



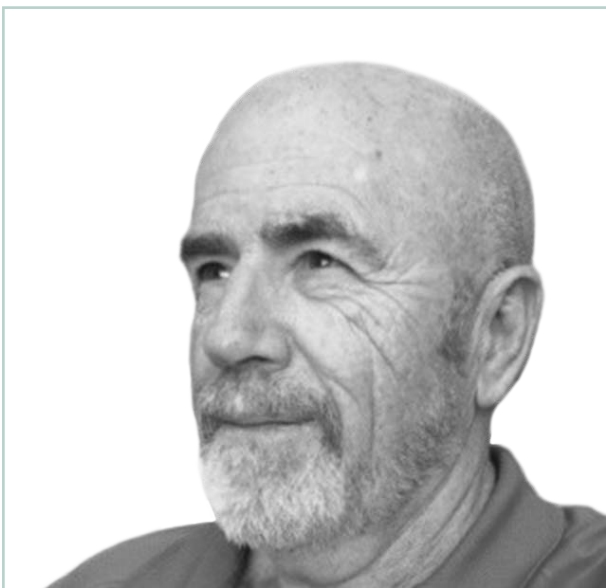
# MI Gulf Services

**XaitPorter brings a more professional and intuitive proposal based upon its clients' requirements**

## Who are MI Gulf Services?

MI Gulf Services are an Oilfield Service Company providing Drilling & Completion Fluids, Engineering Services, Liquid Mud Plants, Solids Control and Waste Management services throughout the Middle East region.

Headquartered in the Oilfields Supply Center Ltd Jebel Ali Free Zone in Dubai, MI Gulf Services were established to supply Drilling Fluids and Engineering services to customers in Oman and the United Arab Emirates. The company has since expanded to encompass a number of other countries, and provides both fluids and solids control services throughout the Middle East also, whilst supplying products to operations in both Africa and Asia from their logistics hub in Dubai.



**"With the implementation of XaitPorter we have been able to streamline the tender process and become more efficient while having a significant increase in tender and proposal submissions."**

Rod Jones, Managing Director, MI Gulf Services



[migulfservices.com](http://migulfservices.com)



## The challenge: Consolidating the final document

As is the case for most modern-day companies in the oil and gas industry, document creation is an integral part of MI Gulf Services' operations. The company prepares highly complex, high-value business and engineering documents that contain a wide variety of content from across the enterprise, with multiple contributors being part of the authoring process.

Like so many other companies, MI Gulf Services were looking for a more efficient way to create documents. The main challenge they faced was the consolidation of the final documents with input from several different sources and various software packages, as part of the complexity of their business as well as standardization of formatting.

Rod Jones, Managing Director at MI Gulf Services, explains:

**– Being able to follow up the changes and updates as well as making sure that the format was being kept while it was updated represented a significant challenge, as well as to track who updated which part of the document. Being able to review and approve in an efficient way while maintaining the highest level of quality was very time-consuming.**

As stated on their website, a key part of MI Gulf Services' mission is to create and provide innovative solutions with a focus on excellence and cost-effectiveness, as well as to provide their customers with fit-for-purpose solutions to their challenges. Adopting an innovative, best-of-class co-authoring solution to solve their own document production challenges was a logical next step in this regard.

## The solution: Co-authoring in XaitPorter

MI Gulf Services needed a software solution that could take the complexity out of their document creation and management process. They had been successfully using XaitPorter in the past, so they reached out to Tore Medhaug, Xait's Business Development Manager in the EMENA region. Medhaug went to Dubai and presented XaitPorter to the MI Gulf Services' executive team, and the company started using the solution in October 2019.

How are they using XaitPorter today?

– Today we are using XaitPorter mainly to prepare tender submissions as our main priority, says Rod Jones. – We're also moving into utilizing it for other documents.

**Read more:** [How to collaborate efficiently on complex documents.](#)

## Results: Professional tenders prepared quicker

MI Gulf Services have experienced a significant amount of tender activity in the last 12 months, and they have been able to deliver very professional tenders using XaitPorter – with the same amount of resources.

Rod Jones describes how being able to collate many different documents, data files and reports into one indexed and searchable document has increased their overall efficiency:

**– Utilizing XaitPorter has meant that we now deliver a concise, professionally presented, single and searchable document. This has saved both clients and ourselves considerable time when referencing the single document.**

**With the implementation of XaitPorter we have been able to streamline the tender process and become more efficient while having a significant increase in tender and proposal submissions.**



## Significant increase in output

Co-authoring tenders typically involves a large, multi-disciplinary team working together for weeks or months to produce a comprehensive document. Version tracking problems and struggles in compiling multiple formats into one consistent final document often result in a stressful process.

For MI Gulf Services, these challenges belong in the past:

– With the implementation of XaitPorter we have been able to streamline the tender process and become more efficient while having a significant increase in tender and proposal submissions.

To learn more about MI Gulf Services and the services they offer, [visit their website](#).