SMART DEPLOY

Solutions to Maximize Your Assets
SMART DEPLOY

How to successfully deploy your DecisionSpace® Desktop software

Are you ready to deploy DecisionSpace® Desktop but not sure how to begin? Deploying new software applications is always more involved than simply releasing it to users. We know that you want your asset teams to be able to take full advantage of the software’s benefits as rapidly as possible. Furthermore, they need to do so with minimum disruption to their daily work.

Meeting these challenges can be easier than you think. Deployment projects for early adopter customers helped Landmark Services develop a successful approach to ensuring fast, successful deployment and adoption of the DecisionSpace Desktop application suite. Our Smart Deploy methodology comprises four complementary programs:

- **Smart Change**: Project management and change management
- **Smart Start**: Data access and systems checkup
- **Smart Flow**: Workflow mapping and optimization
- **Smart Skills**: Fast, focused, and practical learning and mentoring

The Landmark Services’ Smart Flow process can significantly reduce the time needed to complete well planning workflows.
CLIENT DEPLOYMENTS ILLUSTRATE TIMELY RESULTS
Successfully adopting DecisionSpace Desktop software will involve a shift in the way your users think and work. We have identified the quickest and most effective way to deploy the technology. Our experience indicates that the benefits of the DecisionSpace Desktop workspace far outweigh any drawbacks of change:

Smart Start solution for multiple asset team deployment – Landmark Services deployed 100+ DecisionSpace Desktop base licenses for 15 assets teams (more than 50 users) in four weeks. This included a full systems and hardware optimization.

Smart Change solution for better technology adoption – We collaborated with our client to develop and implement a program that used internal “champions” to maintain awareness, document and share best practices, and encourage technology adoption through activities such as regular demonstrations, workflow engagements, and fast-track examples.

Smart Start solution for multi-phased global implementation – For a large independent oil company, we identified a key asset team and worked with them and IT users to develop and deploy DecisionSpace Desktop software in two days. We then pilot-tested aspects of the software in preparation for a companywide rollout. We documented the preliminary deployment, and client offices around the world successfully replicated the process. Smart Start saved the IOC days, if not weeks, in testing and deployment.

Smart Flow solution to demonstrate practical application and value – Landmark Services worked with a client to complete one of their well planning workflows in just days, a project that customarily would have taken them weeks to complete. Such rapid turnaround helped to overcome in-house skepticism about DecisionSpace Desktop deployment and to accelerate adoption.

Smart Skills solution for speed-to-competency – We designed and implemented a program for a client to accelerate uptake and enhance interpretation performance. In a compressed timeframe, we combined, coordinated, and delivered a series of half-day training sessions and one-on-one mentoring that had 20 users planning and interpreting advanced workflows in less than three weeks.

Figure 1. Critical processes in a deployment project.
THE SERVICES THAT FACILITATE CHANGE

These service offerings extend across a deployment project timeframe, depicted as color-coded “swim lanes” in Figure 1 shown on left.

**Smart Change** – A series of repeatable, best-practice templates and processes that address change management concerns that can occur during the deployment of DecisionSpace Desktop software. These best practices have helped to encourage adoption and increase the speed of uptake.

**Smart Start** – A program for conducting pre-installation data access and system checks so your users can take full advantage of the enhanced performance and integration features of the software. Working alongside your IT department, Landmark Services validates the systems through a set of best practices and benchmarking tests developed in collaboration with early adopters. Built for sustainability, Smart Start takes into account the latest software releases and any new hardware specifications.

**Smart Flow** – A program designed to transition users quickly and smoothly from their current workflows to those in the DecisionSpace Desktop environment. DecisionSpace Desktop is a workflow-oriented application. We use the Smart Flow process, facilitation techniques, and our domain knowledge to fully understand your asset team’s workflow and map it to the DecisionSpace Desktop environment.

**Smart Skills** – An approach focusing on skills development tools, techniques, and topics that are most relevant to users’ work. Smart Skills delivers flexible training using a combination of delivery methods suited to the client’s needs—from traditional instructor-led courses, to short, focused workflow sessions (“nuggets”), to one-on-one mentoring. Experience and client feedback has confirmed that users learn faster and are more receptive to change and to new technologies such as DecisionSpace Desktop software if training is applied to their work.

**Steady State** – In addition to customer support and mentoring, we deliver services to the client site to help maintain momentum of software adoption during the steady state that follows deployment.

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**Figure 2. The Smart Flow process.**

The process of mapping workflows brings awareness of efficiency gains or bottlenecks and helps identify topical areas that need focus during the next stage of educating and mentoring. Our approach engages users at the outset and provides them with a better understanding of the capabilities of DecisionSpace Desktop software and what they can accomplish.
RECOMMENDED PROGRESSION FOR SMART DEPLOY SERVICES
Software deployment is best handled through a series of carefully designed and well-managed work phases. Figure 3 illustrates when and how the Smart Deploy processes are best engaged.

SMART DEPLOY DELIVERS

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<th>Objective</th>
<th>Benefits</th>
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<tr>
<td><strong>Smart Change Project Management</strong></td>
<td>• Coordinate and manage the effective deployment of DecisionSpace Desktop software.</td>
<td>• Landmark project managers provide the experience and proven methodology to ensure effective deployment.</td>
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<tr>
<td><strong>Smart Start Systems &amp; Data</strong></td>
<td>• Validate that systems and hardware are optimized for the DecisionSpace Desktop environment.</td>
<td>• Validation checks help to ensure smooth deployment from the start.</td>
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<tr>
<td><strong>Smart Flow Workflow Mapping &amp; Optimization</strong></td>
<td>• Map current domain and asset-level workflows to DecisionSpace Desktop workflows.</td>
<td>• User transition to the new software is easier and faster.</td>
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<tr>
<td><strong>Smart Skill Application Training and Mentoring</strong></td>
<td>• Get your users working efficiently on DecisionSpace Desktop workflows as quickly as possible.</td>
<td>• Users learn faster, can readily apply new skills, and be more productive faster. Downtime is minimized.</td>
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*Figure 3. A typical Smart Deploy approach.*
LANDMARK SERVICES’ COMMITMENT TO YOU

Your success and satisfaction is our priority. Landmark is committed to ensuring a successful rollout of your DecisionSpace Desktop software. Our 1,000+ consultants maintain a global communication, cover all aspects of a software deployment, and enjoy the full support of the DecisionSpace Desktop product team. Our goal is to help you reach your objectives faster, improve user productivity, and acquire enhanced interpretation capabilities using the software.

Be Successful. Be Smart.

Landmark Services offers the processes, resources, experience, and best practices to ensure your DecisionSpace Desktop software deployment goes smoothly and that your teams readily adopt the software. Good planning and utilization of Smart Deploy can make the process straightforward. We are confident that our Smart Deploy process can enhance the capabilities of your asset teams for improved return on your technology investment.

Landmark Services offers mentoring, training, and software deployment services, as well as workflow automation, IT/data management, cloud services, and collaborative environments to help you deliver on your business strategies. Contact your Landmark sales representative or visit www.halliburton.com/landmark to learn more.

Figure 4. Benefits of using the Landmark Smart Deploy process.
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