



PARAMOUNT

MORE THAN A NAME.™

TOP 10
STRATEGIES TO DRIVE
OUT INEFFICIENCIES
AND DRIVE DOWN COSTS

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During this volatile time – between the COVID-19 crisis and the oil price war – it's never been more critical to be in the best possible position for what could be around the corner. Here are 10 strategies you can implement now to drive out inefficiencies and drive down costs.

1 **CREATE MORE TIME TO FOCUS ON WHAT'S IMPORTANT**
Implementing tools like Slack reduces emails by 48% and meetings by 24%. 80% of Slack users say it improves transparency and office culture. It also boosts productivity by 32%.

2 **DEVELOP A MORE PREDICTABLE BUDGET AND MINIMIZE SURPRISES**
Utilizing alternative cost structures, such as paying a set cost per completed unit or project, paying a monthly volume-based retainer, or paying success fees will help you have a more predictable budget.

3 **CREATE MORE OPPORTUNITIES**
Prepare properties for future exploitation or sale and keep an eye on the market. Stay ready to pounce when the next opportunity arises.

4 **DO MORE WITH LESS**
Drive out inefficiencies by automating your core back office workflows, such as invoice processing. Create opportunities to save even more money, such as negotiating discounts with vendors for early invoice payment.

5 **KNOW MORE ABOUT YOUR CONTRACTUAL OBLIGATIONS AND RISKS**
By utilizing AI-assisted interrogation and analysis of leases and right-of-way agreements, you will better understand your obligations and risks.

6 **MAKE BETTER DECISIONS AND MAKE THEM FASTER**
Streamlining asset management and creating more data transparency by updating to a modern land system will help you act faster.



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7 CREATE MORE VALUE FOR YOUR COMPANY AND YOURSELF

By strengthening your network and professional relationships, you will have more opportunities to connect. Relationships are more valuable now than ever before.

8 BUILD AN ELITE, DISTRIBUTED WORKFORCE

By developing a strong company culture, you will have a strong team. Increase your staff's quality of life by providing flexibility. Don't limit your level of success to the talent pool available in one city or location. This can help save money on rent and other office overhead.

9 REDUCE G&A OVERHEAD AND INCREASE KNOWLEDGE BASE

Reimagining what can be outsourced from ad hoc back office functions to a fractional Land Manager, or even a fully outsourced land department can reduce your G&A.

10 SAVE TIME MANAGING COMPLIANCE AND REDUCE HR AND LEGAL OVERHEAD

By leveraging a tech-powered, vertically-integrated land service provider with local expertise in your basin, you can simplify things by getting everything done under one contract/roof.

CASE STUDIES:

CHALLENGE

Short drilling deadlines and limited in-house staff create obstacles in timely and accurately executing the necessary preparations on upcoming drilling and development units.

RESULTS

Due to previous, efficient due diligence success that had been delivered to a multinational operator succeeding its multi-billion-dollar acquisition, Paramount was selected to begin the preparation of well units by analyzing leases and agreements in the highest priority asset area. Utilizing its internal expertise of in-house land processes and management, Paramount delivered synopses and recommendations for minerals and surface plans on future drill units ahead of schedule and under the anticipated budget, saving the operator on G&A expenses from departmental hires.

CHALLENGE

An outdated land system and history of inconsistent data entry exposed a private operator to significant contractual and financial risk. Low commodity prices combined with a limited budget and entrenched opinions about how things should be done (tech-phobia) presented significant challenges in finding an efficient solution.

RESULTS

Paramount offered software recommendations and provided sample KPIs based on numerous implementation and data integration projects to help build a case to present to management for budget approval. Upon approval, Paramount provided expert Lease Analysts and completed each phase of the project ahead of schedule and under budget, which proved the concept to management and created subsequent new opportunities. Now, the client has a modern land system and can quickly analyze lease provisions, visualize on a map, receive notifications, and generate automated reports.

WE'RE MORE THAN A NAME.

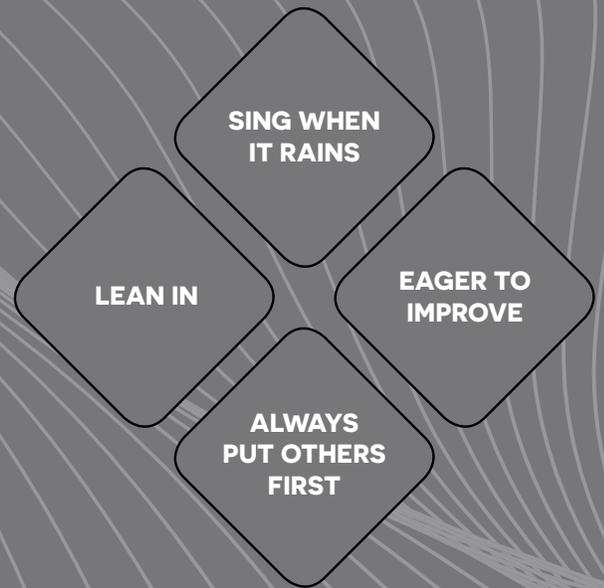
EVERYTHING WE DO IS

PARAMOUNT

Since 2008, we've been committed to doing the right thing. From our meticulous attention to detail and efficiency to our responsive communication, we go above and beyond to build lasting relationships with our clients. We do this by building processes and set key performance indicators (KPIs) for everything we do. Accountability is literally built into our custom land management system where we can quantitatively measure our productivity. We treat every project like a billion dollars are on the line.

We utilize an agile team formula so that no one is responsible for more than five team members. Each team has a daily "huddle" to quickly share knowledge, discuss progress, establish daily priorities, and exchange "shout-outs" for victories. This fosters cohesive units with members who genuinely care for each other and take pride in their work. It also identifies and solves problems before they even happen. This is the secret ingredient behind our consistent, high quality work.

Our core values lay the groundwork for our success. When our team exemplifies these and uses them to inform our decisions each day, we earn the right to put the PARAMOUNT seal on our work. We believe in perseverance, continual improvement, being mindful, and teamwork, which is expressed through our four core values.



PARAMOUNT SOLUTIONS



BACK OFFICE SERVICES

Our in-house staff can take care of all your back office needs. We offer lease analysis and maintenance, division order analysis, administrative and accounting services. By utilizing a proprietary system, we can remotely handle and store all of your information or we can work in your own personal system. We are proficient in most AI platforms and utilize 34 certified ThoughtTrace users on our team.



IN-HOUSE STAFFING

Our extensive network and ability to deploy quickly make us a first choice for start-up company staffing or one that needs to quickly scale up. Candidates are screened and pre-qualified to ensure quality and fit. Contract staffers give our clients the ability to rapidly ramp up and wind down.



DATA MANAGEMENT

Our premier land management platform gives our clients an edge by keeping projects on track with the highest level of efficiency to see real-time challenges, manage costs, etc. Plus, our clients can easily access their data at any time.



GIS MAPPING

Based on the type of information needed, we create customized maps for project analysis, presentation, and asset management. We also offer interactive web maps with data and reports pinned to a location.



DUE DILIGENCE

Quality due diligence is crucial to all aspects of land services. Our due diligence team has extensive knowledge and experience to tackle all phases of the process - from examining records to identify and cure defects to quickly integrating all lease and title data.

- Well & Production Research
- Mineral & Leasehold Research
- Encumbrance Checks
- Assignment Review
- Identification of Defects
- Curative Requirement Identification & Fulfillment
- Forensic Accounting
- Lease Provision Review & Summary
- Preparation of Exhibits for Closing



OUTSOURCING

Paramount's team executes at a high level in all phases of project management based on needs - from managing cursory lease takeoffs through DOTO curative and ROW acquisition to completely outsourced land departments. Our management team promotes accountability and competitive performance to deliver the level of accuracy and thoroughness needed for the quality work our clients depend on.



CURATIVE SERVICES

From acquisitions to title opinion curative, we are experts at communicating with landowners, preparing documents, and following up to complete the process of correcting issues. We have honed our effective processes to provide solutions for common opinion requirements.

PARAMOUNT SOLUTIONS



TITLE SERVICES

Our title services span 15 states with regional expertise in title to fee, federal, state, and Indian lands. With our efficient internal processes, responsiveness, and attention to detail, we consistently deliver accurate lease takeoffs, cursory reports, run sheets, and ownership reports.



WELL PREPARATION

Our administrative staff receives and tracks elections, handles pooling bonus payments, drafts pooling affidavits and title curative, follows up to complete the document execution process, and manages Division of Interest (DOI) setup.



REGULATORY

Outsourcing regulatory needs gives clients the expertise they need from a team they can depend on. Paramount is well-versed in handling pre-pooling agreements, mineral correspondence, and in-depth research to find addresses. If expert witness testimony is needed, our senior landmen have it covered. We also prepare respondent lists for all types of commission applications.



ROW SERVICES

Our ROW team has experience in handling surface damage negotiations and acquiring right-of-way for crude oil, natural gas, and NGL pipelines, electrical utilities, and wind farms. We analyze potential locations, assist in determining feasibility, and provide GIS maps of potential routes and construction locations.



LEASE ACQUISITION

Paramount's responsive team can quickly deploy potent teams in all major basins skilled in the acquisition of fee, federal, state, and Indian lands leases. Our battle-tested techniques and processes empower us to quickly rack up acreage in a lease play and balance budget and objectives to efficiently use resources to control the most land possible. In addition, we manage strategic leasing projects, such as bolt-on acreage identification, infill acreage acquisition, top leasing, and end of term lease renewal.

TECHNOLOGY

OUR CUSTOM LAND SOLUTION GIVES US THE EDGE

When it comes to technology, we've got the edge. There are lots of software options out there, but nothing comes close to the value we need for our clients – so we built our own. The bottom line is that our clients need accurate work that is delivered on time with no surprises – Paramount Edge is the solution that does just that.

- **E**liminates duplicate data entry
- **D**ocuments and measures KPI's for precise management
- **G**ame-changing tool for accuracy
- **E**nables real-time one-touch reporting and document creation



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