

VERITAS TOTAL SOLUTIONS

EMBRACING ENERGY CHANGE AND CHALLENGES

“**T**here is never a dull moment in the energy industry, and the rising challenges and opportunities are what requires Veritas Total Solutions to remain dynamic and robust,” begins Mike Burger, Partner and Co-Founder of Veritas Total Solutions (“Veritas”). Industry disrupters such as dramatic price changes, emerging markets and technological advancements often drive transformation within energy companies. Veritas makes it their mission to understand these trends and help clients adapt by providing expertise across all dimensions (commercial, organizational and technical) of the challenge. It’s the unique combination of experienced ex-Big 4 consultants and deeply skilled ETRM practitioners that enable Veritas to address complex challenges and develop creative, breakthrough solutions that deliver practical and enduring results across the commercial, organizational and technical dimensions of the energy sector.

Embracing changing trends and new challenges comes naturally to Veritas and is a part of Veritas’ core values. While the list of emerging trends is endless, Burger (who has over 30 years of industry experience) understands that one of the most pressing challenges that CIOs always face is marrying complex business requirements with evolving technologies. This challenge becomes increasingly tough when faced with solving complex problems like optimizing complex supply chains and making more efficient use of technology and unleveraged data. Veritas recognizes that it is difficult for CIOs to build organizations that speak

both the business and technical languages with the degree of fluency required. To that end, “We pride ourselves as being “multilingual” in trading strategy, options analytics, risk policy and analysis, accounting, and technology,” he says. Veritas’ rare combination of technical knowledge and business acumen across these disciplines helps CIOs and their organizations overcome challenges associated with bridging business and technology objectives.

Leveraging a world-class talent pool within their consulting firm, Veritas provides standard methodologies for broad project categories such as risk policy, system selection, and ETRM system implementation. Veritas tailors these methodologies for clients based on the dimensions of their needs such as trading complexity, sophistication of risk analysis requirements, number of additional systems to be integrated, reporting architecture, etc. “The result is a creative approach and a unique solution for each client based on our experience solving similar challenges,” mentions Burger.

Veritas focuses on understanding and delivering the best solution considering the client’s strategy, people, process, and technology. Burger highlights a case study where Veritas was asked to implement an ETRM system for a firm with a complex supply chain of several refineries and renewable plants. Veritas’ team leveraged its in-depth technical knowledge and expertise in understanding the client’s exact requirements and concluded that they needed a smaller project to develop a commercial strategy and organization design. This allowed the client to better align their subsequent projects and gain better results from a solution that met their real objectives. “Greater understanding of a client’s requirements allows us to deliver much higher value results,” says Burger.

Veritas has grown every year since it’s inception seven years ago, successfully addressing every kind of challenge for their clients with a combination of innovation and expertise that it brings to the table. The company has strong roots in ETRM system selection and implementation, enterprise risk policy, and risk analytics. Veritas is also focused on the rapidly developing Mexican marketplace as well as LNG trading and marketing. In addition, Veritas has significantly increased its upstream capabilities in the areas of integrated operations, business strategy, and organization transformation. It is also focusing on Downstream Integrated Operations, which will create significant additional value for refining companies through improved integration of optimization and trading capabilities. **EC**



Mike Burger