

# PetrisWINDS IDR

## CASE STUDY

### Internet Data Room

#### The Problem

A subsidiary of the Total group, had decided to find prospective buyers for an exploration asset located in a remote area. Time was pressing due to an exploration timeline commitment. Copying, printing and distributing and re-distributing these datasets to multiple prospective investors would consume valuable time and resources and would have been inefficient.

#### The Solution

Total used the PetrisWINDS Internet Data Room (IDR) to organize and display relevant asset data to prospective investors. The IDR is a software application that is accessed over the Internet. Within less than a week, Petris' team assisted Total in selecting and organizing the appropriate datasets, while another



Petris group set up the IDR site and branded it with the client's logo and color scheme. The next week, a first version of the data room was ready for review by Total. Because many of the large format images - like seismic sections and geological maps - did not have sufficient resolution, the Petris team remastered them first with a specialized image enhancement tool, and then reformatted them, using a special compression technique, to make these images web-friendly.

After only three weeks, prospective buyers viewed, without leaving their offices, large and complex sets of data for each prospect in the exploration block, to determine their level of interest in the asset.

Six weeks later, several companies decided to go to Paris in order to visit a physical data room at Total headquarters.

#### The Benefits

Lehman Total saw a dramatic reduction in the time and cost it normally takes to qualify prospective buyers, and then organize and distribute data to them.

The Project Manager for Total, said "The Petris IDR was definitely a tool that helped us find buyers. Presenting large sets of data via a basic web

browser resulted in very significant time and cost savings for our group. "

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