

Turnaround Study

Performance Improvement Solutions



M³ — Measure. Manage. Maximize.®

We give you the knowledge you need to provide reliability at a predictable cost.



Turnaround Study

A turnaround is like a marathon—it takes a lot of preparation and there’s always another obstacle to overcome. Like any race, the goal is to finish, but more than that, it is to perform at the top of your game. With turnarounds, evaluating success is tough. Unlike a competition that can be measured in terms of winning or losing, the turnaround process is unique to each instance and facility, so it’s difficult to say whether or not it was a great performance.

Solomon’s *Turnaround Study* provides participants the visibility to see what a top-performing turnaround looks like. Understanding where your turnaround performance excelled—and fell short—compared to others within the industry helps guide you in improving future turnarounds. The objective is to enhance your turnaround performance, ultimately saving money and improving reliability.

Solomon’s *Turnaround Study* analyzes the following aspects of each event:

Unit type and capacity

Work scope

Direct and indirect labor

Materials

Logistics

Practices (e.g., planning and scheduling, milestone management, and operations interface, etc.)

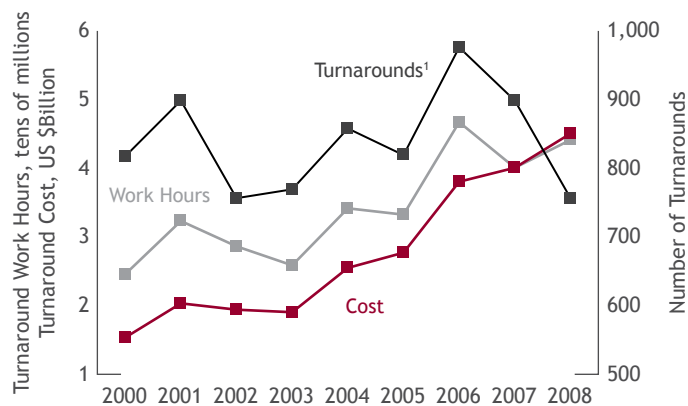
By normalizing performance data to account for turnaround size and complexity, whether it's a multiple- or single-unit turnaround, this study offers you a look at your performance on a number of key performance indicators (KPIs). With the resulting data, you will be able to answer many questions, such as:

How do I know if my turnaround cost compares well to the industry when there are numerous reasons why costs are difficult to compare (e.g., unit to unit, region to region)?

How does my direct labor expense and materials cost, as well as the cost of lost production caused by this turnaround, compare to others?

How do I compare across the range of performance in the industry?

How do I know how many work hours I should expect to execute?



According to our research, the cost of turnarounds averaged a 15% increase each year from 2000-2008.

The Process

Step 1

We make data collection easy. We come on-site to review your data collection processes and actual performance data (i.e., maintenance work, capital work, planning, execution, manpower, etc.). With that information, we help you connect the dots from that data to the study input forms.

Step 2

We guide you through the collection process. Following your turnaround, we come back to help you through the data collection process, answering any questions you may have. Our aim is to make the entire data collection process as easy as possible to give your team an effective tool to improve future turnaround performance.

Step 3

You get visibility to an analysis that will help guide you toward improving future turnarounds. Your team will get an in-depth analysis of your performance using a Solomon-tested standard of comparative metrics soon after validating your data. Your study results will give you the backup—in industry-standardized data terms—you need to make your future turnarounds more successful than ever before.

The Result

Strategic planning for the next turnaround is made more efficient and your turnaround more effective through better understanding of your business. For the first time ever, you will have visibility to how your turnarounds compare to others in the industry, providing you valuable insight that will help you target better budget levels and man hours.

¹US, Canada, and Western Europe Refinery Turnarounds

About Solomon Associates |

Solomon is “the” Performance Improvement Company for any industry within the energy sector. We have been providing benchmarking services since 1980, helping clients realize the full technical and financial potential of their existing assets and new capital projects.

We are a dynamic company that strives 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 in-house team of experts has on average 25 years of industry expertise in numerous respective fields. At Solomon, our goal is to 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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