

Alliance Pipeline Fueled Growth with My Quorum Pipeline Management



Alliance Pipeline is a joint venture of Enbridge and Pembina Pipeline Corporation with headquarters located in Calgary, Alberta. Alliance Pipeline is an integrated Canadian and U.S. natural gas transmission pipeline that delivers natural gas from the Western Canadian Sedimentary Basin and the U.S. Bakken to the Chicago market. The system has been in operation since December 2000 and delivers an average of 1.6 billion cubic feet of natural gas per day.

The Challenge

In 2012, Alliance Pipeline realized that within 3 years most of their customer contracts would expire, resulting in a 92% loss of firm capacity commitments. It was clear that dramatic business changes were necessary. To attract new customers and improve operations, they would need restructured service offerings, as well as a robust, dynamic software solution to effectively manage and automate the transactions. Alliance Pipeline had two options: redesign and develop their existing software solution to meet their needs or partner with a third-party software provider. The need for process expertise and a cost evaluation made it clear a commercial solution was the right choice. Alliance Pipeline had three essential requirements for the software solution:

- ⬡ Proven on comparable pipelines with similar scope, scale, and complexity to Alliance Pipeline.
- ⬡ Robust enough to handle all elements of their commercial business, including complex scheduling scenarios and rate structures.
- ⬡ Cost-effectiveness to justify moving away from their current system.

The Solution

Alliance Pipeline implemented My Quorum Pipeline Management to handle complex volumetric contracts with thousands of rates and scheduling scenarios. With the ability to manage planning, all requests for service, nominations and scheduling, rates, and invoices, Alliance was able to maximize efficiency and grow its business. Real-time data visibility of daily capacity auctions ensures Alliance is maximizing the use of their pipeline and increasing revenue. Moving from their homegrown system to Quorum helped Alliance add customers and move the company to the next level.

Key Results

Optimized Capacity: Daily auctions of excess capacity are easily managed to maximize revenue

Greater Flexibility: Alliance Pipeline manages complex contracts across different service types with thousands of rates and scheduling scenarios

Improved Billing: Minimal billing errors with a complicated system helps Alliance Pipeline save time and money

What the Client Says

“ My Quorum Pipeline Management is a comprehensive solution. We use almost every module the software offers and the application is able to cover all our commercial needs. ”

- Rob Engelhardt
Manager, Customer Service– Pembina Pipeline Corp



Quorum Software powers growth and profitability for energy businesses by connecting people, workflows, and systems with decision-ready data.

For more information or to request a demo, visit quorumsoftware.com or email info@quorumsoftware.com.