

# Quorum's Integrated Software Supports American Midstream Growth

## COMPANY PROFILE

American Midstream Partners, LP, is a growth-oriented master limited partnership involved in gathering, treating, processing, fractionating and transporting natural gas, condensate, and crude oil. American Midstream owns and operates more than 3,000 miles of pipelines that gather and transport over 1 Bcf/d of natural gas across the United States, including three interstate and five intrastate pipelines.

Quorum's relationship began in 2012 through American Midstream's partnership affiliate, High Point Energy. American Midstream acquired assets from High Point Energy in 2013, which included 700 miles of onshore and offshore gathering and transmission assets. Since 2013, American Midstream has diversified into prolific U.S. resource plays, necessitating increased systems support.

## CHALLENGES

American Midstream required a pipeline transaction management system to operate approximately 50 pipeline segments. It was most interested in utilizing a hosted system to mitigate the expense and effort of managing applications in-house. It was also crucial that the system provide key metrics and a functional dashboard to enable informed decision making and efficiently report operating data. As a result, the partnership selected Quorum Pipeline Transaction Management (QPTM), as the system addressed all functional requirements and was capable of increasing in scale to manage larger operations.

The partnership soon diversified its scope and size of operations by acquiring assets in prolific U.S. resource plays. This created a need for an integrated solution that would allow the partnership to streamline reporting across the enterprise, while effectively managing day-to-day operations. Quorum addressed American Midstream's system requirements by implementing its portfolio of integrated midstream software solutions spanning the energy value chain, anchored by Quorum TIPS® – the industry standard for managing midstream commercial operations.

"The power of Quorum lies within its integrated solution set and our ability to use their common reporting framework to achieve a single source of truth."

- Ryan Rupe, VP Commercial Operations



### QUORUM MIDSTREAM SOFTWARE

**75+ CLIENTS**

**80% U.S. GAS  
PLANT OUTPUT**

**400+ PLANTS**

**400+ GATHERING  
SYSTEMS/  
PIPELINES**

“As our strategic vendor, Quorum has proven its ability to consistently deliver its solutions as expected.”

- Ryan Rupe, VP Commercial Operations

## SOLUTION

To support ongoing growth and expansion, American Midstream has deployed the full Quorum midstream suite, including Pipeline Transaction Management, TIPS - processing / gathering management, Right of Way, GIS / Mapping, Contract Management, and Business Intelligence / Analytics / Reporting. Additionally, American Midstream has partnered with Quorum to develop a solution to handle its crude gathering business.

## BENEFITS



### PROVEN

Quorum is a proven, trusted supplier, dominating the midstream segment with the experience and track record of supporting the most diverse and demanding midstream operations in the industry.



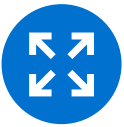
### EASY-TO-USE

Support for regulatory reporting requirements, including NAESB / FERC, and financial reporting standards, including SOX.



### CONFIGURABLE

Operators with diverse physical assets and a range of business approaches can rely upon Quorum's configurability to address various requirements with a single system.



### SCALABLE

Implemented at small start-up operations up to the largest full-service midstream and integrated energy operators in North America. On-premise and cloud-based deployment options allow systems to be easily implemented with minimal up-front effort and expense, and are proven to scale with continued business growth.



### MIDSTREAM PORTFOLIO

Quorum is the only supplier offering integrated software that spans every aspect of commercial operations for midstream oil and gas operators. Quorum's portfolio is purpose-built to address business processes and data flow across midstream operations. A single platform with cross-application reporting yields great efficiencies and delivers unparalleled visibility to drive optimal asset performance.

## RESULTS

From American Midstream's early beginnings as a predominately Gulf Coast-based midstream operator, the partnership has expanded and diversified its asset base, evolving into a sizable, full-spectrum midstream operator. With each step of their growth and expansion, American Midstream has partnered with Quorum to address its business needs. Today, American Midstream has deployed the full Quorum midstream suite and considers Quorum a trusted strategic vendor with an ongoing mission-critical role to support its commercial operations.