

How one of the world's largest oil and gas companies modernized compliance and unlocked the value of its data with Locus Technologies

CUSTOMER CASE STUDY

Introduction

A global oil and gas company faced escalating costs, fragmented systems, and limited access to assets due to data being distributed across consultants and siloed software. Over two decades, the company has partnered with Locus Technologies to centralize and unify its analytical, environmental, health, safety (EHS), and water data. The result:

- ♦ Simplified access to \$50M+ in analytical data assets via [Locus EIM](#)
- ♦ Displacement of entrenched, underperforming vendors
- ♦ Global adoption of [Locus Waste](#) and [Locus Water](#) software
- ♦ Enterprise-wide path for unified, cloud-based compliance management.

This journey illustrates how digital transformation in EHS/ESG is not only about tech adoption, but also about breaking free from outdated business models that hold organizations hostage to their own data.

Challenge: Data Scattered, Access Denied

In the early 2000s, the oil company was spending over \$18M annually on analytical work in the U.S. alone. Yet:

- ♦ Data was [dispersed](#) across multiple consulting firms.
- ♦ Access [delays](#) were common, often requiring consultants to deliver basic datasets.
- ♦ Costs were inflated; every data request triggered [billable hours](#).
- ♦ Usability was low; data often arrived in inconsistent, sometimes [unusable](#) formats.

This dependency model gave consultants revenue incentives to maintain control, leaving the oil company unable to act quickly on compliance and business needs.

Breakthrough: Locus EIM for Analytical Data

In 2002, the company competitively bid for analytical data management software, and Locus was selected as the winner. They deployed Locus EIM (Environmental Information Management) in early 2003 and gained:

- ♦ Centralized ownership and control of all analytical data
- ♦ Direct, unencumbered access for staff and consultants
- ♦ Established data QC standards
- ♦ Faster reporting and compliance workflows
- ♦ Empowering company to easily switch consultants without losing data
- ♦ Automation of critical processes.

Over time, Locus EIM became the trusted hub for analytical data, managing more than **\$50M analytical records** across **over 3,000 sites**.

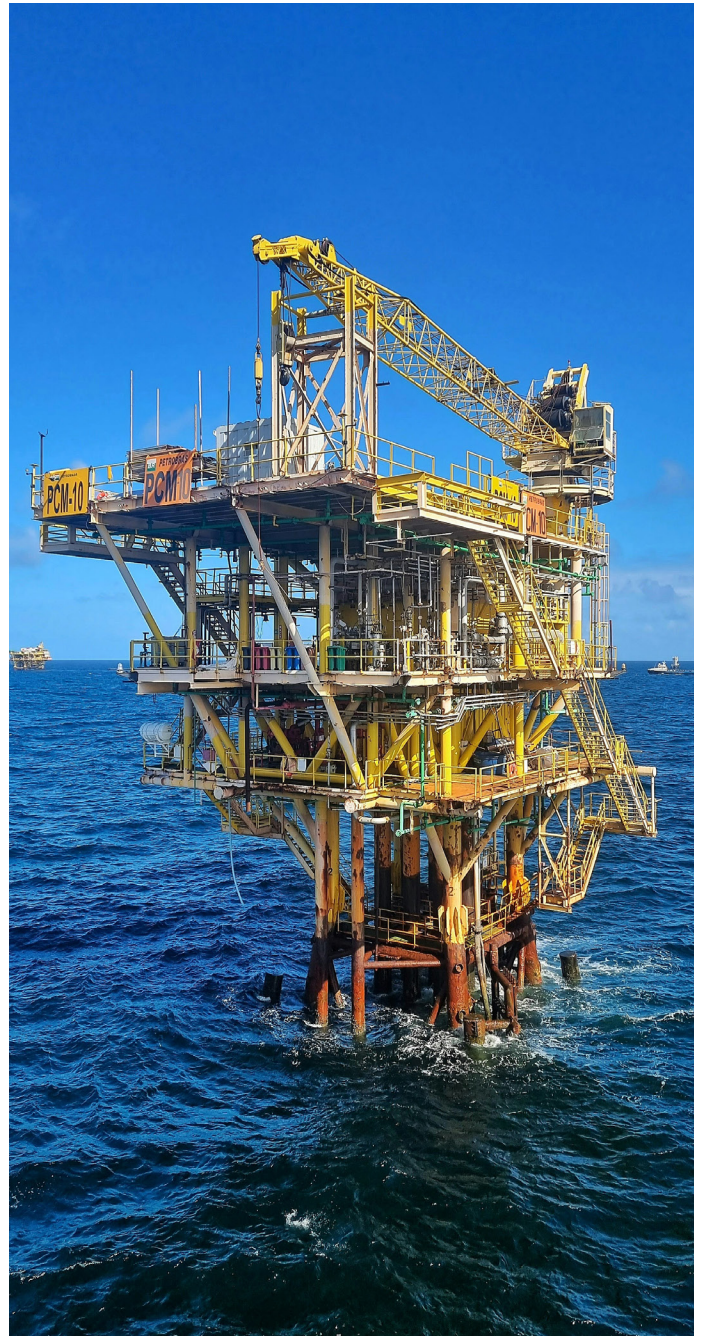
Recurring Problem: Vendor Lock-In & Siloed Systems

Meanwhile, the company was spending over \$100M annually on multiple point solutions for air, waste, water, and other environmental domains. After vendor mergers, the point solutions rolled up under one brand but:

- ♦ They remained architecturally disconnected.
- ♦ Data silos persisted, echoing the earlier consulting problem.
- ♦ Promised integrations never materialized.

“*We were spending millions on lab data but had no real ownership of it.*”

- Lab Manager, Oil & Gas Company



Expanding the Partnership

Recognizing Locus's track record of reliability and innovation, the oil company abandoned the siloes and expanded Locus:

Waste Management (2024)

- ♦ Pilot conducted at the same refinery where Locus EIM began.
- ♦ The pilot succeeded, and the global rollout was completed in six months.
- ♦ Displaced a major rolled up competitor's product that was not performing.

Water Management (2025)

- ♦ Third enterprise deployment after analytical data and waste.
- ♦ Unified view of water consumption, distribution, and disposal.

Further Expanded Footprint (2025)

- ♦ Extends Locus functionality to 1,000 additional sites.
- ♦ Locus OneView dashboards for unified analytical, waste, and water data.

Key Takeaway

Oil and gas companies that centralize environmental and ESG data gain better control, cut costs, and prepare for an AI-driven future.

Lessons for Other Oil & Gas Companies

Inventory & Audit: Map all software products touching EHS/ESG data. Verify integration claims with actual tests.

Eliminate Underperformers: Retire products that don't deliver, even if internally popular.

Commit to Centralization: Executive-level mandate for unified data ownership.

Choose Platform-Based Solutions: Look for shared architecture, API/IoT support, and AI-readiness.

Select Scalable Cloud Models: Metadata-driven, multitenant, easily adapted as priorities change.

Be Skeptical of Hype: Don't rely solely on analyst reports or vendor marketing claims.

Conclusion

This oil and gas corporation's transformation demonstrates that unifying data is the key to compliance, cost savings, and strategic advantage. By replacing fragmented or siloed systems with a unified, cloud-native platform, companies can:

- ♦ Cut costs,
- ♦ Accelerate compliance,
- ♦ Unlock the full power of regulatory and ESG insights for long-term business resilience
- ♦ Move toward a single enterprise cloud platform that spans all EHS/ESG domains.