

## Case Study

Exprodat transforms oil and gas company performance by implementing and supporting ArcGIS, Esri's industry leading location analytics platform, for use within petroleum workflows. Their highly trained and experienced staff deploy location-based visualisation and analysis across a wide range of departments including exploration, operations, production, unconventional and crisis management.

Exprodat's petroleum GIS service provide and invaluable expertise when designing, implementing and managing a geographic information systems for the oil and gas industry. Exprodat has provided GIS and information management solutions to the upstream oil and gas industry since 1997, supporting clients in the UK and many international locations.

Trinity Maxwell understood the needs of Exprodat and were committed to providing them with a flexible and commercially viable mobile voice and data agreement along with a solution that offered flexibility for growth of their business.

Exprodat engaged Trinity Maxwell to significantly reduce their Mobile & Mobile Data spend as well as deliver a 'concierge' level of account management.

Exprodat had various contract end dates when they moved across to O2 with Trinity Maxwell. Their account manager at Trinity Maxwell kept a diary of all contract end dates and moved across each number as and when it was reached its contract end. This took the admin burden off Exprodat and gave them the chance to get best value whilst remaining focused on their business.

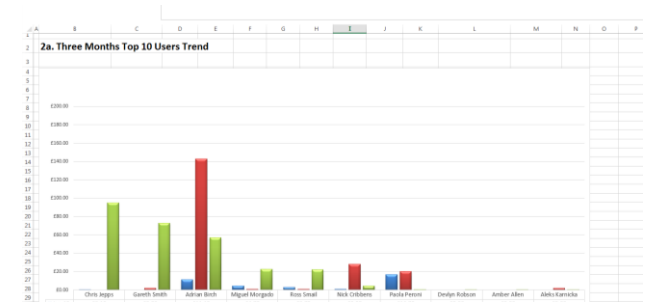
After a year of support, Trinity Maxwell offered Exprodat the option for a mid-term renewal, providing additional funding for by extending their contract term by 12 months. This enabled them to tie all their contract end dates together.



*"Trinity Maxwell promised to not only reduce our costs but provide a significantly better level of support than the network direct, I was dubious as I had only dealt with networks direct previously, however they have delivered an exceptional level of service and delivered on their forecast cost savings" Nick Cribbens, Director, Exprodat Consulting*

Trinity Maxwell complete regular tariff reviews in order to be sure that Exprodat are on the most

appropriate and economical tariff available at all times. When tariff changes bring a cost benefit, their Trinity Maxwell billing manager advises them of the recommended change and the cost impact that the change will have.



As well as proactively managing and controlling costs, Trinity Maxwell provide Exprodat with monthly a usage and spend report that provides insight at a glance.

*"Having Trinity Maxwell manage our telecoms is ideal for us, they are reliable and always on the end of a phone when we need them. I would recommend Trinity Maxwell for any telecoms service, they make sure that we get the most from our technology, deliver cost efficiency and provide a first class level of support" Nick Cribbens, Director, Exprodat Consulting*

**To find out more about our services go to: [www.trinitymaxwell.com](http://www.trinitymaxwell.com)**

**Or call us on 020 3137 8450**