellhead systems, high pressure fluid control equipment, measurement solutions, and marine loading systems, and also provide flowback and wireline services for the oil and gas industry.

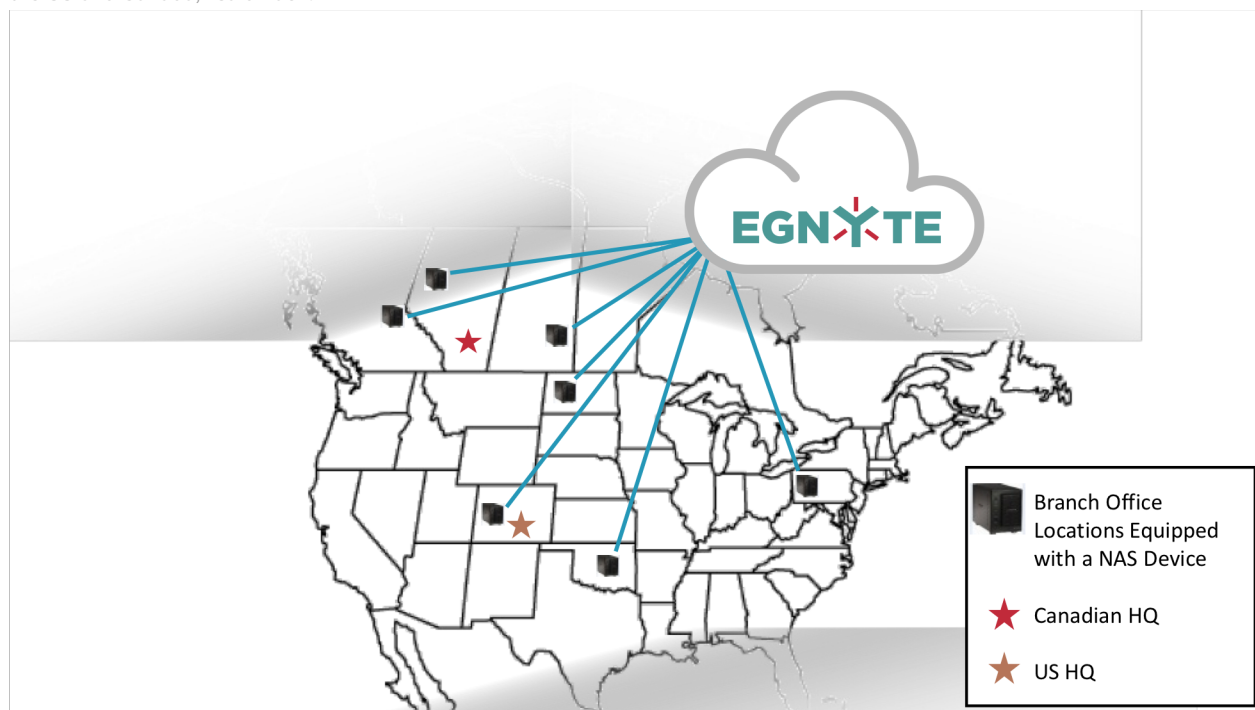
“After our guys spent 10-12 hours in the field collecting data, the last thing they wanted to do was sit around for another 3-4 hours watching that data upload. This is not to mention the fact that we were also having to put more man hours on our books,” says Zachary Curry, Solutions Architect for FMC Technologies.

Along with countless time spent, they were spending thousands of dollars on DVDs and thumb drives to help save, organize, and distribute their data. It was clearly time for FMC Technologies to take a look at a new file sharing model.

Saving Time Is Saving Money

When taking a look at their organization’s needs, some of the cloud-only solutions like Box and Dropbox were not going to cut it. FMC Technologies needed a solution with on-premise and cloud services that would be able to handle massive file uploads in a timely fashion and be able to communicate with other offices all over North America at the same time.

“We immediately fell in love with the Egnyte platform because it was customizable to our specific needs. Egnyte could handle all our file uploads, store them locally on our NAS devices, and securely share them across our remote offices and headquarters in the US and Canada,” said Zach.



Without having to use a VPN or FTP connection, FMC Technologies’ field employees are now able to quickly upload their day’s work onto their local NAS device and let Egnyte take care of the rest. Egnyte is able to take all their data and sync it to the cloud and back down to their corporate stations in Denver, CO and Calgary, Alberta, Canada.

This change in process has allowed FMC Technologies to cut down their employee hours by 2-3 hours per day, saving the company an estimated \$300,000 - \$500,000 annually. The cut down in hours is not only good for the company’s balance sheet but it is great for team morale. The field crews can now focus all of their attention on work in the field and not have to dread the upload process. FMC Technologies’ analysts are now able to quickly interpret the results and use Egnyte’s ‘share as link’ option to easily share with their clients.

Egnyte's API Goes Above and Beyond

As FMC Technologies got more comfortable with the Egnyte platform, they had the idea for a 3rd party application to take their file sharing to the next level. With the help of Egnyte's APIs, they were able to create an HTML based application that allows them to capture even more details about the work they are doing at the field level. This tool allows them to go a step further in monitoring their data collection and also helps them to organize the data on their local NAS device more efficiently.

"Our advanced Egnyte Uploader is also able to communicate with our electronic invoice system so we are able to auto populate invoices as soon as a ticket is complete. This has cut down our process immensely and again freed up more time for us to focus on our field research and data collection," said Chris Primeau, FMC Completion Services IT Manager.

Whether they are accessing information via a mobile device in the field, uploading critical data to their local NAS device, or sharing their work externally with clients, Egnyte has helped transformed the way FMC Completion Services does business. As they continue to grow, Egnyte will continue to provide a customized solution that suits their needs.

"We have 32 active NAS Devices that we utilize every day for file upload and transfer. Egnyte allows us to upload, organize, and access our data with just 4 clicks of the mouse."

TAKE THE NEXT STEP

Over 1 Billion files are shared daily by businesses using Egnyte. Egnyte provides the speed and security of local storage with the accessibility of the cloud. Users can easily store, share, access and backup files, while IT has the centralized administration and control to enforce business policies. Egnyte, founded in 2007, is based in Mountain View, California and is a privately held company backed by venture capital firms Google Ventures, Kleiner Perkins Caufield & Byers, Floodgate Fund, and Polaris Venture Partners. For more information, please visit www.egnyte.com or call 1-877-7EGNYTE.