

Strategic studies

- Sector market studies, competition analysis,
- Framing of customer expectations/needs and customer strategy (marketing mix, market segmentation, etc.),
- Product sourcing diversification strategy (fuels, biofuels, additives, etc.),
- Support via multiple upstream and downstream logistics schemes; diversification and adaptation of logistics tools and flow patterns,
- Communication strategy support.

Robustness studies

- Studies on the suitability and adaptability of logistics tools (quay, jetty, wharf, pipelines, tanks, pumps, processes, AI & TMS, etc.), regulatory impacts,
- Analysis of bottlenecks per sector (reception, storage, dispatch, quality, counting, etc.) with systematic management of regulatory aspects,
- Balancing of associated flows (reception, storage, loading, etc.) with details by product type (parent products including Jet, biofuels, additives, etc.), management of secondary logistics,
- Contextual integration approach: regulatory requirements, local and regional expectations, associations & residents, hinterland, etc.

Development studies

■ Inception studies

- Contextual review of the project (market, logistic, process & production, regulatory frame),
- Dimensioning & studies of technical subjects,
- Financial evaluation and formalisation of associated schedules,
- Economic viability controls: CAPEX, OPEX, ROI, etc.

■ Feasibility studies

- Project objectives edition based on expectations and contextual data,
- Identification of needs, input data, technical reviews,
- Operational & Schematic diagrams (PFD, PID, etc.),
- Project estimation & associated planning,
- Project layouts & sketches.

■ Additional studies: BASIC, FEED 1, FEED 2, ...

- Support via Design or Engineering Co adapted to the size of the project and its particularities (technical issues, financial issues, regulatory issues, etc.).

Regular integration of operational and logistical issues at each phase, with a focus on the CAPEX-OPEX balance.

Technical, regulatory & inter-professional audits

- Audit & optimisation of the Safety Management System (SMS),
- Audit and revision of the Emergency Plan & Fire Fighting Defence Plan,
- Diagnosis of site compliance covering the technical aspects and regulatory issues of industrial sites: gap analysis, improvement plan, compliance strategy ensuring the economic viability of the site, monitoring, and support for compliance,
- «Interpro» audit (petroleum sector) based on the professional standard.



Project Management

- Preliminary analysis reviewing proposed project,
 - Editing of roadmap and framing of objectives (Quality, Cost, Deadline...),
 - Steering of critical paths, avoidance solutions, monitoring and control of chosen indicators, alert in case of drift,
 - Assistance with tenders, technical alignments, contract negotiations and contract drafting,
 - Follow-up of contractual commitments related to the project (Contract Management), management of claims and instruction of associated contractual arguments, drafting of intermediate notes and alert letters,
 - Management of budget maintenance by studying possible amendments related to modifications to the basic contracts,
 - Overall coordination of companies and service providers, including the implementation and monitoring of QHSE procedures, publishing of project feedback to capitalise on continuous improvement,
 - Steering and reporting until closing, preparation and participation in Steering Committees, reporting on project progress to General Management and/or Shareholders.
- Asset management plans: creating reliable and relevant dashboards, integrating a temporal and organisational approach, ensuring assets are up-to-date and sustainable, establishing multi-year value protection programmes, analysing profitability.
 - Study of end-of-life scenarios: anticipating an end of life in different forms (shutdown, mothballing, sales, deconstruction...), specific studies for selecting the most appropriate solution, analysis and estimation then integration of liabilities.

Asset management

- Inventory and valuation: identify all assets and their components, develop a suitable valuation model, associate a global value, ensure registration and financial adequacy, ...
 - Asset management (optimization) policy: improve their level of service (adequate use, efficiency, availability, etc.), balance the investment/expense ratio in line with your management strategy, combine risk management, etc.
- Inventory, usage, level of failure, frequency, and cost of maintenance,
 - Maintenance strategy: in-house processing/outsourcing,
 - Edition of a criticality/priority grid vs. associated risks (cost of repair or replacement, repair or replacement time, operating loss, process safety, security, etc.),
 - Control and adequacy of contracts and associated maintenance services,
 - Specific reviews of the coverage of regulatory obligations (Labour Code, Environmental Code, etc.),
 - Contractual support: contract review, new calls for tender, prospecting for new qualified service providers, etc.
 - Integrated management of the specificities of sensitive sites (24/7 operations, on-call, emergency, etc.),
 - Support in the implementation of Facility Management solutions and collaborative software such as CMMS (Computerised Maintenance Management System).

