

TRAINING SEMINAR



Implement state-of-the-art Performance Management systems to monitor operational and financial performance at high frequency

Many oil refineries worldwide are using sophisticated decision support tools to cope with increasing competition, complexity of both technical and commercial issues and high dynamics of petroleum products markets.

The course shall review the most common financial challenges of oil refineries to introduce the benefits from high frequency KPIs for several domains, including Operations, Maintenance and HSE.

Performance Management Systems design shall be discussed in-depth:

- Selection criteria for KPIs
- Time granularity
- Data sources
- Targets and tolerances
- Visualisation
- Reporting
- Ownership

Projects implementation issues shall be covered including legacy systems and change management, use of Business Intelligence tools and execution schedule.

Benefits of Attending

- Review the multiple components of Performance Management systems
- Review domain Key Performance Indicators (KPIs) with emphasis on operations
- Learn the essential design parameters of Performance Management systems
- Learn on how to capture hard benefits from proper implementation
- Benefit from successful projects feedback and lessons learned
- Review the expected impact of the Factory 4.0 initiative
- Review the challenges of projects implementation, including change management
- Learn about the latest software technologies

Who Should Attend

This course is designed for oil refinery technical staff, including:

- Operations
- Technical Services
- Quality Control
- Planning and Scheduling
- Economics

FORMAT & TIMINGS

The course is presented in a highly participative format. The trainer will start with some basic principles, requiring interaction and discussion with the delegates. Actual case studies, discussions, interactive analyses will ensure that the course content is both engaging and interesting.

Registration & coffee will start at 8:00am on Day One. The course will run for two days, starting daily at 8:30am and finishing at 4:00pm. There will be two coffee breaks and a seated buffet lunch on each day.

FEES & DISCOUNTS

USD 2250

inclusive of trainer fees, training materials, completion certificate, lunch & refreshments

Group Discount:

20% discount for three (3) or more registrations from the same company

CONTACT US

Visit our website:

www.europetro.com

Asia & Europe

T: +44 (0) 20 7357 8394

E: training@europetro.com

Middle East

T: +971 (0)4 421 4642

E: office@europetro-me.com

Russia & CIS

T: +7 495 517 7709

E: moscow@europetro.com

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TERMS & CONDITIONS

All our training courses and seminars are subject to final confirmation.

Full payment is required prior to the event.

Cancellations made on or before the cut-off date will be refunded in full less an administrative charge of GBP 200.

Cancellations made in less than a month prior to the event cannot be refunded or credited. Substitutions are welcome at any time.

Organised and presented by:



Euro Petroleum Consultants

TRAINING AGENDA

Day 1

OIL REFINERIES CONTEXT AND PERFORMANCE MANAGEMENT

- Course Objectives
- Performance Management and Oil Refinery Economics
- The Need for High Frequency Performance Management Systems
- Performance Domains and Information Sources
- Performance Management as part of the Factory 4.0 Initiative
- Prerequisites to Effective Performance Management
- Expected Benefits
- Typology of Performance Indicators
- KPIs Design Parameters
- Targets and Tolerances
- Overview of HSE and Maintenance KPIs
- Review of Operations KPIs (1/2)

Day 2

IMPLEMENTATION

- Review of Operations KPIs (2/2)
 - Gross and Net Margins Computations
 - Variance Root Causes Analysis
 - Economics in the Control Room
 - Monthly Backcasting
 - Reporting
 - Performance Metrics Publication Techniques: Dashboards, Scorecards
 - Reengineering of Business Processes, Organisational Impact
 - Corporate Culture and Change Management, KPIs Ownership
 - Software Tools, Impact of Factory 4.0 Initiative
 - Projects Feedback, Lessons Learned
- #### CONCLUSION
- The future of Performance Management and Decisions Support Systems



MEET YOUR TRAINER: MARC VALLEUR

Marc M. VALLEUR is the former Head of the Advanced Systems Business line of TECHNIP France. He was also a member of the College of Experts for the TECHNIP Group.

During his 45 years career, Marc has worked as Manager of Operations of UPM Computer Center in Dhahran, computer Analyst at IFP and has completed many decision support systems in various countries, including Russia, Middle East (Saudi Arabia, Kuwait, Qatar, UAE), Western Europe (France, Austria, Germany, UK, Belgium, Italy, Spain), Brazil, Africa (South Africa, Nigeria, Angola, Morocco), Australia and South East Asia (Thailand, Malaysia, Vietnam)

Marc has worked on gas and oil fields, oil refineries, gas plants, ethylene plants, GTL plants

Marc is a graduate Engineer of Ecole Nationale Supérieure de Chimie de Paris and of IFP School. He is a referee for ASTM on scheduling, an associate Professor at ECE Paris and has published 24 articles and books chapters.



ABOUT THE ORGANISER

Euro Petroleum Consultants [EPC] is an independent consulting group formed in London in 1996. EPC organises high-level conferences and training courses for the oil, gas and petrochemicals sector. Our in-depth knowledge of the industry combined with extensive technical and commercial experience enables us to guarantee that our training events are delivered to the very highest standards. The key to our success lies in the calibre of our trainers and our attention to detail.

IN-HOUSE SEMINARS

We will tailor courses to your particular needs and will work with you to define scope, content and priorities. We offer in-house training in the following areas:

- Operational Excellence
- Project Management
- Investment Planning / Master Planning
- Oil, Gas & Petrochemicals Masterclasses
- Health, Safety & Environment