

Cheniere Energy Automates LNG Commercial Operations



"Cheniere is expected to be one of the largest global LNG suppliers and U.S. natural gas buyers by 2025 and the automation of key aspects of our commercial operations will help us provide world class service to our customers."

Grant McCracken

VP Commercial Operations
Cheniere Energy



Cheniere Energy, Inc. is a Houston based energy company primarily engaged in LNG-related businesses. Cheniere owns and operates the Sabine Pass LNG receiving terminal, the adjacent Sabine Pass Liquefaction facilities, and the Creole Trail Pipeline, and procures natural gas to supply its LNG terminals. Cheniere is also constructing a second Liquefaction terminal and second pipeline in Corpus Christi, Texas.

Corporate Headquarters

Houston, TX

Employees

800+

Business

Cheniere Energy owns and operates LNG terminals and natural gas pipelines, procures natural gas, and markets LNG worldwide.

Asset Base

Cheniere Energy manages and operates projects in Texas and Louisiana.

Quick Facts

- ◆ Sabine Pass LNG Terminal
- ◆ Sabine Pass Liquefaction
- ◆ Corpus Christi Liquefaction
- ◆ 94 mile Creole Trail Pipeline
- ◆ 23 mile Corpus Christi Pipeline

"In the past, everyone used spreadsheets for building and maintaining ship schedules and for communicating these between the LNG seller and their buyers. By the time those spreadsheets are constructed and sent out, the data has become out of date."

Grant McCracken

VP Commercial Operations
Cheniere

Opportunity

Automating manual processes and streamlining workflows

Cheniere was founded in 1997 as a small exploration and production company, but reinvented itself as an LNG importer and opened its LNG import facility in 2008. Changing market conditions such as shale-gas discoveries soon forced Cheniere to modify its business model once again, and in 2010 changed direction to pursue LNG exports.

Cheniere is currently developing onshore liquefaction terminals and related natural gas pipelines along the U.S. Gulf Coast, including the \$20 billion Sabine Pass Liquefaction and the \$15 billion Corpus Christi Liquefaction facilities. Cheniere also owns and operates the 94-mile interconnecting Creole Trail Pipeline, with additional plans to construct and operate a 23-mile Corpus Christi Pipeline. The first company to build an LNG export facility in North America in more than 40 years, Cheniere is at the forefront of U.S. LNG liquefaction development and construction. With continuous development and growth over the past two decades, Cheniere was interested in finding a way to automate workflows and streamline manual processes for LNG and commercial services operations.





Solution

Enhance business processes with integrated solutions

Cheniere began looking for a transaction management application for vessel scheduling, customer interaction, and inventory management. The company also needed a measurement accounting tool for natural gas as well as a solution to manage pipeline business transactions with shippers. Cheniere discovered that Quorum could address all of these with fully integrated solutions that provide real-time data, automated workflows, and cutting-edge reporting functions.

"Cheniere wanted to work with Quorum because we knew Quorum had all of the subject matter expertise to assist with a successful implementation," said Grant McCracken, VP Commercial Operations, Cheniere.

Cheniere successfully implemented Quorum for LNG management, natural gas measurement, query and reporting, and pipeline transaction management.

Quorum Solutions

- ◆ LNG Cargo and Inventory Management
- ◆ Pipeline Transaction Management
- ◆ Gas Measurement
- ◆ Query and Reporting
- ◆ Field Measurement

"The Quorum implementation team was very capable and professional, and the project manager was the best I have ever worked with."

Grant McCracken

VP Commercial Operations
Cheniere

Results

Cutting-edge processes and automation drive rapid expansion

Cheniere Energy now has the software infrastructure to keep pace with its expanding LNG and terminal services activities



Modernized Industry Processes

Since implementing Quorum, Cheniere has automated its entire LNG cargo management process by integrating transactional management.



Improved Compliance

Quorum software helps Cheniere stay compliant with industry measurement standards, including API, GPA, and AGA as well as financial reporting standards (SOX, etc.).



Eliminated Manual Work

With Quorum, Cheniere is able to generate customer reports eliminating many manual processes.



Enhanced Service with Real-Time Data

By replacing obsolete processes and spreadsheets with Quorum, Cheniere's customers are now able to access real-time data when scheduling their LNG cargoes.

"I appreciate the lengths the Quorum staff has gone to understand the LNG industry as a whole, and even more importantly, the specific needs of Cheniere. I would absolutely recommend Quorum," said McCracken.



Quorum makes innovative finance, operations, and accounting software for energy companies. We're leading the digital transformation with a platform of integrated solutions proven to drive efficiency and agility throughout the energy value chain.

For additional information about Quorum or to request a demo, please contact Quorum Sales at 713.430.8612 or visit qbsol.com.