



YPFB ANDINA S.A.:

# FINDS A COMPREHENSIVE DIGITAL SOLUTION THAT SUPPORTS ITS STEADY GROWTH



**When a company goes through a period of growth and market consolidation, there is an immediate need for a robust communication infrastructure able to support and help streamline operations to boost productivity and security. Digital technology enables that.**

## THE COMPANY

YPFB Andina S.A., a YPFB Corporation company, is in the business of exploring and producing hydrocarbons in Bolivia. It's one of the most important in the industry based on size of investments and commercial operations.

Currently, YPFB Andina is at the forefront of production in the country. Market participation represents 35%+ of total gas production, 31%+ of crude, condensate and gasoline national production, 43% of natural gas and 33% of all Bolivian liquids. Most of their production is exported to Brazil.

## THE CHALLENGE

As the company was consolidating its position in the market, their technological infrastructure would not follow this development. It was based on an analog communication system that had proven useful until then, but could not further respond to their ever increasing operational and communication needs. The system

would offer neither the right geographic coverage nor the capabilities required for this new environment.

The main objective was to integrate the entire YPFB Andina corporate network to improve communications with the workforce, mainly those working on the gas fields. Additionally, it was imperative to adopt a solution that enabled phase implementation to ensure operational continuity and an orderly migration for every user.

## THE SOLUTION

After analyzing several advanced technology options, Motorola Solutions was the company chosen by YPFB Andina. The solution comprised the installation of MOTOTRBO™ antennas and repeaters in every YPFB Andina plant that continued operating in analog mode while the migration to digital was in process. MOTOTRBO devices, with voice and integrated data functionalities such as GPS and text messaging, were delivered and programmed: 90 DGP™6150 portables and 70 DGM™6100 mobiles; the latter were installed on the trucks and on the control centers base radios.

The digital radiocommunication system selected was implemented in every YPFB Andina field, plant and pit, thus enabling the complete corporate network integration plus a broader coverage for easy workforce access to seamless communication which,

## IMPLEMENTATION SUMMARY

**Company:**  
YPFB ANDINA S.A.

**Website:**  
[www.ypfb-andina.com.bo](http://www.ypfb-andina.com.bo)

**Location:**  
Bolivia

**Vertical Market:**  
Energy & Natural Resources

**Project:**  
Migration to digital and communication system expansion.

## Motorola Solutions MOTOTRBO Products:

- 10 DGR™ 6175 Repeaters
- 90 GPS-enabled DGP™6150 Portable Radios
- 70 GPS-enabled DGM™6100 Mobile Radios
- 90 Remote Speaker Microphones for DGP™6150
- 70 Motorola RAD4218 Antennas
- 80 MOTOTRBO Application Licenses
- 10 MOTOTRBO Additional Client Licenses
- 5 MOTOTRBO Software Keys
- 5 MOTOTRBO GSM Plates

**Partners:**  
• EUROCOM for project implementation

- Benefits:**
- General logistics optimization
  - Better coverage for the operational area
  - Constant workforce localization and communication
  - Robust equipment for outdoor working conditions
  - Better response time and lower costs

**CASE STUDY**  
YPFB ANDINA S.A.



“Now we can have better coverage that enables communications between a plant in the south and one in the north with an operational benefit that is reflected on a daily basis. Additionally, we can use portable devices because they enable text messaging and geolocation and supports new applications. These are the advantages that make the system so good and contribute to the business operational improvement”.

**Mauricio Cáceres**  
IT Systems Manager at YPFB Andina S.A.

in turn, reduced costs and response times. The right accessories together with BGH S.A. MOTRSOFT application licenses for MOTOTRBO optimized the system functionalities.

The solution was complemented with full workforce training in digital mode operation.

### THE BENEFITS

Motorola Solutions MOTOTRBO solution provided many different benefits to YPFB Andina. We can mention, among others:

- Substantial communication coverage improvement; it currently includes the whole area, from north to south, where all the operations camps are located
- Ease of communication with the field workforce that now have portable devices, which provide great data functionality, including GPS and text messaging, and help them keep in touch wherever they may be
- Logistics optimization benefits the Bolivian Government that can now better fulfill export commitments to neighboring countries as well as improve service to internal users of gas based fuels

“We conducted a technical analysis of all the new technologies available and ascertained that Motorola Solutions MOTOTRBO Digital VHF communication offered the advantage of allowing for the entire corporate network integration, so we decided to select this equipment. The network has extended coverage and, above all, services. YPFB Andina S.A. is the first company to implement a Digital Communications Service in Bolivia so, as Bolivians, we are proud to be able to propose and promote the use of new technologies in the country”.

**Dydir Rojas,**  
Network Engineer at YPFB Andina S.A.

“We are pleased to be able to make such a positive impact in YPFB Andina productivity through our technological solution. Radiocommunications digitization offers an array of possibilities through applications that generate direct benefits to each business; this is why we are proud to be able to help a company that wants to be at the forefront of technology to benefit its operations”.

**Manuel E. Moreno,**  
Channel Regional Sales Manager for Latin America & The Caribbean at Motorola Solutions

For more information, visit our pages  
[www.motorolasolutions.com/caribbean/mototrbo](http://www.motorolasolutions.com/caribbean/mototrbo)

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