



ADVANCED TECHNOLOGY SOLUTIONS TO ENABLE BUSINESS

CASE STUDY: BLUEMARK ENERGY

The Problem:

BlueMark Energy is a startup company supplying wholesale and retail customers with natural gas in the southcentral United States. The time required to correctly capture trade information in spreadsheets, accurately manage physical positions, and generate wholesale and retail invoices was an ongoing concern for the growing company. They needed a system that could more quickly capture the energy commodity trades necessary to supply their customers, actualize to pipeline statements, and easily generate both wholesale and retail invoices.

Project Summary:

BlueMark needed a new system in place in time for their heavy winter season, which meant Momentum3 had only eight weeks to develop, test, and implement the product. Though there were several obstacles to overcome in order to meet this aggressive goal, Momentum3 brought extensive technical expertise to deliver the necessary system, as well as in-depth business knowledge that ensured that the day-to-day business operations were not interrupted. Using Windows-programming technology, Momentum3 worked with BlueMark to define what functionality was necessary in order to support their immediate needs. A solution was delivered in phases over a six week period that allowed BlueMark personnel to begin using the system within about three weeks. Over the last three weeks of the project, more functionality was delivered that allowed for the continuation of system integration without rework. This also allowed Momentum3 personnel to work with BlueMark personnel to provide the necessary training to use the system properly.

Solution Benefits:

Momentum3 delivered the solution on-time and under budget and exceeded BlueMark's business requirements. The delivered solution was inclusive of all functionality defined in the statement of work, plus more robust position management and enhanced billing options. BlueMark management was so pleased with the results that they have extended their relationship with Momentum3 to expand the product's functionality.

MOMENTUM3 PROVIDES INDUSTRY LEADING CUSTOMER SERVICE AND RESPONSIVENESS TO OUR CLIENTS. WE PROMISE FAST TURNAROUND TIMES ON EVERYTHING FROM DEADLINES TO EMAIL. OUR EXPERT, ACCOMPLISHED PROFESSIONALS PROVIDE YEARS OF BUSINESS ACUMEN AND CUTTING EDGE SOLUTIONS TO YOUR BUSINESS' PROBLEM AREAS, DELIVERING PROVEN STRATEGIES THAT ENSURE YOUR SUCCESS.

"Our business was growing and we needed a more efficient way to manage our commodities transactions, but didn't want to spend a lot of money or have to invest the time to train someone on our business.

Momentum3 stepped up, already had the necessary business knowledge, and worked with us to develop a plan that met our needs and our budget. The solution they delivered was beyond what was originally proposed and under the estimated budget."

*-MIKE WESTBROCK,
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