

ROBERT W.TROY



EXPERIENCE

Over 30 Years of Hands On Executive Management Experience. A Trusted, Recognized Leader and Agent of Change for Exploration and Development Companies. Deep Understanding of Upstream E&P Business, Digital Oilfield and Technology Processes.

Track Record of Success in Leading Profitable, Successful Outcomes for Multimillion-Dollar Projects and Programs, with an Emphasis on Innovative Technology-Driven Governance/Management.

Played Key Roles in Acquiring Oil and Gas Operations, Driving Full-Scale Turnarounds for Under-Performing Oil and Gas Companies, and Establishing Technology Systems to Optimize Management of billion dollar projects.

Personal attributes include the ability to create a vision for an organization and at the same time provide the leadership necessary to enact such a vision into reality. Exceptional understanding of people, process, and technology integration in various environments.

REPRESENTATIVE PROJECTS AND RESULTS

- Provided the business expertise to enable a large Canadian Shipyard to successfully re-negotiate and recover \$90MM of \$100MM of denied change orders from EXXON Canada.
- Provide engineering interface management for a large FPSO design and installation offshore Nigeria. Interface involved five different companies and six different time zones around the world.
- Managed the acquisition process for a large Independent Oil & Gas Company and provided on-site analysis of several acquisitions to include production forecasting, economics and exploitation and reserve analysis. Managed the acquisition

process for three onshore acquisitions, the largest in excess of several hundred million dollars.

- Directed and managed \$250 million of onshore and offshore construction projects to include offshore platforms, production equipment and pipelines.
- Provided the operational guidance and leadership that assisted the company in navigating and prioritizing return-to-production efforts following \$300 million-plus in damage resulting from Hurricane Katrina.
- Took over two failed national network implementations and completed both on time for deployment of a financial, HR, marketing system and the second a SAP implementation for an energy company.
- Directed program-project-technical migration of contract management system to Microsoft.NET architecture for financial services firm. Additionally led major upgrade of Lawson financial-accounting system and successful outsourcing of HR functions to Ceridian.
- Improved profitability and lowered costs by \$25 million through establishing a results-oriented management system plan to optimize oil and gas engineering, purchasing and field operational activity.
- Developed strategic plans and operational procedures for the purchase, transportation and storage of natural gas by the Natural Gas Utility Companies from Exploration and Production Companies.
- Managed the development of a comprehensive computerized gas purchase, sales, nominations, transportation, and contract administration and billing system.
- Increased oil and gas production 10% through exploitation reviews and coordination with development geology to identify wells for additional drilling and remedial workers.
- Installed Total Quality Management (TQM) programs to control costs and significantly reduced lost time accidents to near zero level through innovative safety programs.
- Provided turn around project management for a \$50 million software project. Project covered major financial accounting, payroll and commissions and contract entry functions. System deployed via the internet to over 400 U. S. and Canada sites.

EDUCATION

B. S. in Engineering Science
United States Air Force Academy, Colorado

CONTACT INFORMATION

713-320-5430
btroy@ener-net.com