



GARY-WILLIAMS
ENERGY CORPORATION

NGS-IQ™ Provides a Well-Oiled BI Solution for Gary-Williams Energy Corporation

Gary-Williams Energy Corporation (GWEC), a Denver-based independent oil and gas company, was one of the first companies to implement JD Edward's (Oracle) World ERP software 20+ years ago. These applications help manage daily operations at GWEC's refinery in Wynnewood, OK and wholesale marketing of their gasoline, diesel and military jet fuel, solvent, and asphalt products to the U.S. mid-continent region.

GWEC's reporting and BI needs eventually outgrew JDE WorldWriter and IBM Query/400. Using either was a labor intensive, multi-query process. When Diane Edes joined GWEC as IS Manager, she identified the deficiencies. "Users would take printouts and re-key data into Excel or generate a file and go through tedious steps using Client Access or PC Support to download the file to Excel." In 2002 GWEC selected New Generation Software's *NGS-IQ* enterprise reporting and business intelligence software because of its query functionality and easy-to-use, integrated tools to retrieve data for reports. Another selling feature was *NGS-IQ*'s relative affordability.

GWEC realized a quick productivity pay-off. "*NGS-IQ*'s conditional logic, record selection, character to numeric conversion, program exits, meta data, unique key, joins, and other functions allowed us to eliminate 95 JDE queries," says Edes. "Another huge benefit is our users can export the data in one step right to Excel."

Reconciliation of the precise inventory volume for 50 Midwest locations along the GWEC pipeline was a monthly accounting nightmare requiring manual re-keying of highlighted data from a few 100-page reports into Excel. Mark Sutera, GWEC's Senior Support Analyst, took full advantage of *NGS-IQ*'s functions to re-create the Barrel Report by using the product's SQL summarization, Julian date conversion

features, and run-time prompting for date ranges. "What took nearly a day to produce is now a menu option which generates the report in minutes and updates Excel named ranges and previously created calculations and graphs."

Preventive maintenance is required on hundreds of pieces of refinery equipment every four years and involves numerous contractors and three months of 12-hour work days. Tracking on-going costs was a major project requiring numerous data passes and queries. With *NGS-IQ*, charges are now easily pulled and output directly to Excel. "The Refinery Turn-Around Report is invaluable," comments Edes. "Our Project Manager can quickly monitor budgeted versus actual expenses and control GWEC's costs."

Another *NGS-IQ* monthly report allows the Refinery Maintenance Manager to quickly analyze expenses, e.g. which pumps are the most expensive to maintain.

NGS-IQ's conditional calculations also eliminated the manual data entry previously required to determine monthly customer rebates based on volume and contract terms.

Sutera has streamlined ad-hoc sales reporting with an *NGS-IQ* template query providing multiple run-time prompts for variable inputs of the items most often requested, e.g. customer, product, etc. Reports are quickly generated – without query revision – for whatever is the sales question of the day.

"Not only have we significantly reduced query development, but our users' report requirements are satisfied," Edes concludes. "NGS continues to enhance *NGS-IQ* with the latest proven technology so we can meet any BI requests that come our way tomorrow."

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