

PIONEER ENERGY SERVICES: OPTIMIZING A CPQ SYSTEM AND MAXIMIZING REVENUE WITH FIELDFX



Pioneer Energy Services is a major provider of land contract drilling and production services. In 2015, they decided they were tired of managing **“cabinets stacked full of paper trails.”** To optimize their quoting process, and maximize their revenue, they turned to FieldFX. The digital transformation was a huge success.

“LiquidFrameworks’ FieldFX has provided Pioneer Energy Services with a platform to grow, meet our customer needs, and ensure future success.”

- Ron Reyes, IT Project Manager at PES

CABINET OF TICKETS

Pioneer Energy Services provides land contract drilling and production services to major oil and gas exploration and production companies. Headquartered in San Antonio, Texas, PES possesses over 100 well servicing rigs and over 90 wireline units.

However, despite possessing cutting-edge physical equipment, in 2015, the internal systems and processes at PES were lagging. They were reliant on by-hand processes of paper documentation. This was an enormous drag on efficiency and performance.



“We have 17 physical districts, and each district had cabinet after cabinet full of tickets. Those tickets got copied in as well, so the central location also had tickets. We had a paper mess, basically.”

- Ron Reyes, IT Project Manager at PES

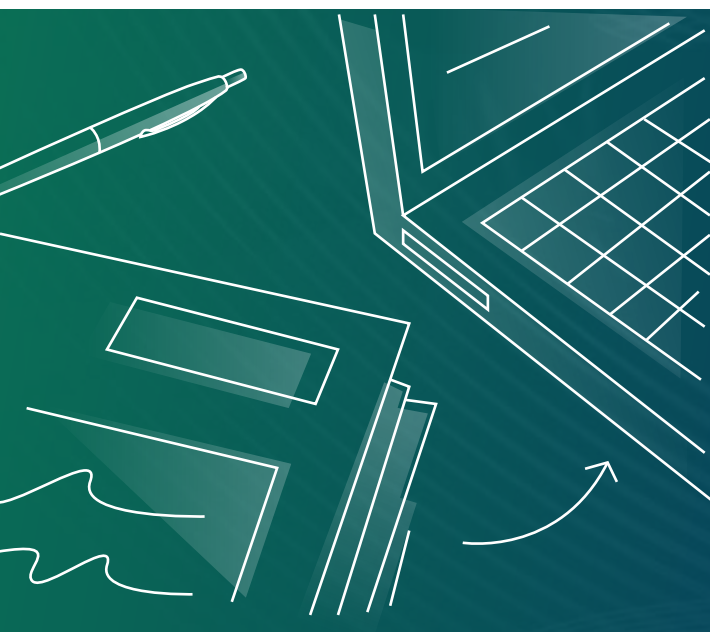
PES was looking for a solution that could automate their entire process, retrieve data from the field efficiently, and get it to their accounting system quickly. They needed more visibility into their business, with data coming in much faster.

At first, PES turned to Spira to help. However, the product wasn't right for them. They found hundreds of rules built into the system, but no real result. When they started looking for a replacement, they found FieldFX and the FX CPQ (configure, price, quote) module.

“We were looking for somebody with experience in the oil field space. LiquidFrameworks came up as a recommendation. From the jump, it's been a great partnership.”

- Bill Schneider, Vice President of IT at PES

Above all, they wanted to optimize their configure, price and quote (CPQ) system and maximize their revenue. They also needed something that would work in the field, offline, and still efficiently aggregate their data.



The onboarding was very smooth. Very quickly, PES could start to leave the stacks of paper cabinets behind.

“I've been in IT for 20 years, and I've gone through multiple system implementations,” said Ron.

“The number of people we had to use, the time, the dollar amount we spent on the implementation of FieldFX is a fraction of what I've done with equivalent products.”

FieldFX has made PES more nimble, and more able to meet the market needs at a moment's notice. They are projecting very strong growth to come to their wireline business unit, and they are looking to FieldFX to help them manage that incoming milestone.

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- Ron Reyes, IT Project Manager at PES

Bill Schneider, Vice President of IT at PES, was also impressed: “We see LiquidFrameworks as being very committed to being a partner of Pioneer.”

“Information that used to take months to collect now takes weeks or even days. We’ve been able to align, move resources and get to jobs and regions that are profitable.”

- Bill Schneider, Vice President of IT at PES

LIQUIDFRAMEWORKS’ FIELDFX.

Our software works harder, so you can work smarter.