



A Variety of "Value" for a Major Petroleum Company

5% of the Cost Saves 100% of the Hassle

Our client did not have the in-house staff to manage the divestiture of sites across the U.S. The global company found a solution in Quantum Management Group. Early in 2008, our client contacted Quantum to help plan and implement the divestiture projects. At the heart of this program was Quantum's help to oversee the completion of Phase I and Phase II Environmental Site Assessments. These assessments had to be done according to rigid schedules, budgets and safety requirements. Safety was, and remained, the number one priority in the divestiture program.

A dedicated QMG Divestiture Team conducted project management while encountering weather delays, equipment failures and conflicting sub-contractor assignments. Quantum also filled a variety of roles and provided many services during the program. Following are some examples:

- Financial management
- Project milestones tracking using a database we developed specifically for this project
- Reviewing reports
- Interfacing with the technical consultants and regulators in each specific market
- Supporting technical consultants in the field
- Conducting safety audits in the field
- Information flow management via a web based SharePoint site
- Interfacing weekly with the client management team to report progress in each market

The financial value of a "Quantum solution" was quite significant. Quantum's involvement cost less than 5% of the divestiture budget.

Another value to our client was to have the Quantum staff be accountable "staff" to our client, acting and making decisions as if he or she was an employee of our client. This was true when making project management decisions, interfacing with regulators or supporting technical consultants in the field.

The divestment program was very dynamic. Lessons were learned, shared and implemented regularly to create continuous improvement. The QMG Divestment Team continued to improve with each new day, with each new divestiture project. This evolving expertise is a continuing value to our client and that's why the company continues to use Quantum as additional divestitures are initiated.