

Oil & Gas: Midstream

By Erica Johnson, Dana Majewski, Amy Cairns, Brian Burns



Management Information Systems (MIS)

"Management Information Systems is the application of information technology to organizational and managerial needs." - University of Tulsa

GIS Software

Geographic Information Systems (GIS) are computer-based tools that allow us to capture, store, analyze, and display all types of spatial or geographical data. GIS software is used to create maps and analyze data to solve problems.

GIS Software

MapInfo, ArcGIS, QGIS, etc.

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Marketing

"The activity, set of institutions, and processes for creating, communicating, delivering, and exchanging offerings that have value for customers, clients, partners, and society at large" - American Marketing Association

Business to Business

Marketing that occurs between two or more businesses.

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Accounting within Midstream Industry

- Taxation & Extensive Regulation
- Mergers & Acquisitions
- Complex Compliance Issues

Midstream Taxation

Midstream taxation is a complex area of tax law that involves the application of various tax provisions to the industry. It includes the taxation of production, transportation, and storage of oil and gas.

Mergers & Acquisitions

Mergers and acquisitions in the midstream industry are common, often driven by the need for scale and efficiency. This section covers the legal and financial aspects of such transactions.

Compliance

Midstream companies are subject to a wide range of regulatory requirements, including those related to safety, environmental protection, and financial reporting.

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Oil & Gas: Midstream


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What is Midstream?

- Any crude oil and natural gas activity after production at the well and before refining/processing facilities
- A few large, fully integrated companies, or "Majors", have their own midstream operations
- For all others, midstream companies perform these services


Pipelines

- Operated by Majors and midstream companies
- Producers and refiners pay a fee to transport crude oil and natural gas through the pipelines
- Pipeline companies often charge a reservation fee and a volume fee



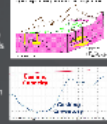
NYMEX

- Where crude oil and natural gas is bought and sold
- Producers sell their hydrocarbons
- Refiners purchase hydrocarbons
- Midstream companies buy and market hydrocarbons to refiners/producers
- This is done both on the trading floor of the NYMEX and electronically



Storage

- Crude oil and natural gas is not always needed to soon as it's produced, so it needs to be stored
- Natural gas is injected underground
- Crude oil is stored mainly in storage tanks and rail cars



Application of an Energy Management Degree

- Many Midstream jobs are available to EM Grads
- Pipeline Management
- Pipeline Scheduling
- Buying
- Selling
- Trading on NYMEX

TU Degrees and Midstream Opportunities



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GIS Software

- Computer, Information Systems, User, and Business Management Solutions
- Use and create maps, analyze data, and make decisions
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Cybersecurity

- Secure Networks
- Secure Systems
- Secure Applications
- Secure Data



Mobility

- Mobile Applications
- Mobile Devices
- Mobile Networks
- Mobile Services



Business to Business

- Marketing that occurs between businesses
- Businesses
- Not for every knowledge

Business Marketing

- Identifying, selecting, and promoting products, services, or ideas to other businesses
- Customer-oriented
- Relationship-oriented
- Organizational-oriented
- Product-oriented
- Service-oriented
- Information-oriented
- Transaction-oriented
- Relationship-oriented
- Customer-oriented
- Product-oriented
- Service-oriented
- Information-oriented
- Transaction-oriented

Printing & Marketing Campaigns



Web Sites



Midstream Taxation

- Specialized tax rules
- The American Petroleum Institute has proposed that midstream companies be taxed as limited liability companies (LLCs)
- LLCs have no double taxation
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Mergers & Acquisitions

- M&A activity is highly sensitive to the petroleum sector
- Companies are involved in Mergers & Acquisitions
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Compliance

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commodity market