



BEST PRACTICES FOR LAND DATA MANAGEMENT

Operational Discipline • Connected Data • Scalable Processes



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President / Founder Honeycutt Solutions, LLC

A consulting and contract services company that is focused on providing high-quality asset management services to energy companies.



Chief Executive Officer Lando Solutions, LLC

Software company focused on streamlined and simplified Land Administration solutions.



Over 20+ years' experience
working in Land Administration



Certified Professional
Lease and Title Analyst (CPLTA)



Certified Division Order Analyst
(CDOA)





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LAND DATA ISN'T JUST INFORMATION— IT DRIVES BUSINESS OUTCOMES



REVENUE

Accurate ownership and payment data ensures you collect every dollar you're entitled to.



OWNER RELATIONS

Clean, reliable data builds trust and improves communication with owners.



COMPLIANCE

Maintain regulatory compliance and meet obligations with confidence.



ACQUISITIONS & DIVESTITURES

Better data leads to faster due diligence, smoother transitions, and fewer surprises.



RISK MANAGEMENT

Identify issues early, reduce exposure, and protect the value of your assets.



REPORTING

Make informed decisions with accurate, timely, and consistent data.



DOCUMENT ORGANIZATION

Find the right document fast and ensure the latest version is always the right one.



AUDIT READINESS

Complete, traceable records make audits faster, easier, and less disruptive.



OPERATIONAL PLANNING

Reliable data supports forecasting, planning, and strategic growth.



STRONG LAND DATA CREATES **CONFIDENCE. CLARITY. AND COMPETITIVE ADVANTAGE.**





COMPANIES SPEND MILLIONS ON SYSTEMS... ...AND STILL CAN'T ANSWER BASIC OWNERSHIP QUESTIONS QUICKLY.



THE ISSUE USUALLY ISN'T LACK OF DATA.
IT'S DISCONNECTED DATA.





ACQUISITION & DIVESTITURE CHAOS: INHERITED DATA BECOMES YOUR PROBLEM



MISSING TRANSFER SUPPORT

Critical data and context
don't make it over.



SUSPENSE DISCREPANCIES

Unreconciled suspenses
create confusion and risk.



OWNERSHIP MISMATCHES

Conflicting owner records
lead to payment and
compliance issues.



INCOMPLETE HISTORY

Gaps in historical data
limit visibility and insight.



OVERWHELMING CLEANUP EFFORT

Manual cleanup drains
time, resources,
and patience.



DATA EXPORTS DO NOT MATCH PSA

Formats, fields, and values
don't align—creating rework
and delays.



**BAD DATA DOESN'T STAY THEIR PROBLEM.
IT BECOMES YOUR RISK, YOUR WORK, AND YOUR COST.**



THE EXCEL DEPENDENCY PROBLEM: **EXCEL BECAME THE SYSTEM**

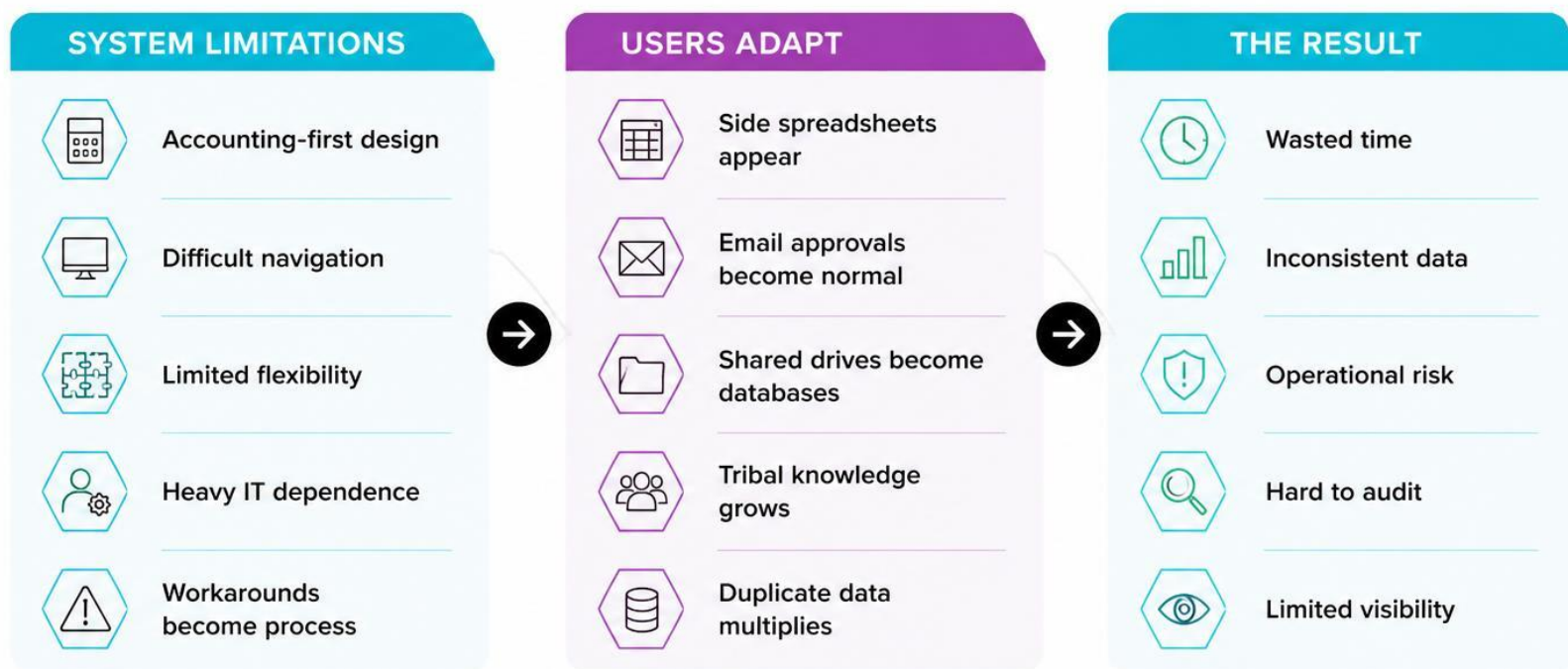
COMMON PROBLEMS:



EXCEL IS AN INCREDIBLE TOOL,
BUT A DANGEROUS SYSTEM.



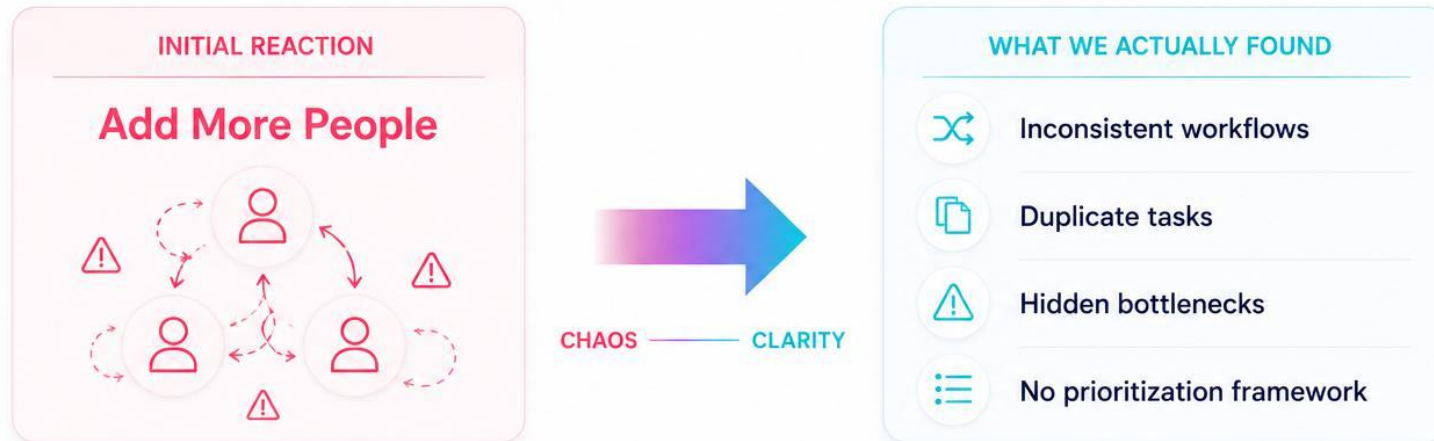
WHEN SYSTEMS DON'T SUPPORT THE WORK, PEOPLE CREATE WORKAROUNDS.



THE SPREADSHEET USUALLY ISN'T THE PROBLEM.
IT'S THE SYMPTOM.

“That’s The Way We’ve Always Done It.”

The hidden cost of operational inefficiency



INSTEAD OF SCALING CHAOS...

We streamlined the process.



Standardized workflows



Better visibility into work



Clear ownership at every step



Improved tracking & accountability

“ Process problems scale faster than people can fix them. ”

AI & THE FUTURE OF LAND DATA MANAGEMENT

AI OPPORTUNITIES



LEASE & CONTRACT EXTRACTION

Automatically extract key data from leases and contracts with greater accuracy.



SMARTER DOCUMENT ORGANIZATION

AI classifies, tags, and organizes documents so you can find what you need—faster.



NATURAL LANGUAGE SEARCH

Ask questions in plain language and get answers across all your data.



WORKFLOW AUTOMATION

Streamline approvals, routing, and notifications to keep work moving.



FASTER DUE DILIGENCE

Accelerate data review and analysis for acquisitions, divestitures, and reporting.



AUTOMATE REPETITIVE REVIEWS

Provision review, suspense, ownership changes, and more.



REDUCE HUMAN ERROR

Use rules-based processing to drive consistency and accuracy.



IDENTIFY ANOMALIES

Detect outliers, inconsistencies, and risks earlier so you can act faster.

KEY REALITY



**AI IS ONLY AS GOOD AS
THE DATA BEHIND IT.**



DATA QUALITY MATTERS

Clean, complete, and consistent data delivers reliable AI results.



CONNECTED SYSTEMS MATTER

Integrated data across systems creates better insights and decisions.



HUMAN REVIEW STILL MATTERS

AI augments people—it doesn't replace judgment, experience, or accountability.



COMPANIES WITH CLEAN, CONNECTED LAND DATA WILL BENEFIT THE MOST FROM AI.

DATA QUALITY IS EVERYONE'S RESPONSIBILITY



LAND



DIVISION ORDERS



ACCOUNTING



GIS



LEGAL



OPERATIONS



LEADERSHIP

Land Software Framework Options



Agreements
manage the terms.



Tracts
connect the
relationships.

 Agreement-Based Strengths	 Tract-Based Strengths
 Strong contract organization	 Strong operational connectivity
 Familiar lease-centric workflows	 Centralized ownership structure
 Effective obligation tracking	 Better well & unit relationships
 Simplifies legal review	 Reduces duplicate data maintenance
 Easy document-centric navigation	 Improves reporting & analytics
 Supports negotiations & amendments	 Better GIS and spatial integration
 Effective for transactional activities	 Scales more efficiently across assets
 Clear agreement history	 Stronger foundation for automation



BEST PRACTICES FRAMEWORK: PRINCIPLES THAT SCALE



**CENTRALIZE
CRITICAL DATA**



**STANDARDIZE
PROCESSES**



**MAINTAIN OWNERSHIP
INTEGRITY**



**TRACK CHANGES
HISTORICALLY**



**REDUCE
DUPLICATE ENTRY**



**BUILD OPERATIONAL
VISIBILITY**



**PRIORITIZE
USABILITY**



**DESIGN FOR FUTURE
SCALABILITY**



**STRONG PRINCIPLES. CLEAN DATA.
BETTER DECISIONS. GREATER IMPACT.**

THE EVOLUTION OF LAND ADMINISTRATION

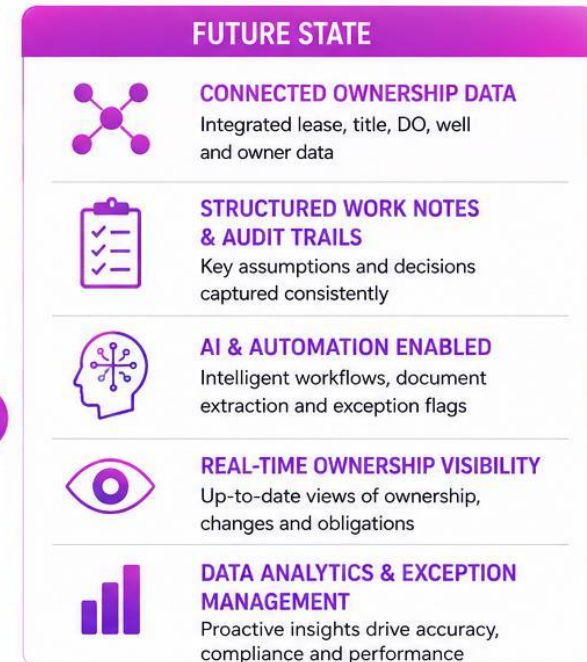


From Transactional Processing to Ownership Data Intelligence



INDUSTRY SHIFT

Moving from manual, disconnected processes to integrated ownership intelligence.



AI AND AUTOMATION CAN PROCESS TRANSACTIONS —
BUT ONLY CONNECTED, STRUCTURED DATA CREATES SCALABLE AND AUDITABLE OWNERSHIP INTELLIGENCE.





Interested in checking out
new Land Software?



Subscribe to
only **solutions you need.**



Flexible. Scalable. Built for Land Teams.
Pay for what you use and stay in control.



Simplified DO generation



Practical owner records tracking



Suspense management



Intuitive search with
organized data views



Land, lease & contracts tracking



Document repositories



Integrations with
accounting software



THANK YOU!

...

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