

TACT/TITLE TREE TECHNOLOGY REPRESENTS A SIGNIFICANT STEP FORWARD IN MANAGING THE LAND SERVICE LIFECYCLE AND THE DELIVERY OF LAND SERVICES.

SILOING DOCUMENTS AND EXPERTISE RESULTS IN THE NEED TO PULL THE SAME DOCUMENT ALREADY PULLED WEEKS OR MONTHS AGO, OFTEN MORE THAN ONCE, AS EVENTS TRIGGER A NEW NEED.

## Using Technology to Manage the Land Service Lifecycle

### Elimination of Rework and Redundancy

NOVEMBER 08, 2018

### A STEP FORWARD

Land is a document-intensive function that touches nearly every functional department in an oil and gas company, operators and non-operators alike. Legacy methods are obsolete, and slowly being eclipsed by new technology-based approaches. Adopting new technology or methodologies for their own sake, however, can create unexpected negative consequences if it does not take into consideration the entire Land Service Lifecycle – Prospecting, Secure Asset, Asset Development and Final Disposition.

TCO's Land Services Lifecycle approach and TACT/Title Tree technology represents a significant step forward in managing the Land Service Lifecycle and the delivery of land services. In this paper, we discuss how the TACT/Title Tree solution reduces or eliminates rework in comparison to the traditional Project-Centric approach.

### **IF IT ISN'T BROKEN, DON'T FIX IT: THE PROJECT-CENTRIC APPROACH IS BROKEN.**

The Project-Centric approach to land services treats each stage of the Land Services Lifecycle as an individual project, handled by different departments and managed independent of other stages. Siloing documents and expertise results in the need to pull the same document already pulled weeks or months ago, often more than once, as events trigger a new need.

The Project-Centric approach is inherently decentralized and the quality of documentation, storage and uniformity varies between regional offices and the individual landmen, even if they are using a "digital courthouse" type of technology. Often, documents

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TransContinent Oil

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are stuffed away in Bankers Boxes or stored locally on a hard-drive, inaccessible to many who might need them. This approach defies the application and adoption of best practices and is inefficient, because it might be faster to simply pay the cost of performing another job than to find documents that are misplaced, siloed or lost.

Since oil and gas assets are long-lived, it will almost always be a matter of “when” rework will happen in a Project-Centric organization, not “if.” It doesn’t need to be this way.

### THERE IS A BETTER WAY

The Land Services Lifecycle (LSL) approach was devised as a direct response to the drawbacks of Project-Centric land services. Recognizing the duplication of effort inherent in the Project-Centric methodology, TCO built the TACT/Title Tree solution to help companies dramatically improve efficiency and effectiveness over the entire life of an oil and gas asset by using technology to reduce, or remove, rework and properly enable a LSL approach. To overcome the problems associated with siloed documents (think dusty Bankers Boxes in a musty closet or PDF files saved to a PC hard drive) the LSL approach leverages cloud technology to manage documents that, once pulled, are stored in an accessible, centralized, searchable digital records library.

TACT/Title Tree takes the concept further with Common Document Recognition, leveraging the centralized digital library of records to identify previously pulled documents that will be used in multiple phases of the asset lifecycle. In addition, the names of the lessors and lessees and other pertinent information, live with the documents. When information is typed-in at the initial pulling of a particular document, it is never typed-in again when

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#### ABOUT TCO

Since 1958 TransContinent Oil (TCO) is one of the longest-standing national land services companies in the oil and gas industry. Our services are delivered by experienced land professionals who have delivered thousands of successful projects over a nearly 60-year track record. Our proprietary TACT/Title Tree technology platform ensures our work is performed efficiently, productively and that we deliver a standardized and consistent high-quality product.

Glenn Land and Pam Cortese are the third generation of dedicated industry veterans to lead TCO Land Services. Combined, they have over 30 years of work experience at TCO and are leading our initiative to leverage technology for client advantage.

the same document is pulled for future projects. This means that work done by contract landmen or by other departments is automatically pulled electronically, meaning that the system intelligently pulls associated documents for a particular asset by recognizing the index of documents needed for a particular project. This eliminates rework, prevents errors and reduces risk. These are just some of the many efficient features that we have built into our technology to improve our land services processes and pass the savings along to our clients.

#### THE RESULTS

Rework has been a constant feature of delivering land services since the oil and gas industry started approximately 150 years ago. TCO has pioneered the development of a technology-based solution to enable the strategic Land Services Lifecycle approach, based on its 60 years of experience. The TACT/Title Tree platform that helps E&Ps significantly reduce rework, and its associated inefficiency, across the life of an asset by allowing companies to “Pull Once, Pay Once” and stop paying for the same land service time and again.

**Contact TransContinent Oil today at 303.298.8108 or**  
Phil.Cortese@TCOLandServices.com to learn more about our Land Service Lifecycle approach and see if it is right for your company.

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