



# FINANCE FORUM

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## *Entry points to Performance Management & The Al-Khafji Joint Operations Story*

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Information Management

Cognos.  
software

***In the current economic environment, the CFO often needs address the following challenges:***

	Focus on Value	Exploit Opportunities	Act with Speed
CFO Challenges	<p>How do I do more with less or be more effective with the same within Finance and across the organization?</p> <p>How do I rethink where capital is deployed</p>	<p>How can I leverage financial and nonfinancial data to generate timely, relevant insights?</p>	<p>How do I create a scalable and flexible information management framework and financial management model to navigate ever increasing change and provide the necessary control?</p>



## Challenges

- **Office of the CIO**
  - Where to start
  - Standardisation
  - Multiple data sources
  - Multi operational audience
  - Budget pressure on headcount vs delivery
  - Confidence in the data
- **Office of Finance**
  - Spreadsheet proliferation
  - Non collaborative planning
  - Reporting financial statements
  - Regulatory pressures
  - Cash flow pressures
  - Single version of the truth

# IBM Cognos Middle East Customers



البنك التجاري الكويتي  
Commercial Bank of Kuwait



بيت التمويل الكويتي  
Kuwait Finance House

Petrofac



مجموعة بنك الإمارات  
Emirates Bank Group

damas  
THE ART OF BEAUTY.  
Since 1907

NCB الأهلي  
together as one



الثريا  
THURAYA

QTEL  
Let's Connect



Alshaya



FPI  
FUTURE PIPE INDUSTRIES

جاسكو  
GASCO

الوطني  
NBK

DUBAI  
HOLDING



ADIA

Emirates

Gulf Catering Co.

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## ***Who are Al-Khafji Joint Operations 'KJO'***

- Strategically located in the neutral zone between the Kingdom of Saudi Arabia and Kuwait, KJO is owned and operated jointly by Aramco Gulf Operations (AGOC) and Kuwait Gulf Oil Company (KGOC).



## *The KJO challenge*

- Modernise financial reporting technology for improved performance
- Reduce reliance on spreadsheets
- Decrease the planning and reporting cycle ensuring that the information demands of shareholders were being met both accurately and quickly.

## *Pre IBM Cognos Implementation*

- labour intensive
- manual
- disconnected planning
- time consuming
- questionable accuracy
- no single version of the truth





## Now to select a solution

- KJO began the process of reviewing some of the Business Intelligence and Performance Management offerings in the market





## *The solution*

- Cognos 8
- Local partner implementation
- Connected technology to process
- Fast implementation
- Finance led
- Connected planning and reporting
- Meet shareholder expectations



## ***KJO's results***

- Standardisation of data throughout the business
  - single version of the truth
- Staff are more disciplined about reporting
  - less time, more accuracy
- Information can be shared more effectively with shareholders
  - confidence
- Complex reporting took 8-10 weeks
  - with IBM Cognos we deliver in 22 days
- Reduced the planning cycle by 4 full weeks
  - more time for analysis



## ***AI - Khafji Joint Operations***

- *“Through the adoption of the IBM Cognos system, we’ve started to drive change and internal processes have improved dramatically.”*
  - *Mutlaq Al-Khodhair,*
  - *Manager of Corporate Planning, KJO*



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