



M³ – Measure. Manage. Maximize.®

Solomon Associates Backgrounder

Based in Dallas, HSB Solomon Associates LLC is the world's leading performance improvement company for energy companies seeking to identify and close gaps in operational performance.

Founded in 1980, Solomon Associates combines proven methodologies with objective data analysis to help clients with energy-intensive assets achieve greater efficiencies, enhanced reliability, and improved margins.

More than 80 percent of the world's petroleum refining facilities, as well as top players in the global chemicals, pipeline and power industries, entrust Solomon Associates with their most sensitive operational data. Solomon Associates uses this information in its proprietary benchmarking studies -- the industry standard for comparative performance analysis, and the starting point in the performance improvement process for Solomon Associates clients.

Unlike other consulting firms that rely on cookie-cutter or capital-intensive approaches - such as slashing headcount or investing in expensive new equipment - Solomon Associates uses its benchmarking data to focus on what clients can do to achieve performance improvement at little or no incremental cost, by enhancing work practices and business processes based on industry best practices.

Solomon Associates serves the following industries:

- **Refining.** Energy companies representing more than 80 percent of global refining capacity take part in Solomon Associates' biannual fuels and lube studies, which have emerged as indispensable tools for refiners seeking to improve operational performance.
- **Chemicals.** Olefin, butadiene, and styrene plants in 36 countries participate in the Solomon Associates biannual chemicals studies. Each study reviews hundreds of performance measures (e.g., yield indicators, range of utilizations, maintenance cost performance) to help clients get the most profitable yields from their feed and achieve budget goals by having a smoothly operating plant.
- **Pipeline.** In an environment of tightening regulatory requirements and narrowing margins, Solomon Associates helps pipeline operators move beyond outdated performance analysis metrics (e.g., barrel-mile) to gain detailed insight into their performance relative to that of other operators. Solomon Associates currently works with more than 50 pipeline companies representing 250 pipeline systems worldwide.
- **Power.** The Solomon Associates global power study encompasses all types of fossil-fired power generation facilities, providing not just a report card but a roadmap for making better decisions. Solomon Associates helps clients to evaluate the effectiveness of their maintenance programs, to determine whether they are underfunding their assets, and to balance the commercial and technical tradeoffs of power plant operations.

From top to bottom, the Solomon Associates team is steeped in hands-on operational experience -- with an average of more than 25 years in operations at many of the world's top energy companies. The company is led by Chairman and CEO Greg Barats and President Dale Emanuel.

Solomon Associates is part of HSB Group, Inc.

For more information about Solomon Associates, visit www.solomononline.com or contact Cathy Baradell at 972.235.3439 or cbaradell@ideagrove.com.



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Solomon Associates Fact Sheet

- Founded in 1980, Solomon Associates offers performance-improvement products and services to energy companies in 70 countries, encompassing the refining, chemicals, pipeline and power industries.
- The company's proprietary benchmarking methodology – Comparative Performance Analysis (CPA™) – was introduced in 1983 and is the standard for measuring operational performance in the refining and chemicals industries.
- Refiners representing more than 80 percent of the world's refining capacity participate in the company's Fuels and Lube Refinery Performance Analyses (Fuels and Lube Studies).
- The Fuels and Lube Studies analyze more than 8,000 data points collected across every major facet of a refinery's operations.
- Chemical plants representing more than 70 percent of the world's olefin production capacity participate in the company's Worldwide Olefin Plant Performance Analysis (Olefin Study).
- Solomon Associates offers more than 30 different benchmarking and consulting solutions targeted to specific industries and industry segments.
- Solomon Associates analysts and consultants have an average of more than 25 years of hands-on operational experience in the global energy industry - far exceeding the field experience of competing management consulting firms.
- The company has offices in China, Japan, Mexico, Russia, Singapore, South Korea, the United Kingdom and the United States.
- HSB Solomon Associates LLC is based in Dallas and part of HSB Group, Inc.

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