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Case Study Example – Upstream Business Process Improvement:

A long term client with West Africa operations asked Brad Daniel to project manage the automation of the Authorization For Expenditure "AFE" process. A work flow solution based on an IBM script and Lotus Notes was chosen. Brad worked with all the internal stakeholders and users across the three operating companies and head office, as well as the software developer. The transparency and timeliness of the process increased and the AFE documents could be tracked at all times. In parallel ,and to support an increase in quality of the capital request documents, the company corporate financial policy on AFE and Capital was revised and re-issued. The project was completed on time and on budget.

Case Study Example - Refinery Disposal:□

A cross-functional team completed the successful disposal of a major oil refinery from an integrated Major in England to an independent refiner in Switerland in a \$ 1.4bn deal for assets and inventory. Business continuity was critical and the Finance (Brad Daniel) and IT (Mike Tunstall) team members led their process streams in building new refinery and financial systems which were scenario tested and delivered. Post completion term sheet support was also provided and transactional continuity was achieved for the buyer, with the refinery earnings acretive from day one.□

Case Study Example – Upstream Team Building:

One of our associates worked with a small E&P team struggling to recruit and retain people and grow the business. He worked with key technical leaders to deliver an HR strategy that ranged from new reward arrangements, recruitment solutions, retention tools, engineering capability, graduate training and team building, through to new country entry in Nigeria and Norway. Over 12 months, retention and acquisition of key skills improved significantly and enabled the business to grow. *(Daniel Partners also works with some niche Energy recruitment firms to resource HR related projects)□*

Case Study Example – Chinese regional pharmaceutical business:

Yan Liao provided the sell-side financial advisory services for a Chinese pharmaceutical company's pre-IPO financing. This project covers a wide range of services including financial reporting review and support, internal control system review, business and financial analysis, dealing with the potential investors' financial due diligence and certain legal due diligence requests. The first round due diligence□ work was successfully accomplished. It is an on-going project.