Hydrocarbon Supply Chain Optimisation

Realise maximum return through supply chain improvement.

SUPERIOR RESULTS. SUSTAINED.
Feedstock (crude) cost is the biggest expense (88-93%) for a refinery and has the most significant impact on refinery margin.

Optimising the hydrocarbon supply chain is critical to maximising return through revenue and margin improvement and cost optimisation.

Not being able to quickly and confidently respond to operational upsets and identify potential margin improvement opportunities is a constant drain on margin and revenue.

Lack of supply chain performance visibility allows for unchecked margin and revenue “give away” and unnecessary cost.

Optimising the hydrocarbon supply chain involves a wide array of touch points and considerations from feed acquisition, transportation, processing, to final product distribution as well as a second dimensional element of time that has to be considered in the different levels of planning through execution.

KBC has helped clients around the world improve and sustain their hydrocarbon supply chain performance from $38 to $420 MM USD over 5 years

KBC’s technology, our broad range of international experience, the tools designed and tested across the hydrocarbon processing industry, as well as our Accelerated Capability Transfer to sustain improved performance are the foundation of the SCOPE (Supply Chain Optimisation & Performance) Excellence programme.

The CHALLENGE

Modelling, managing and monitoring the hydrocarbon supply chain is a core differentiator among those that achieve maximum return on capital employed.

- Feedstock (crude) cost is the biggest expense (88-93%) for a refinery and has the most significant impact on refinery margin.
- Optimising the hydrocarbon supply chain is critical to maximising return through revenue and margin improvement and cost optimisation.
- Not being able to quickly and confidently respond to operational upsets and identify potential margin improvement opportunities is a constant drain on margin and revenue.
- Lack of supply chain performance visibility allows for unchecked margin and revenue “give away” and unnecessary cost.

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Enabled through highly skilled professionals and

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A disciplined approach that considers the entire hydrocarbon supply chain is required. The KBC SCOPE program is derived from a wide range of knowledge and expertise, designed and tested across the hydrocarbon processing industry.

**SCOPE includes:**

- **Benchmarking:** Where are you vs. international best practices to determine your potential to improve.
- **Strategy:** Develop an actionable strategy that delivers your competitive advantage.
- **Forecast:** Support superior, informed decision making through a robust forecast centred around your business with global and regional operational insights.
- **Plan:** More reliable and accurate market responsive plans to achieve higher margins using a technology based work process.
- **Execute:** Develop your people to convert the plan to reality and increase your probability of sustained success.
- **Respond:** Increase staff capabilities to respond to operational upsets and identify opportunities to improve margins.
- **Monitor:** Monitor key parameters to ensure the sustained performance of your Hydrocarbon Supply Chain.
- **Improve:** Manage your Supply Chain through sustainable excellence from a foundation of capability and the continuous improvement of your process, technology and people.

**The SOLUTION**

KBC’s proprietary leading IP and technology.
Your PARTNER FOR SUCCESS

KBC is a global technology provider and consultancy focused on the hydrocarbon processing industry. With over 35 years’ experience in upstream, midstream, downstream, and petrochemicals, we are ready to serve you anywhere and anytime you need help with meeting your business challenges.

THINK LIKE AN OPERATOR APPROACH

Our experience shows that sustainable improvement is only possible if accompanied by a change in behaviours in day-to-day operations. KBC’s track record is second to none in achieving long term results.

KBC uses the most effective combination of business analysis, technical and operational expertise, workforce capability and applied simulation technology to meet your objectives. Building on profit improvement, we have helped clients to achieve and then sustain improvements in business performance since 1979.

Finding the right, fit-for-purpose solution for our clients is our area of expertise and we back up our solutions with methodical diagnostics, the deep industry knowledge of our consultants and leading technologies. Many of these solutions require no investment so can be implemented to deliver returns quickly.

KBC IS FOCUSED ON SAFETY

At KBC, we believe that there is no task so important or so urgent either in our business, or our customers’ businesses, that it overrides the need to work safely.

DELIVERY APPROACH

The KBC approach across all elements of the business ensures alignment and maximises synergies.

Our approach lays out a clear direction with defined processes and measured outcomes.

DELIVERY FRAMEWORK

As part of the KBC Delivery Framework, key strategic, organisational and technology elements are embedded in our Project Management Office (PMO). Every project is planned in appropriate phases to ensure proper definition of the issue, discover the business background and develop detailed solutions that deliver the desired results, as well as ensuring that they can be sustained in the long term.