
Streamlining the Agreement Pipeline for Modern Fuel Companies

With the vast number of agreements and workflows in the oil and gas industry – including exploration, development and production – paper-based processes introduce additional costs, wasted time, unnecessary risk and poor experiences for employees and stakeholders. As one of the most highly regulated sectors, oil and gas organizations must keep compliance top of mind while also keeping operations moving. Transitioning to digital contracts is essential to keep pace with industry disruptions, simplify compliance and increase operational efficiency.

Land owner & operator agreements (upstream)

The process of getting oil out of a piece of land takes a series of successful agreements. Operators must secure access to the land, the rights to drill and a valid means of hiring additional workers if necessary. Landowners need to ensure that their rights are respected and that their compensation is clear. As drilling projects change course over the life of those agreements, modifications and change orders need to be effectively agreed to and implemented.

Field tickets (upstream)

Getting field tickets (like work orders, change orders or service agreements) signed by an on-site representative takes too long and isn't practical. It takes workers away from their most productive work, causing a problem with unbillable days. DocuSign solves this problem by sending documents directly to the representative to sign digitally, allowing the paperwork to be processed faster and making the most of the human resources allocated to the project.

Shutdown turnaround (downstream)

Maintenance shutdowns are a regular part of every refinery's operations, ranging from annual short maintenance to long shutdowns every three or four years. These delays are necessary, but can be extremely costly – especially when an unexpected event forces a closure outside the scheduled maintenance periods. When issues are flagged and operations are halted, operations professionals and plant managers need to quickly complete the paperwork required for reopening.

Service providers (up/mid/downstream)

More than half of the oil and gas workforce is contractors who provide services to the industry. Contractors and subcontractors are required to finalize agreements in multiple steps throughout the supply chain. These agreements impact a broad range of operational processes, including pipeline integrity management, gasoline treatment, plant decommissioning, equipment coverage construction projects and a lot more. The faster all these agreements can be completed, the faster the entire project can move forward.

Results

**\$170M
saved**

by a large upstream
company over 4 years
with DocuSign

**\$1.5M in
3 years**

value a major
downstream service
provider created by
reducing days to bill

The DocuSign Agreement Cloud for Oil & Gas

The DocuSign Agreement Cloud automates the many complex, paper-based agreement processes in each sector – upstream, midstream and downstream. It digitizes how contracts are prepared, signed, acted on and managed, delivering process governance and efficiency.

eSignature

Securely send lease agreements, royalty agreements, work orders and service-related contracts for electronic signature and maintain a complete audit trail.

DocuSign CLM

Automate the contract lifecycle with document generation, collaboration, workflow and a central agreement repository.

Intelligent Insights

Discover and analyze clauses using AI across all agreements.

Integrations

Easily embed DocuSign into your existing tools with 350+ prebuilt integrations with leading oil and gas critical business systems including SAP Ariba and SuccessFactors, Oracle, Workday, Opentext, P2 Energy, Seeburger, Quorum and more.

To learn more, go to docusign.com

Use case examples

Land owner & operator agreements (upstream)

- Lease Agreements
- Royalty Agreements
- Drilling Rights (+state specific clauses)
- Permit to Work
- Right-of-Way (ROW) Agreements
- Change orders

Field tickets (upstream)

- Work orders
- Change orders
- Service agreements

Shutdown Turnaround (downstream)

- Service-related contracts
- Project endorsements (approvals)
- Safety waivers
- Maintenance checklist for each machine
- Inspection signoffs

Service Providers (up/mid/downstream)

- Pipeline integrity management
- Gas processing & treating
- Plant decommissioning
- Equipment coverage
- Construction, maintenance and repair projects

“We went into this [implementation] with the mindset that we would address pain points in the business processes. We’ve actually drifted up into the business model because we’re deploying technology that simplifies transactions and people's ability to do business with us, shifting market share.”

CIO at a multinational energy corporation

About DocuSign

DocuSign helps organizations connect and automate how they prepare, sign, act on, and manage agreements. As part of the DocuSign Agreement Cloud, DocuSign offers eSignature: the world's #1 way to sign electronically on practically any device, from almost anywhere, at any time. Today, more than 500,000 customers and hundreds of millions of users in over 180 countries use DocuSign to accelerate the process of doing business and to simplify people's lives.

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