Operations Improvement

BP



ABOUT THE CLIENT

Industry	Oil and Gas
Revenues	$200 billion+
Employees	80,000
Location	Europe
BSI Service or Solution	Capacity & Channel Analysis

Key Challenges
- Capacity was constrained, leaving field support staff short of railcar storage, transloading, and tank and pipeline handling capacity.
- No existing resources were sophisticated or detailed enough to provide visibility to granular operational intelligence on impending midstream bottlenecks

Why BSI was Selected
- Expertise and experience with transloading and bulk commodity handling operations
- Database compilation and integration capabilities
- Knowledge of compliance requirements in hazardous chemicals handling and logistics

Project Scope
- Storage tank farms for bulk storage
- Railcar storage
- Trans-loading facilities (railcar to truck and vice versa)

- Ethylene, Compressed
- Ethyl Acetate
- Flammable Liquid, N.O.S.
- Acetic Acid, Solution/Glacial
- Acetic Anhydride
- Butadienes, Stabilized
- Ethylbenzene
- Xylenes
- Other Flammable and Environmentally Hazardous Liquids

Project Approach
- Developed a nationwide database of transload facilities, tanks capable of handling each fuel, and railroad carspots
- Analyzed qualifying parameters such as available capacity, compliance record, and rates
- Compiled a database of contacts for every facility
- Conducted a strategic competitive analysis of large midstream suppliers

Financial Benefits Realized
- Increased revenue from higher throughput
- Reduced costs by identifying more suppliers and building a procurement information system that facilitated a more competitive tendering process

Operational Benefits Realized
- Revealed spots of available capacity, which increased throughput and fuel sales
- Increased flexibility by facilitating access to a broader range of suppliers

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