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Benchmarking for the Refining Industry

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Participants in our global refining studies have come to rely on our unique approach to benchmarking. They've learned that, with our combination of patented methodologies and extensive industry experience, we can provide superior insights into the key drivers of sustainable high performance.

Not only do our studies provide a competitive perspective on your refinery's performance, but their detailed gap analyses identify potential opportunities for efficiency improvement across all areas of operation. Both of these perspectives – comparison of your performance with others and efficiency improvement – are essential in developing effective “data-driven” tactical and strategic plans that will keep your refinery competitive in the years ahead.

Meeting the Challenge

The worldwide refining industry is facing greater competitive pressures in a marketplace increasingly dominated by large new refineries that enjoy both economies of scale and the benefits of modern technology. The days of advantages afforded by “protected” and/or “niche” markets are quickly disappearing as historical barriers related to the cost of market access quickly fall. No longer blocked by

high shipping costs, larger, newer low-cost producers can now ship their products economically anywhere in the world. To survive and hopefully thrive in this business environment, refineries today must strive continually for improved performance in reliability, margin generation, and operating expense control. Simply maintaining the status quo or relying on what has worked in the past will not be enough to remain competitive.

Knowing Where You Stand

Companies today need to understand the factors driving competition and industry progress. And it all starts with understanding the conditions of your own operations. You need detailed data, lots of it, and it all has to be accurate and reliable.

Solomon studies your refinery with an expert eye toward reliability, equipment utilization, operating expenses, gross margin, and overall performance range. Solomon's Comparative Performance Analysis™ (CPA™) methodology normalizes data across all plant sizes, types, and geographies, giving you the insight you need to understand where you truly stand against the competition. Then you're ready to identify specific areas where you can enhance performance.

We have continually refined and honed this process to make it the for gauging refining performance around the world. As always, refiners that maintain safety, improve efficiency, minimize costs, and maximize utilization continue to benefit the most in this very competitive environment.

Refining Services

Cost of Clean Products (CCP™): Solomon's CCP™ service analyzes the competitive position of participant facilities. Industries that compete in commodity markets typically must have the lowest cost of production to survive if there are no regional advantages or trade barriers that prevent the influx of competitive sources. Because production of these products is this primary objective of most refineries, Solomon developed its CCP™ service to allow for the comparison of refinery performance on the basis of "cost to produce" these products. Clean products include gasoline, jet fuel, kerosene, heating oil, transportation diesels, gasoline and diesel blend stocks, and higher-value petrochemicals.

Maintenance Personnel Efficiency Index (mPEI™): Solomon's

mPEI™ service compares the maintenance work hours necessary to maintain a facility to a standard based on that facility's size and configuration. Because no two facilities are the same, this metric is extremely valuable for managing the facility. Standard work hours, regressed from Solomon's worldwide operating performance databases and therefore based on real-world actual operating performance, incorporate the concept of economy of scale.

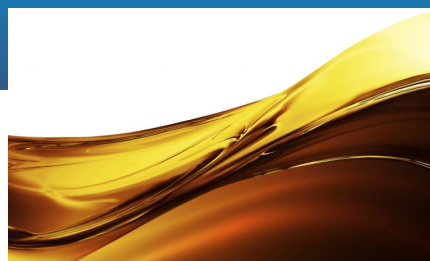
Non-Maintenance Personnel Efficiency Index (nmPEI™):

Solomon's nmPEI™ service compares the non-maintenance (i.e., operations, technical, and administrative) work hours to maintain a facility to a standard based on that facility's size and configuration. Because no two facilities are the same, this metric is extremely valuable for managing the facility. Standard work hours, regressed from Solomon's worldwide operating performance databases and therefore based on real-world actual operating performance, incorporate the concept of economy of scale.

Key Studies Include



Fuels Study



Lube Study



Combined Site Study



Aromatics Study



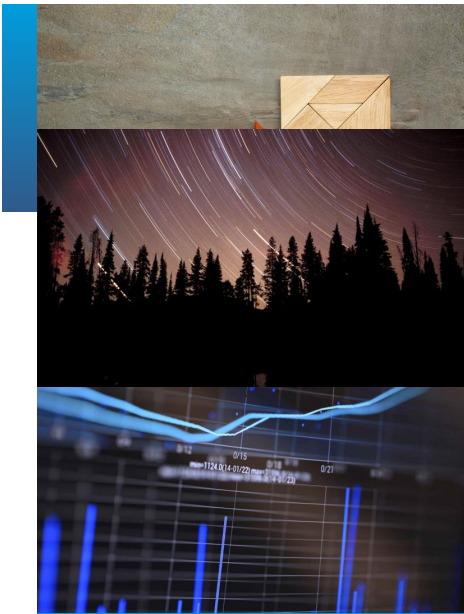
Turnaround Duration Study

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APC Study

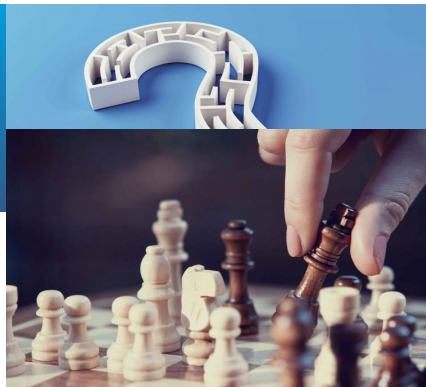
Further Analysis



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