

LAND BRIEF

Managing Land for M&A



THE INDUSTRY IS UNDERGOING TRANSITION AND TRANSFORMATION COMING OUT OF THE 2020 DOWNTURN – MERGERS AND ACQUISITIONS WILL BE STRATEGIC AND FREQUENT.

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WE EXPECT CONTINUED CONSOLIDATION AS OPERATORS SEEK TO STRENGTHEN THEIR COMPETITIVE ADVANTAGE.

The industry is undergoing transition and transformation with opportunities for many transactions to occur. With this strategic shift, operators are placing greater emphasis on boosting their presence in certain basins, through mergers and acquisitions, to achieve economies of scale and to extend their core asset positions.

The September 2020 announcement of the Devon and WPX merger evidences the trend. We expect continued consolidation as operators seek to strengthen their competitive advantage by becoming “basin dominators” to leverage negotiating power for services, apply intellectual capital across a larger asset base and to attract new investment capital.

Companies growing through consolidation, however, find themselves in a position in which they need to address large volumes of data as a risk management priority during organizational integration.

THE SITUATION – HUGE AMOUNT OF RECORDS

As M&A opportunities arise, land documents – leases, abstracts, title opinions, etc. – become critical to the closing of the transaction. Organized land records for transactions ensure accurate and timely closing, maintaining the financial value of the transaction. Companies need a solution that manages vital land records through the entire land lifecycle, from lease acquisition to divestment, providing buyers and sellers with high-quality title chains and offering easy access to critical land information assets.

THE SOLUTION – TCO’S TitleSuite

Utilizing a cloud based, single source of information related to land for a company’s assets helps them manage it throughout the land lifecycle – from the day the primary lease is signed to divestment.

TitleSuite’s visual chain of title display makes it easy for sellers to convey complex ownership structure and history. Critical land records, including lease documents, affidavits, title opinions, abstracts and others are available immediately through the easy to use user interface and detailed reports.

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BENEFITS

TitleSuite from TCO makes the process of buying or selling oil and gas properties easier, faster, and potentially more profitable. Our unique model allows us to deliver high quality land services giving complementary access to the many features of TACT/ TitleSuite to our clients.

- *Our UnitVision component can easily identify all WI and NRI ownership within any unit configuration. What used to take weeks, now takes minutes.*
- *All DOTO issues are organized and tracked in our TitleRX component allowing transparency into the records for our clients.*
- *Our visual title tree enables faster understanding of potentially complex ownership and chain of title.*
- *Less time involved in collecting and conveying critical land documents to sellers and populating data rooms.*
- *Better documentation typically results in lower purchase holdbacks, increasing cash flow and transaction value.*
- *Deals get done on time.*

Contact TCO Land Services today at 303.298.8108 or Phil.Cortese@TCOLandServices.com to learn more about how our solutions for managing the Land Service Lifecycle can help you get deals done faster and more complete.

ABOUT TCO

Founded in 1958, TCO Land Services is one of the longest-standing national land services companies in the oil and gas industry. Our services are provided by experienced land professionals who have delivered thousands of successful projects over our 60+ year track record.

Our proprietary TACT/ TitleSuite technology platform ensures our work is performed efficiently, productively, and that we deliver a standardized and consistent high-quality product to our clients.

Glenn Land and Pam Cortese are the third generation of dedicated industry veterans to lead TCO Land Services. Combined, they have over 30 years of work experience at TCO and are leading our initiative to leverage technology for client advantage.

CONTACT

