



Matt Flanagan
PARTNER

STANCIL & CO.

CAREER HIGHLIGHTS

Matt brings 30 years of success partnering with global energy industry leaders to drive business and operational growth initiatives. He has demonstrated success incubating and leading the growth of energy industry advisory and technology practices. He also has a proven track record of visioning, developing, and delivering business operations and technology strategy initiatives across oil and gas, petrochemicals, power and utilities, metals, and mining sectors. He has driven energy industry thought leadership, authoring over 20 published pieces in leading oil and gas periodicals, including *Hart Energy*, *Reuters*, and *Oil & Gas Journal*.

Matt is active in the energy/oil and gas industry conference speaker circuit, including speaking engagements at AFPM, SAP US Oil & Gas Conference, SAP International Oil & Gas Symposium, Microsoft Global Energy Forum, and the World Gas Conference in Europe.

Matt began his professional career with Andersen Consulting (Accenture) in their Global Energy Practice. He led and delivered a range of complex business led technology transformation efforts with major energy companies, independent energy companies, as well as national oil companies around the world. He developed the midstream/downstream business plan for Sinopec ahead of their IPO in 2000.

In 2006, Matt joined Petroplus Marketing AG in Switzerland to spearhead over a dozen corporate improvement projects as well as to lead the integration efforts for eight refining and marketing acquisitions over a period of five years.

Matt joined a boutique energy consulting firm in 2010, co-leading their Process and Technology practice, as well as the EMEA practice based in London. He led practice development, business development, client service delivery, and recruiting efforts for the practice.

Matt joined Stancil & Co. in September 2022 and is a co-founder of Pyxis Advisory Group, an affiliate of Stancil & Co.

REPRESENTATIVE EXPERIENCE

- **Corporate Leadership** – Matt has performed across a range of executive roles, including COO and CIO, at established and start-up energy ventures. Developed organizational and technology roadmaps for multiple start-up companies. Formulated company policy and procedures; and designed internal operating procedures to raise corporate safety ratings.
- **Mergers & Acquisitions** – Activities include, but not limited to, due diligence, PSA negotiations, creating business plans, cultural integration, and technology planning. Led integration and transition of over 50 transactions (\$25B+ in total transaction value), both buy-side and sell-side globally.
- **Digital Transformation** – Led evaluation, selection, design, and implementation of numerous digital technologies. Functionality spanning Enterprise Resource and Enterprise Asset Management, Operations & Control Management, Visualization, and Supply Chain Management. Executed numerous technology rationalization programs to optimize corporate IT spending.
- **Commodities Trading and Risk Management** – Led organizational design and development of commercial teams; as well as evaluation, selection, design and implementation of numerous C/ETRM platforms across multiple commodities. Designed and delivered managed services capabilities for commercial business and IT support.

PREVIOUS POSITIONS

- 2020 – 2022 Dragon Hill Ventures/Zygos Technologies
- 2020 – 2021 MAZE Environmental
- 2010 – 2020 Opportune LLP
- 2006 – 2010 Petroplus Marketing AG
- 2005 – 2006 Sirius Solutions/Deloitte
- 1993 – 2005 Accenture (Andersen Consulting)

EDUCATION

1993 MBA – University of Houston
1990 BS – Aerospace Engineering
Texas A&M University