



**THE NEW NORMAL: LOWER OIL PRICES & HIGHER PROFIT DEMANDS
HOW TO TURN YOUR DATA INTO VALUE**

wellaware.us



Executive Summary: Downhole Heaters

1. Silver bullet
2. Paraffin sucks
3. Silver bullet



WHAT'S THE NEW NORM?



REDUCE
OPERATING COSTS



MINIMIZE
DOWNTIME

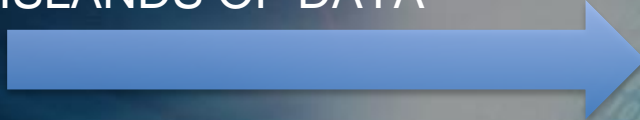


OPTIMIZE
PRODUCTION

A BRIEF HISTORY OF TECHNOLOGY IN OIL & GAS



ISLANDS OF DATA



ANALYTICS



TETHERED TO DESKTOP



MOBILITY



LIMITED BREADTH OF DATA CAPTURED



IoT/BIG DATA

THE GOOGLE NEST THERMOSTAT



MOBILE



ANALYTICS

Save more energy.
And get paid \$85.

The Nest Learning Thermostat learns what temperatures you like, to keep you comfortable and help you save. And now we've partnered with Austin Energy to make an even bigger dent in your energy bill.

Yes – Austin Energy wants you to use less electricity.

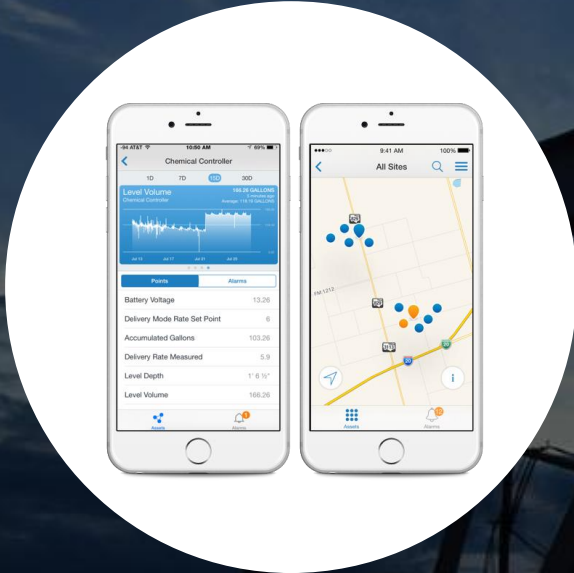
Why? It's a win-win – a lower electricity bill for you means Austin Energy can avoid outages and the huge costs that come with them.

So together, Nest and Austin Energy are offering **Rush Hour Rewards**. Sign up and Austin Energy will give you a one-time payment of \$85 per Nest Thermostat.

BIG DATA

WOULDN'T IT BE GREAT IF IT WERE THIS SIMPLE FOR OIL & GAS?

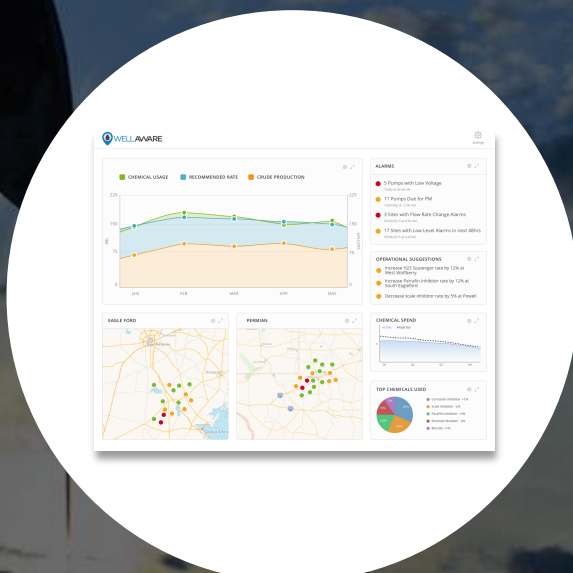
WELLWARE SOLUTION



MOBILE

Site	Product	Price per Gallon	Inventory (Gals)	Actual Chemical Flow (Gal/Day)	Avg. Oil Daily Production (BBL)	Avg. Oil Daily Production (Cu/Day)	Recommended Chemical Flow (Gal/Day)	Chemical Drain Accumulation (Gals)
Cherokee A-11	100% Scrapener	\$ 8.80	109.74	8.66	121.96	-1.4%	8.68	-0.26
Cherokee A-11	Scrapener	\$ 10.20	122.51	5.55	121.36	-1.6%	5.22	-0.31
Cherokee A-11	Corrosion Inhibitor	\$ 10.80	124.10	0.20	121.36	-1.4%	0.85	-0.65
Cherokee C-10	100% Scrapener	\$ 8.80	114.48	6.76	101.04	-1.2%	6.86	-0.10
Cherokee C-10	Scrapener	\$ 18.71	130.31	7.24	101.04	-1.2%	7.68	-0.44
Cherokee C-10	Paraffin Inhibitor	\$ 14.80	118.70	0.64	101.04	-1.2%	0.91	-0.27
Cherokee C-10	Corrosion Inhibitor	\$ 10.80	116.48	7.18	101.04	-1.2%	7.49	-0.31
Cherokee C-10	100% Scrapener	\$ 8.80	118.20	1.86	117.25	-1.2%	1.68	-0.18
Cherokee H-10	Scrapener	\$ 18.71	182.21	8.05	22.25	-1.5%	8.23	-0.18
Cherokee H-10	Scrapener	\$ 14.80	188.40	8.80	22.25	-1.5%	8.97	-0.17
Cherokee H-10	Corrosion Inhibitor	\$ 10.80	148.40	0.35	22.25	-1.5%	7.87	-7.52
Cherokee H-10	100% Scrapener	\$ 8.80	148.00	0.12	85.40	-1.2%	0.85	-0.73
Cherokee H-10	Paraffin Inhibitor	\$ 14.80	148.00	0.81	85.40	-1.2%	0.81	-0.04
Cherokee H-10	Corrosion Inhibitor	\$ 14.80	170.80	0.50	85.40	-1.2%	0.95	-0.45
Cherokee H-10	Scrapener	\$ 10.80	150.20	0.26	85.40	-1.2%	0.85	-0.59
Cherokee H-10	100% Scrapener	\$ 8.80	150.20	0.80	100.21	-1.1%	0.76	-0.04
Cherokee H-10	Scrapener	\$ 10.80	150.20	0.80	100.21	-1.1%	0.76	-0.04
Cherokee H-10	100% Scrapener	\$ 8.80	182.20	0.87	22.25	-0.5%	0.87	-0.00
Cherokee H-10	Scrapener	\$ 10.80	182.20	0.77	22.25	-0.5%	0.85	-0.07
Cherokee H-10	Paraffin Inhibitor	\$ 14.80	182.20	0.11	22.25	-0.5%	0.55	-0.44
Cherokee H-10	Corrosion Inhibitor	\$ 10.80	220.20	0.30	84.50	-0.5%	0.81	-0.51
Cherokee H-10	100% Scrapener	\$ 8.80	138.20	0.50	87.20	-0.5%	0.74	-0.24
Cherokee H-10	Paraffin Inhibitor	\$ 14.80	120.20	0.27	87.20	-0.5%	0.55	-0.28
Cherokee H-10	Corrosion Inhibitor	\$ 10.80	188.12	0.97	87.20	-1.5%	0.51	-0.46

ANALYTICS



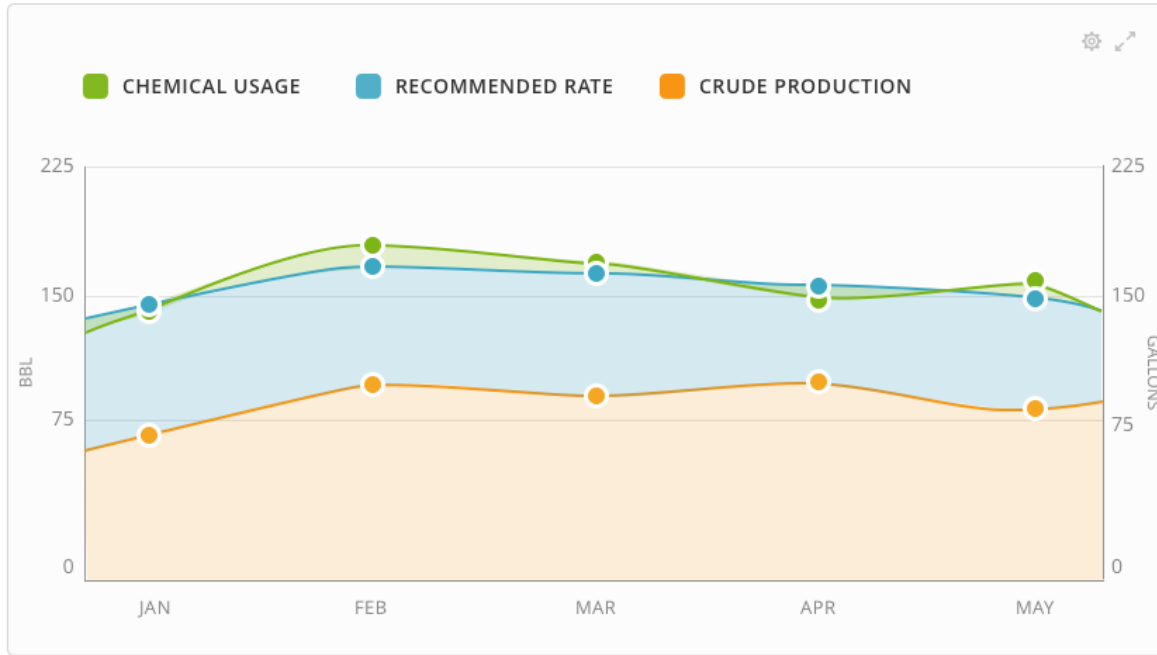
BIG DATA





Chemical Usage Report

Site	Product	Price per Gallon	Inventory (Gal)	Actual Chemical Rate (Gal/Day)	Avg. Oil Daily Production (BBL)	Avg. Oil Daily Production Gain/Loss	Recommended Chemical Rate (Gal/Day)	Chemical Delta Actual vs. Recommended (Gal)
Cousins A-1H	H2S Scavenger	\$ 8.80	102.71	4.96	121.36	1.4%	5.16	-0.20
Cousins A-1H	Emulsifier	\$ 18.71	157.01	5.55	121.36	1.4%	5.72	-0.17
Cousins A-1H	Corrosion Inhibitor	\$ 10.99	121.19	6.20	121.36	1.4%	5.89	0.31
Cousins C-1H	H2S Scavenger	\$ 8.80	131.89	6.79	101.25	-1.2%	6.86	-0.07
Cousins C-1H	Emulsifier	\$ 18.71	133.31	7.24	101.25	-1.2%	7.09	0.14
Cousins C-1H	Paraffin Inhibitor	\$ 14.90	118.70	6.84	101.25	-1.2%	6.91	-0.07
Cousins C-1H	Corrosion Inhibitor	\$ 10.99	155.98	7.19	101.25	-1.2%	7.62	-0.43
Harrison 1H	H2S Scavenger	\$ 8.80	135.32	7.98	72.23	1.3%	8.46	-0.48
Harrison 1H	Emulsifier	\$ 18.71	162.21	8.03	72.23	1.3%	8.23	-0.20
Harrison 1H	Paraffin Inhibitor	\$ 14.90	138.03	8.53	72.23	1.3%	8.27	0.26
Harrison 1H	Corrosion Inhibitor	\$ 10.99	147.62	8.28	72.23	1.3%	7.87	0.41
Harrison 2H	H2S Scavenger	\$ 8.80	143.55	9.12	85.43	-1.2%	9.49	-0.36
Harrison 2H	Emulsifier	\$ 18.71	169.76	8.87	85.43	-1.2%	8.87	0.00
Harrison 2H	Paraffin Inhibitor	\$ 14.90	170.82	8.53	85.43	-1.2%	8.95	-0.43
Harrison 2H	Corrosion Inhibitor	\$ 10.99	195.22	8.78	85.43	-1.2%	8.86	-0.09
Harrison 3H	H2S Scavenger	\$ 8.80	152.03	8.28	100.21	-1.1%	8.20	0.08
Harrison 3H	Emulsifier	\$ 18.71	187.41	9.22	100.21	-1.1%	9.68	-0.46
Harrison 3H	Paraffin Inhibitor	\$ 14.90	170.28	8.87	100.21	-1.1%	8.79	0.09
Harrison 3H	Corrosion Inhibitor	\$ 10.99	185.54	9.42	100.21	-1.1%	8.86	0.57
Harrison BB-1	H2S Scavenger	\$ 8.80	182.20	9.87	72.53	0.9%	9.87	0.00
Harrison BB-1	Emulsifier	\$ 18.71	220.79	9.77	72.53	0.9%	9.65	0.12
Harrison BB-1	Paraffin Inhibitor	\$ 14.90	160.33	10.31	72.53	0.9%	10.93	-0.62
Harrison BB-2	Corrosion Inhibitor	\$ 10.99	225.21	9.92	84.73	0.9%	9.82	0.10
Harrison-Cousins 2H	H2S Scavenger	\$ 8.80	128.27	9.62	87.27	-1.5%	9.14	0.48
Harrison-Cousins 2H	Emulsifier	\$ 18.71	218.45	9.12	87.27	-1.5%	8.76	0.36
Harrison-Cousins 2H	Paraffin Inhibitor	\$ 14.90	133.40	8.87	87.27	-1.5%	8.58	0.29
Harrison-Cousins 2H	Corrosion Inhibitor	\$ 10.99	169.12	8.97	87.27	-1.5%	9.51	-0.54

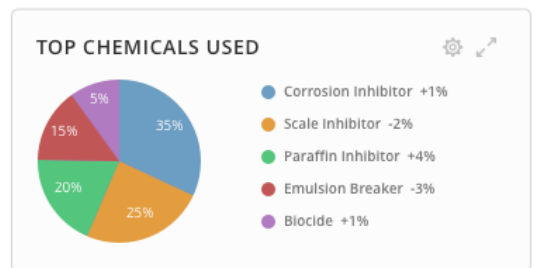
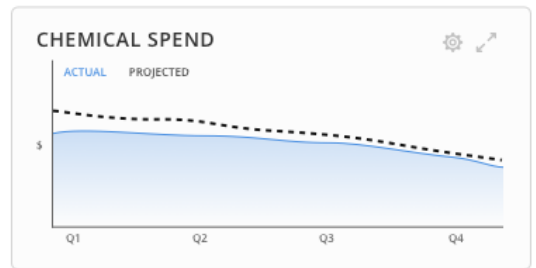
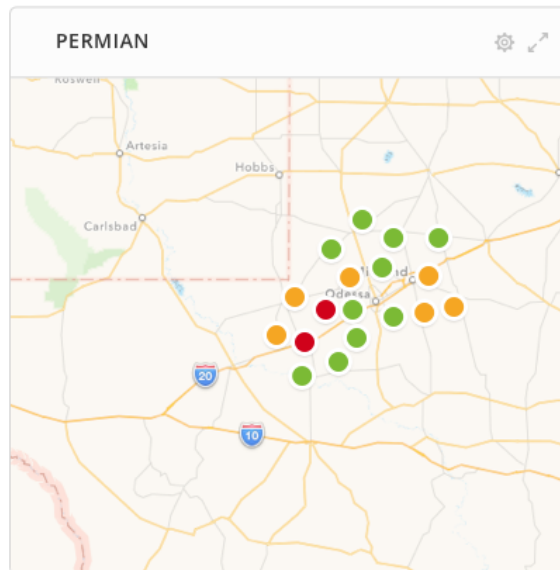
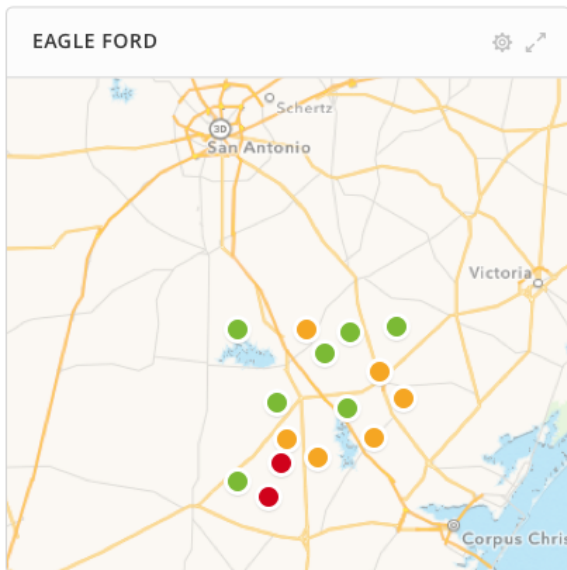


ALARMS

- 5 Pumps with Low Voltage
Today at 06:30 AM
- 11 Pumps Due for PM
Yesterday at 12:00 AM
- 3 Sites with Flow Rate Change Alarms
05/04/2015 at 8:30 AM
- 17 Sites with Low Level Alarms in next 48hrs
05/06/2015 at 6:45AM

OPERATIONAL SUGGESTIONS

- Increase H2S Scavenger rate by 12% at West Wolfberry
- Increase Paraffin Inhibitor rate by 12% at South Eagleford
- Decrease scale inhibitor rate by 5% at Powell



HOW TO GET THERE

Full stack solution of hardware, network, and software.

BYOD mobile solution with native offline capability.

Configurable, role specific dashboards and reports.

Ability to correlate chemical usage with production.

THANK YOU.

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