

What's new inside TIES v18?

TIES is gearing up for 18.0 Release

The team has spent the last year completing the next release of TIES for the general customer group and for new customers joining the TIES team! We are excited to deliver a quality product for our customers which includes fixes and most importantly new functionality.

New functionality release within the 18.0 version

TIES 18.0 brings more than just fixes and upgrades. The team has spent considerable time working with our customers on new factuality. Some of the new enhancements are focused on plant field allocations, two tier allocation methods, multi-tiered allocation methods, gas left and wet fuel meter allocations.

Price Escalation -

One area of improvement was to build out the pricing engine to include price escalation, for gathering/transport rates, buy/sell contracts, conditional pricing all added to the price formulas.

Accounting -

One area which is the most important was updating accounting. We added a dashboard to the accounting module to allow for easy viewing of AP/AR and other accounting related data. Why is this change good for TIES? The window allows the TIES users a view into their immediate state of accounting processed based on the production and book month.

2015 Spring User Conference Big Success!

We had our first spring conference in May to kick off the year with many of our amazing customers. The two day event was held across the street from our new HQ in north Dallas. Dick delivered a strong message around our theme of "Beyond Today", "our focus is and will always be our customers!"



Thanks to our Customers!

As the newest member of the Trilogy team I have heard from most of the customers and have starting scheduling coffee appointments with most of you for follow-up and as Dick says "scratch your itches". Our goal is simple listen to what you're telling us and provide a solutions that helps reach your goals. As we grow as a company and add new customers to the family we have asked some of you to be references we thank you for all the support!!!



this issue

TIES new release, spring conference. P.1

Focus on Customers P.2

Interview with Jeremy P.3

Support & History P.4

Focus on Our Customers

Trilogy Energy Services, Inc. has seen 2014-15 as a very interesting period for services, support, development, of our customers within the midstream business. The market has taken a very interesting turn of events over the course of the last 18-24 months. We saw oil prices reach record highs, companies where drilling, and producing record amounts of products and profits. At the same time these same companies are spending millions of dollars on internal IT projects, including meter and measurement systems, E&P, revenue and treasury, marketing, and accounting systems.

Then what seems to have taken just a few months the price of oil falls to levels that has everyone wondering what's going on? As time progressed and the price of oil continued to decline we starting seeing companies pull back on IT projects, we saw the sales cycle began to take twice as long, and companies rethinking their business models.

Trilogy Energy Services actually became very busy during this time with request for development, training, and project management helping install and support new assets being added into TIES.

Trilogy will remain 100% focused on our customers and the successful development of customer requirements regardless of the price of oil and the stock markets.

I have had the pleasure of visiting most of our customer's onsite or via phone conversation over the past few months. I really enjoyed hearing about why you're happy and the support you have for TIES. I heard about the quality of the upgrades and releases that have little or no issues which means less time in deploying and testing of new releases. I heard several times from you just how responsive our development and support teams are concerning issues and questions. A couple of themes I picked up on was our people, and the depth of what our product can offer. It's so true if you have good people you will have good products...I'm a big believer in customer first and having a "soul" as a company.

Webinars & Family

We are always coming up with new ideas, new tips, new training material and most importantly ways to improve your process.

As we roll out new functionality and tools to improve the product we will be bringing you short 30 minute Webinars to bring you up to date on what's new. Plus we will have presentation focused on different functional areas of the system so customers and prospects can take a look at what TIES offers.

Look for dates and times.

Family Corner:

We have several family members going through some tough stuff right now, we ask that you say a prayer for them please.

My sister was diagnosed with stage three pancreatic cancer last August. She's a fighter and a wonderful person and has gone through all the treatments to kill this terrible disease. We are praying that the treatment worked and that we will have many years to smile, laugh, cry and celebrate life.

What's new and exciting?

Interview with Jeremy, what's TIES.Connect?



I had the opportunity to spend a few minutes with Jeremy Frye the President of Trilogy Effective Software Solutions to ask a few questions around the newest product offering called TIES.Connect.

Jeremy tell me what is Blue Breeze Software?

Jeremy: Blue Breeze Software is an affiliate of Trilogy. Where Trilogy focuses its technical knowledge on deep industry specific solutions Blue Breeze focuses on developer tools and technical consulting across many industries. Some of our customers come from the construction, auto dealerships, government and education. We also build apps for Microsoft and of course energy customers. We are an international company with a partner in Paris and developers in South America and Europe.

<http://app-stitch.com/>

"How can TIES.Connect help our TIES Customers?"

Jeremy what types of tools does Blue Breeze provide to the development community?

Jeremy: Blue Breeze provides tools to speed of the process of software development and to a large extent these came from "scratching our own itch". As we needed new tools as developers we've made these available to the development community. Our focus right now has been on improving the application framework that we use for our customers and on adding more features to App-Stitch. App-Stitch is a rules engine, an easy integration tool and much more.

What does that mean for TIES customers?

Jeremy: Adding TIES to our new web application framework and App-Stitch we have TIES.Connect, in the short term TIES.Connect will allow the following:

Quick and dynamic queries to be able to thoroughly analyze TIES data without the need for new reports or custom work.



App-Stitch enables our customers to be proactive with their data instead of reactive. If I want to search for something in TIES every day and be notified only if it happens then this is one of the many things App-Stitch can do. (Example: search for alert notices, find missing data, look for volume cuts that need to be done, etc.

Reports will be dynamic. If a formatted report needs to look differently then use our Report Designer to make the changes you want.

Easy bulk loading of data. Whether it is Stations, Prices or Allocated volumes data can be loaded into TIES easily from any spreadsheet. Also, if I want the data to be loaded into TIES anytime I save off a file to the network...App-Stitch can do that too.

We have created a few TIES-Connect channels for our TIES product can you tell me in more detail what types of channels have been created?

App-Stitch Interview with Jeremy

Jeremy: Yes, we have several new channels now and many more to come. Here's what we have now!

Email, files (getting data out of it to load or save data to the network), ICE Trade Capture, FTP (combined with files this will allow Platte's integration and more), TIES Event and Audit (allows real time capture of everything going on in TIES). Once the action is captured then we use App-Stitch to determine what we want to do with it, TIES – all queries and commands for integration with TIES. SQL Server channels, this allows for integration to databases.

Application channel – a .NET application can tie into the event processing engine of App-Stitch.

How soon can our TIES customers expect to start using the TIES.Connect Channels?

Jeremy: We are having a limited release in September and expect TIES.Connect 1.0 to be available later this year. Next year, in addition to more TIES queries/commands and more channels we will also be providing wizards and visual guides. This will be used to help guide users through the hard setup tasks in TIES.

What are some future channels you're planning to release over the next 24 months?

Jeremy: We'll be building new channels for every new integration we do. What this does is creates more flexible out-of-the-box integrations with a lot of the complementary systems out there. Our plans include a Flow-Cal and PGAS channels for out of the box integrations with volumes and Analysis. Accounting channels from applications such as QuickBooks and on up. We also have other generic channels that will be available such as: EBay, PayPal, Amazon, TFS, Zen Desk and etc.

Can our TIES customer build custom channels now?

Jeremy: Yes, we have a standard interface that is used to build channels and our intention is to make it easy for customers to build their own channels.

What other types of technology does Blue Breeze offer to TIES customers?

Jeremy: The application framework that TIES.Connect is provided by Blue Breeze.

GasMaster

History

TIES has gone through many changes over the course of 20 years did you know \$60 million has been invested in the development of the product?

During our 20 years we have seen the company be part of several larger software companies and even several name changes like (GasMaster, SolArc Natural Gas, SNG and back to TIES). We keep improving technology from the look and feel to the user experience plus we keep adding rich functionality which our customers count on.



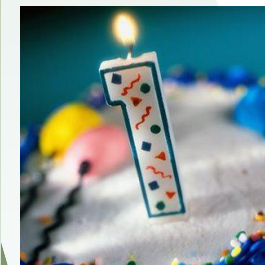
Support

Monthly Picks

The team continues to keep customers happy and up to date on support issues and TIES releases. I had the pleasure of visiting with several of our Dallas and Tulsa based customers and received some great feedback, suggestions and ideas, which I will share on the next news release.

Please continue to support, promote and keep us up to date on your itches so I can scratch them!

Trilogy Celebrates 1 year!



Trilogy Effective Software Solutions, Inc. celebrates one year in business!

September is a big deal for the company. September marks one year since we purchased the company from OpenLink.

We have seen a very productive year with sales and marketing building a strong pipeline and developing branding around Trilogy and the TIES product.

We will always reach out to you for references and ways to impress our prospects. It's a small industry and most of our customers have relationships with the companies we are working with. Thanks for all the support and great reference calls.

