



ESNAAD
Abu Dhabi, United Arab Emirates
www.esnaad.com

Industry:

Professional Services

Annual Revenue:

\$101 million to \$500 million

Employees:

501 to 1,999

Oracle Products & Services:

Oracle Projects
Oracle Financials

“ESNAAD provides a wide variety of services with various cost elements and cost rates for different customers—resulting in a complicated financial management system. With Oracle, we have simplified and automated this process and significantly increased efficiency.” — Mohammed Abdullah Al-Katheri, Information Technology Manager, ESNAAD

ESNAAD Simplifies Financial Management for Diverse Oil Industry Services

The result of a merger between Abu Dhabi Drilling Chemicals and Products Ltd. and National Marine Services Co., ESNAAD is primarily a services company catering to the oil and gas industry. It operates the strategically located Offshore Supply Base, which supports onshore and offshore activities with facilities and services such as materials handling, marine logistics, and port services. It also operates an automated grinding plant that produces mud chemicals and a blending plant that produces oilfield drilling and production chemicals.

Challenges

- Automate financial management processes
- Ensure timely and accurate billing for diverse services and customers

Solution

- Implemented Oracle Projects and Oracle Financials to automate and simplify a complicated financial management system
- Leveraged Oracle Projects to map and manage services, cost elements, and variable cost rates
- Defined each customer inquiry as an individual project, facilitating individually tailored cost rates—for example, by region or by parent company
- Tracked all project costs including labor timesheets, materials and equipment rental charges, asset usage, and asset maintenance
- Helped the Offshore Supply Base generate 70% of the company’s revenue
- Generated customer invoices automatically, sending them directly to Oracle Receivables
- Provided flexibility to accommodate future developments in corporate policy and procedures