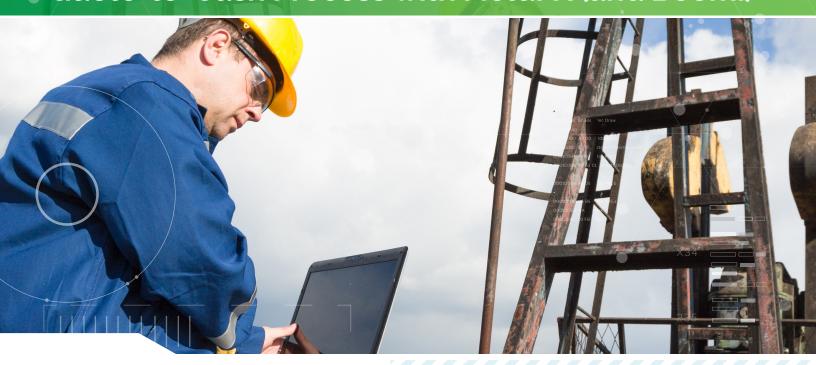# Streamlining Nine Energy Service's Quote-to-Cash Process with FieldFX (and Boomi)

Headquartered in Houston, Texas, Nine Energy Service is a provider of oilfield and on-shore completion and production services. The company also offers well solutions, which includes cementing, stimulating, isolating, and drilling.

"Nine Energy Service was formed through a long history of M&A transactions, cobbling together a bunch of smaller companies, and being formally founded in 2013." said Ryan Loudermilk, Senior Manager of Digital Business.

Paper Tickets, Excel Spreadsheets, and Manual Processes

A few years ago, the Nine Energy Service leadership realized that their business processes had become antiquated. They were filling out paper tickets, cramming data into Excel sheets, and manually building reports.

According to Loudermilk, the primary focus of the IT group was to try and unify their platforms in a singular application or system. Such a system

Nine Energy Service is a Houston-based oilfield services company that offers completions, wireline, cementing, and drilling services in North America and overseas. Nine Energy realized that their system of paper tickets and Excel spreadsheets was in dire need of modernizing.

Implementing FieldFX as a solution, and integrating the platform with Boomi and NetSuite, streamlined their operations, and helped them stay competitive in a challenging industry.

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had to be cloud-based, robust, flexible, and scalable. The system also had to facilitate swift communication between all Nine Energy Service's locations and business units.

Most importantly, the system had to be able to integrate with NetSuite, Nine Energy Service's ERP system. "We have some NetSuite resources that we've worked with that are fantastic. So that integration piece was very important to us," said Barnes.

FieldFX: Integrating with Netsuite, Modernizing Operations

Nine Energy Service implemented FieldFX in their submitting division, expanding to their wireline division shortly thereafter. "We initially started out our integration journey with FieldFX using a third party integration built by one of our NetSuite partners," said Loudermilk. However, FieldFX quickly expanded within the organization.

"In a very competitive oilfield services space, FieldFX and Boomi have really helped make our operations as lean as possible."

FieldFX + Boomi = A Single Source of Truth

Nine Energy Service found that, on its own, the NetSuite integration was something of a "black box". However, integrating FieldFX with Boomi created a single source of truth for the company. It allowed for the master data from NetSuite and FieldFX to be synchronized, without duplicating controls or multiple data entries.

"

We've heard crazy solutions. As far as that goes, some people even want to put cameras, so they can see their whiteboard currently. But from this [FieldFX], you absolutely can see everything from anywhere you want."

Sean Barnes, VP of IT and Human Resources, Nine Energy Service

>> Customer Quick Facts

INDUSTRY:
Energy

HEADQUARTERS:
Houston, Texas

WEBSITE:
https://nineenergyservice.com

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FieldFX provided Nine Energy Service with all the benefits of a new e-ticketing system:

- Easy quote creation and approval processes allowed them to push for same-day invoicing.

- Quotes that were getting lost along the way could now be easily backtracked and newer versions produced.

- Public groups and divisions allowed for a systematic distribution of roles, as well as schedules and dispatches.

- Reporting became a lot easier, with all data – equipment used, locations, user roles, permission profiles, etc. – automatically captured.

"

FieldFX and Boomi have really helped us maintain the SOC controls we've had to develop to satisfy our auditors and help mitigate risk within the business."

Sean Barnes, VP of IT and Human Resources, Nine Energy Service