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| |  | | --- | | **For Internal Use Only** | | [Hexagon Logo](https://hexagon.com/) | | Winnews EMIA Oil & Natural Gas Corporation | | artworkbg | | **Oil & Natural Gas Corporation Ltd Chooses Hexagon as the Project Handover Solution**  [Oil & Natural Gas Corporation Ltd](https://eur02.safelinks.protection.outlook.com/?url=https%3A%2F%2Fwww.ongcindia.com%2F&data=04%7C01%7C%7Ccf5a3d707461415adced08d880995712%7C1b16ab3eb8f64fe39f3e2db7fe549f6a%7C0%7C0%7C637400743882119635%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C1000&sdata=9GLlnLEMuofPyZI2aNNydcCqZ63W338G9cEASkzAoJQ%3D&reserved=0) (ONGC) is the largest crude oil and natural gas company in India, contributing around 75% to Indian domestic production. The company has purchased Hexagon solutions for the value of **470,000€** to standardize handovers. The purchased solutions include a variety of Hexagon solutions, such as Intergraph Smart® 3D Designer, Intergraph Smart P&ID, Intergraph Smart Instrumentation, Intergraph Smart Electrical, SmartPlant® Foundation Server & User Licenses, CAESAR II®, PV Elite®, and TANK®.  ONGC will be using Hexagon solutions to standardize the pre-feed data, such as templates, specs, seed files, and tag classifications, before handing over data to the contractors, either for green or brownfield projects. The company looked to improve information management, as previously the information was siloed, lacked standardization, and various software were used to manage data. ONGC expects Hexagon solutions to shorten turnaround time and quality of data from their detail engineering contractors while ensuring that the deliverables meet both their stated and unstated needs. The company also wishes to integrate the solutions to enable seamless information flow between the onshore assets and corporate teams.  Moving forward, ONGC will mandate the usage of Hexagon solutions (design and SmartPlant Foundation) in all their upcoming projects. ONGC will be using Hexagon solutions in their Onshore Engineering Services Division, and all the collaboration will be done through ours olutions.  ONGC chose Hexagon over AVEVA as Hexagon has more robust design solutions that work seamlessly in an integrated manner. They also realized and were assured of the quality of Hexagon’s technical support and services capabilities. The company also saw Hexagon solutions as more future-proofed and stable when compared to AVEVA. ONGC saw our stability over AVEVA products, and the future path forward was stronger with Hexagon PPM solutions rather than AVEVA.  This deal will enforce Hexagon’s position as the go-to-solution provider in the Indian Oil & Gas market, as ONGC will mandate their contractors to handover the projects on the Hexagon platform in an integrated manner. For more information about the deal, please contact [Rajat Tikku](mailto:rajat.tikku@hexagon.com).  This is a ***CC*** deal; please see the deal type explanation below.   |  |  |  |  | | --- | --- | --- | --- | |  | Deal value in € |  | Revenue Flow | | A | € 1M + | A | Revenue shows immediately | | B | € 500K + | B | GAA / Lease | | C | € 250K + | C | Revenue will flow within 6 months | | D | €100K + | D | Revenue will flow 6+ months | | E | <€ 100K | E | SaaS (software as a service) |   **About ONGC** Maharatna ONGC is the largest crude oil and natural gas company in India, contributing around 75% to Indian domestic production. This most extensive natural gas company ranks 11th among global energy majors, and it is the only public sector Indian company to feature in Fortune’s ‘Most Admired Energy Companies’ list. ONGC ranks 18th in ‘Oil and Gas operations’ and 220 overall in Forbes Global 2000. [www.ongcindia.com](https://eur02.safelinks.protection.outlook.com/?url=http%3A%2F%2Fwww.ongcindia.com%2F&data=04%7C01%7C%7Ccf5a3d707461415adced08d880995712%7C1b16ab3eb8f64fe39f3e2db7fe549f6a%7C0%7C0%7C637400743882119635%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C1000&sdata=zZaMSXEIIQoJUTetQDFwAjLx%2B2k6t1j6wro%2BB4boPj4%3D&reserved=0) | | artworkbg | | |  | | --- | |  | | [**Hexagon.com**](https://hexagon.com/) | | |