



**A Journey to  
Revamped  
Revenue  
Accounting and  
SAP Business Suite  
on SAP HANA**



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# Agenda

- Who is Continental Resources?
- Why did we chose to be the first to embark on this project?
- What has our experience been?
- And what are the learnings and recommendations for those in industry embarking on this journey?

# Continental Resources (NYSE: CLR)



## Continental Resources – America's Oil Champion

### Who we are



Top **10** independent oil producer in the United States



Based in **Oklahoma City**  
Moved from **Enid** in 2012

This year, the Company will celebrate **48** years of operations



### Where we operate

Largest leaseholder and one of the largest producers in the **Bakken** play of **North Dakota** and **Montana**.



Significant positions in **Oklahoma**, including its **SCOOP Woodford** and **SCOOP Springer** discoveries and the **Northwest Cana** play

### 2014 Operating results

Av. 174,189  
**BOEPD**

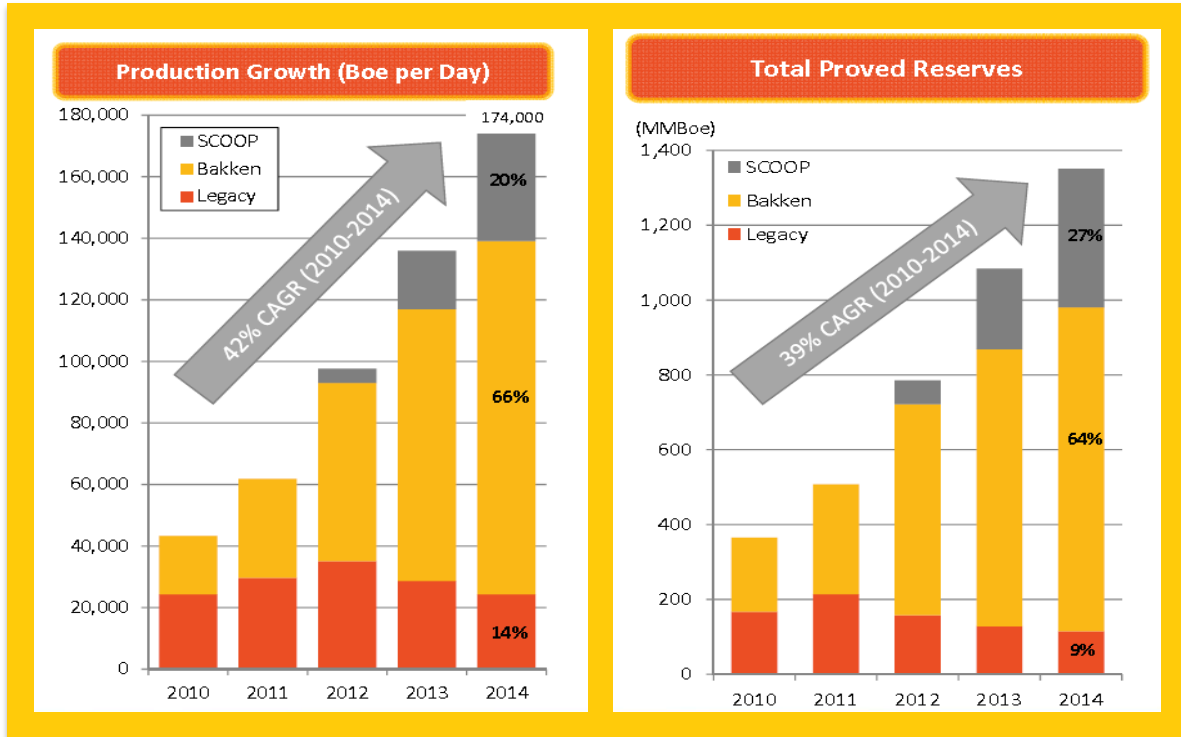
**\$4.8 Billion**  
Revenue

**\$3.8 Billion**  
EBITDAX

**1,772**  
producing wells

**878** Development/  
Exploratory Wells

# Leading an Industry Renaissance



## Recent adopter | 2010

- SAP ECC (with PRA)
- BI/SAP BW

## Early mover | 2014

- BI/SAP BW to SAP HANA

## Industry leader | 2015

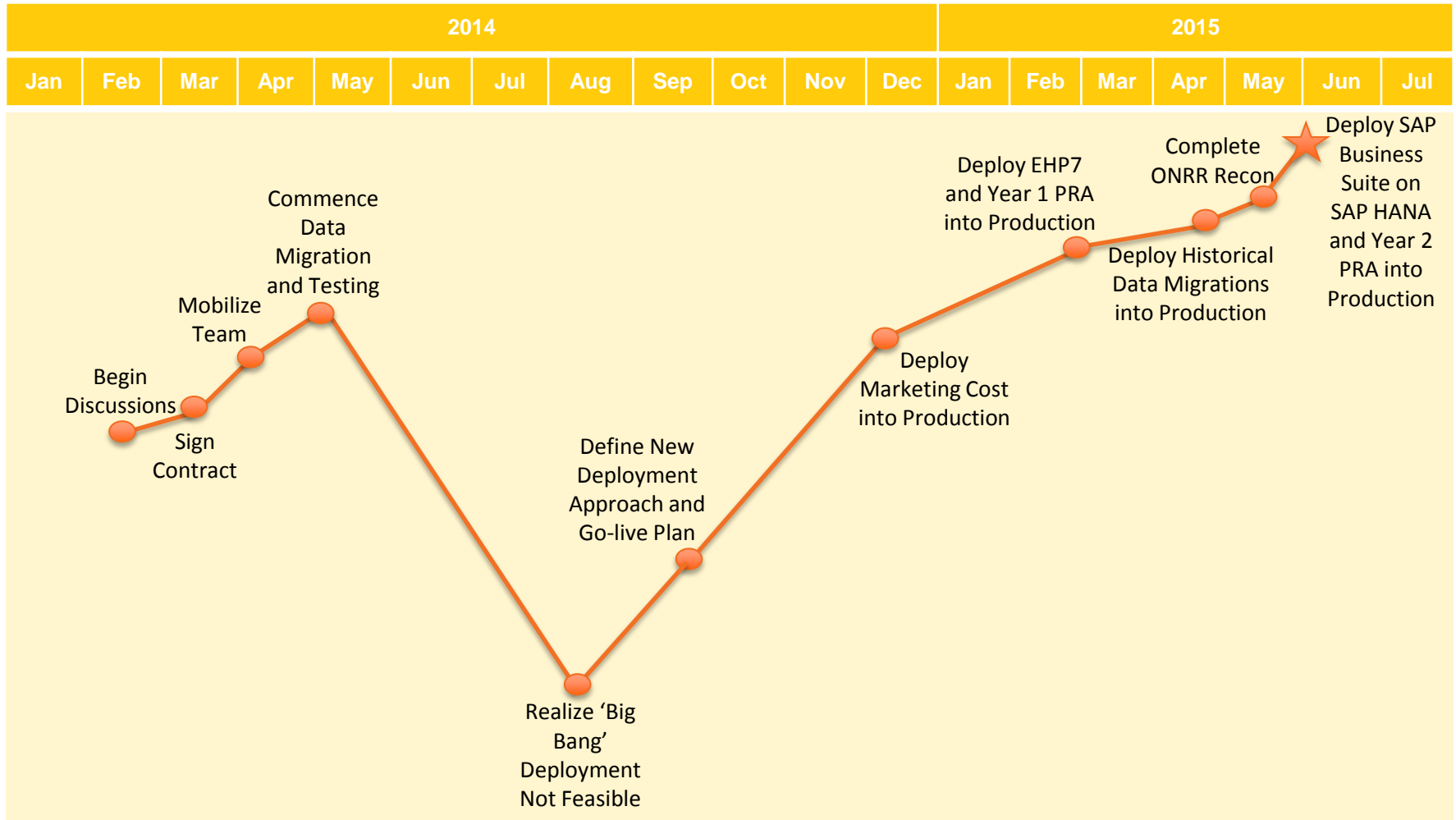
- PRA Roadmap on SAP HANA

# Why did Continental Choose to Lead?



# Project Journey

The project timeline was aggressive, but achievable. There have been highs and lows through the journey. There were additional learnings encountered from being the first implementer:



# What We Have Learned



PRA Roadmap with SAP Business Suite on SAP HANA works



Committed Implementation Partners are Imperative



ONRR Data Reconciliation is a Large Effort, but Manageable



Be Flexible and Creative with the Deployment Approach



Practice, Practice, Practice



This can be done with a win-win-win approach!