


3D Performance Analysis

Performance Improvement Solutions



M³ — Measure. Manage. Maximize.®





3D Performance Analysis takes the “mystery” out of identifying your performance improvement objectives.

3D Performance Analysis

Every forward-thinking operation knows that to drive sustainable performance improvement, you have to seek out the root causes of inefficiency. While the first step in this process is determining where the problems lie, the most difficult part is identifying what perspective to take when determining what changes are required to improve. With a Solomon 3D Performance Analysis, we help you take the “mystery” out of the equation by discussing your improvement objectives and designing a custom analysis of your benchmarking data to determine the root cause of your inefficiencies.

What makes the 3D Performance Analysis service unique is the fact that each analysis is entirely custom-built to answer your performance improvement questions. Once you define your priorities (operating expense, yields, strategic issues, etc.) and how fast you need to achieve your goals, we can start building your custom-designed analysis to generate solutions.

3D Performance Analysis as a part of your strategic planning process

Your custom analysis generates improvement options

You estimate the cost and benefit of each option given the data supplied

The process creates a targeted improvement map for 2, 5, or 10 years, depending on your goals

How it Works

We start by understanding your improvement objectives so we can determine what areas of your data to analyze.

From there, we create a list of analysis options from which you choose where to focus, ensuring that the analysis output is aligned with your expectations.

We compare your data to “world-best” performers for opportunity screening and then turn to custom peers for validation of those opportunities.

We deliver a custom analysis that answers your performance improvement questions and supplies you with a clear set of realistic targets.

Potential performance improvement analysis areas may include:

Energy improvements

Yield gaps

Maintenance turnaround interval, duration, and effort

Productivity of past capital investment

Operations staffing

Catalyst life and cost

Whether the scope of the issues you want to analyze is targeted or broad, our goal is always the same—find the gaps and determine with a granular level of detail how to close them as fast as possible and at the lowest cost.

Case Study of the 3D Performance Analysis

Goal: Cost-effectively improve refinery EII®

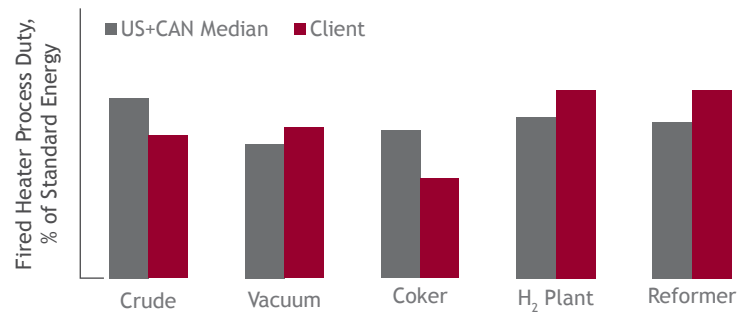
The Project: A major mid-continent refining client was looking for a way to “jump start” their energy improvement and turned to Solomon for help. We held a 2-day energy workshop that included detailed explanations and analysis of their Energy Intensity Index (EII) versus world-best performers, plus reviews of each individual heater and steam system.

This analysis revealed opportunities in many areas (based on their study benchmarking data), including crude preheat, reformer recycle, H₂ plant process steam, and heater stack approach temperature. The result of their analysis was a prioritized list of energy improvement possibilities that created the roadmap for their energy improvement program for the next 5-10 years.

For a total project cost equivalent to approximately 1 day of their energy gap cost, this 3D Performance Analysis provided the client an immediate return on their investment.

The Result

Your 3D Performance Analysis goes beyond defining your potential inefficiencies—it delves deeper into the data to show you specific changes to drive improvement and achieve your business objectives.



About Solomon Associates |

Having provided benchmarking and performance improvement consulting services since 1980, Solomon has become “the” Performance Improvement Company for the energy industry. We help clients realize the full technical and financial potential of their existing assets and new capital projects.

As an experienced company that values confidentiality and long-term relationships, we strive to develop and hone the most creative and effective strategies to maximize client performance through our Comparative Performance Analyses™ (CPA™) studies and consulting services. Our team of experts has on average 25 years of industry expertise in numerous fields. At Solomon, our goal is to become your trusted advisor and improve each operation we analyze.

Today, companies in more than 70 countries rely on our benchmarking, performance improvement programs, and unique methodologies to keep their businesses competitive.

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