



GDA CONFERENCE 2018 - IN HOUSE PIP IN ADNOC REFINING

SPEAKER: ALI MOHAMED AL MANSOORI

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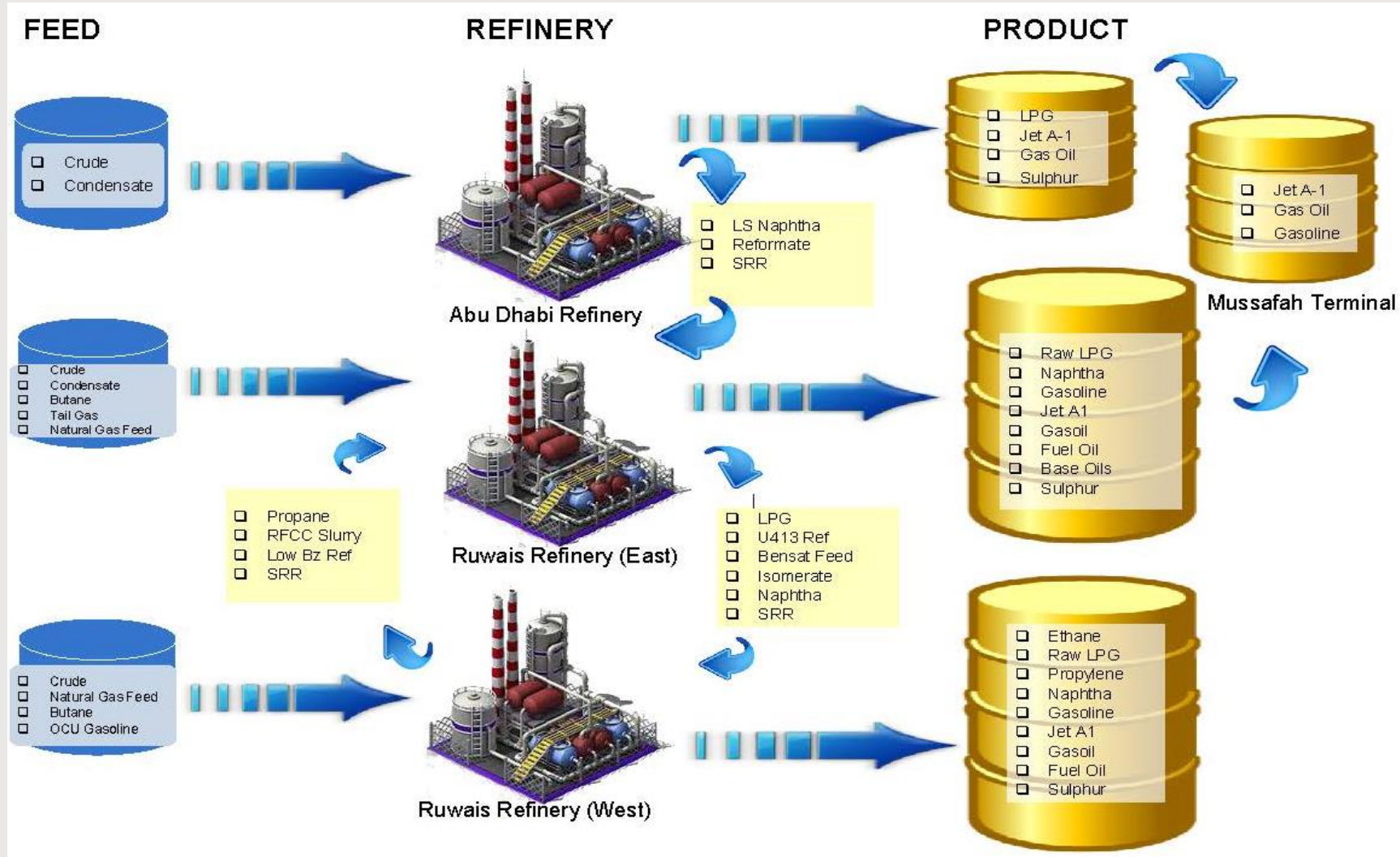
ADNOC REFINING

AGENDA



- Background
- Objective
- What is PIP?
- Profit Drivers/ tools
- Historical Background
- PIP Business Process
- Case Study for Profit Improvement Idea
- PIP and the Fulfillment of ADNOC's Four Pillars
- Expand Optimization further
- Conclusion

BACKGROUND



OBJECTIVE



The Objective :

Identify areas of profitability improvement
To Stretch the Dollar to the maximum

This is not a luxury but rather a matter of survival of the fittest who reduces his cost and maximizes his profit.

WHAT IS PIP?

01 Identification 02 Implementation



04 Reporting 03 Tracking

Profit Improvement Program (PIP) is an internal mechanism for identification, implementation, tracking and reporting of the opportunities that can be realized with no or minimum investment in a running refinery by improving employee initiative, cross-departmental and divisional coordination and with shared responsibility and ownership.

It is a dynamic process that depends largely on the changing market conditions, the internal flexibility in terms of assets, processes, people, procedures and the company's ability to recognize the opportunities and capturing them.

PROFIT DRIVERS / TOOLS

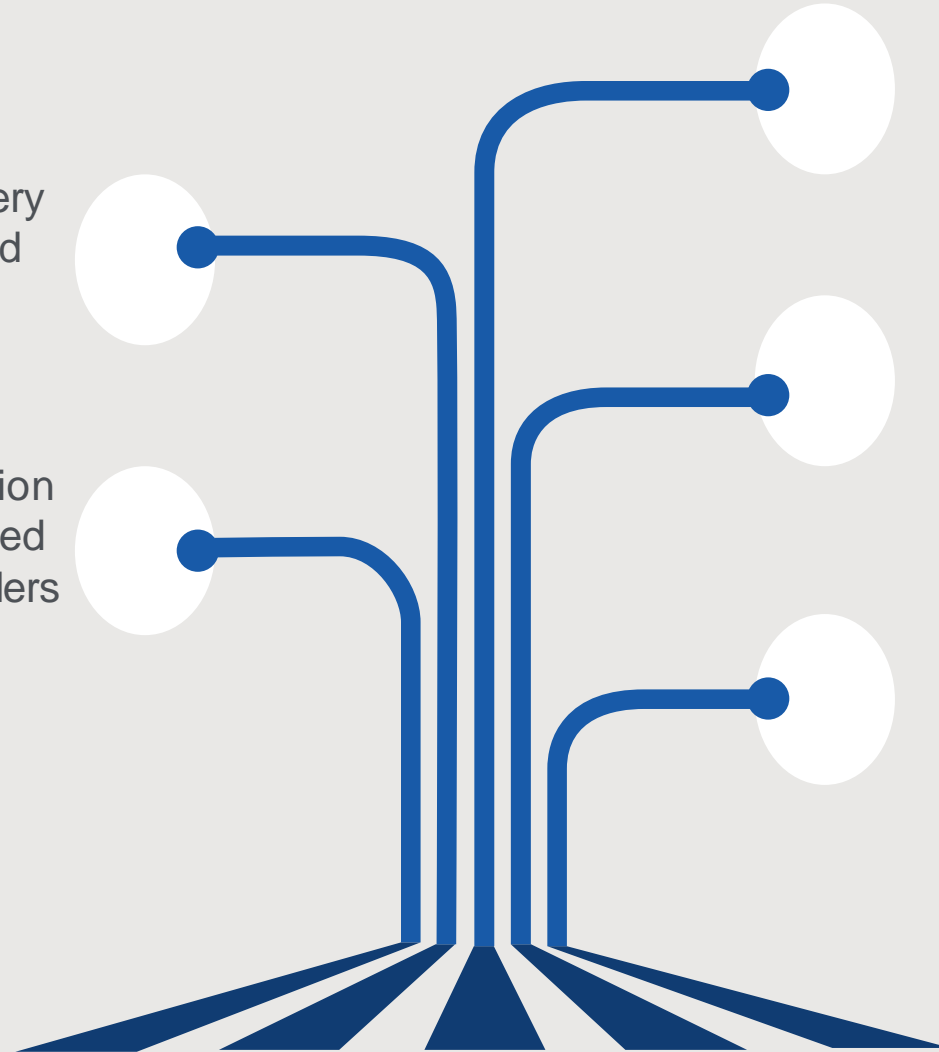
Upgraded Refinery
Configuration and
Product
diversification

Process Simulation
model & Advanced
Process Controllers

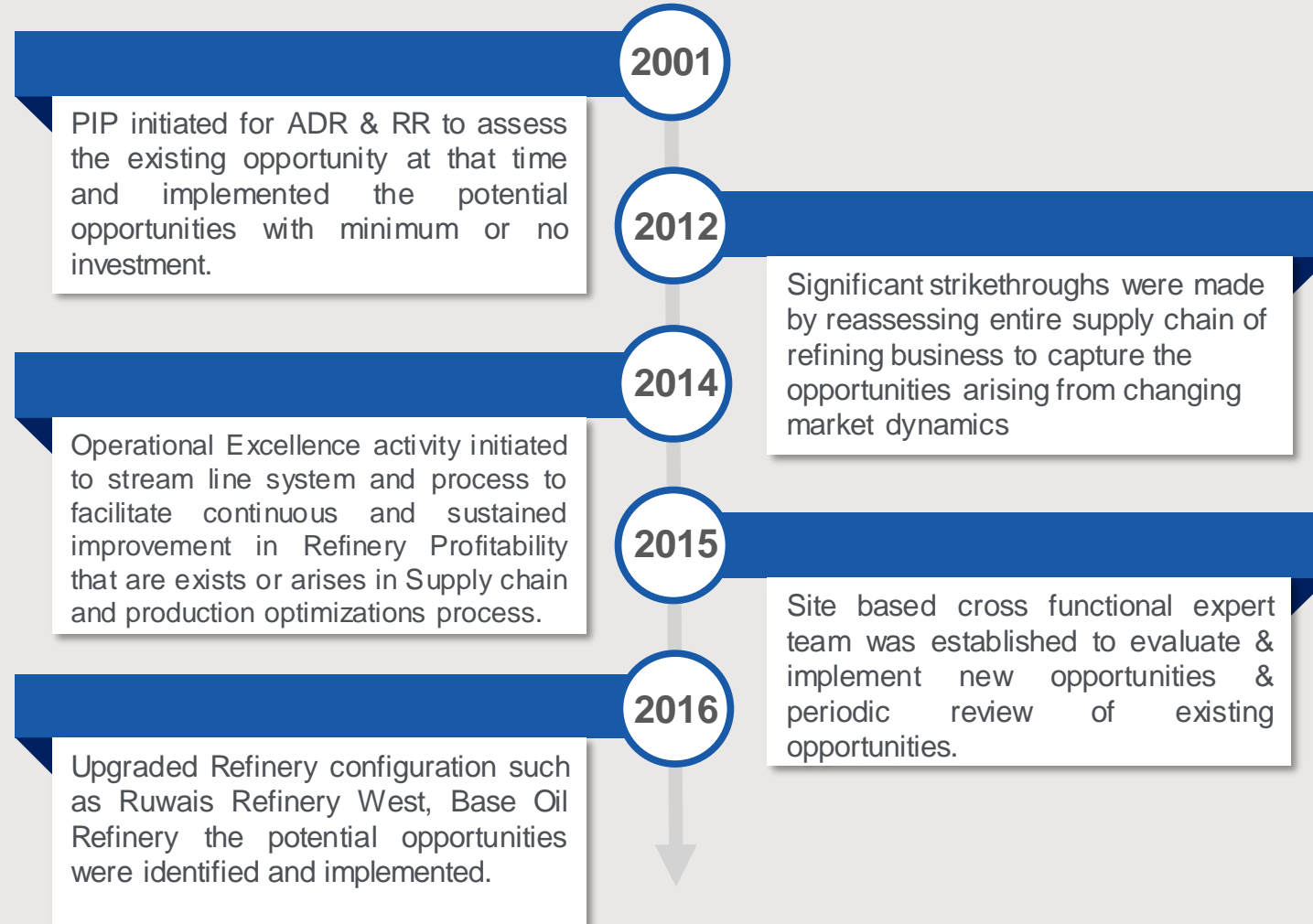
Improve Plant
Operational Availability
& Asset utilization

LP based refinery
planning & scheduling
(Supply Chain
Optimization)

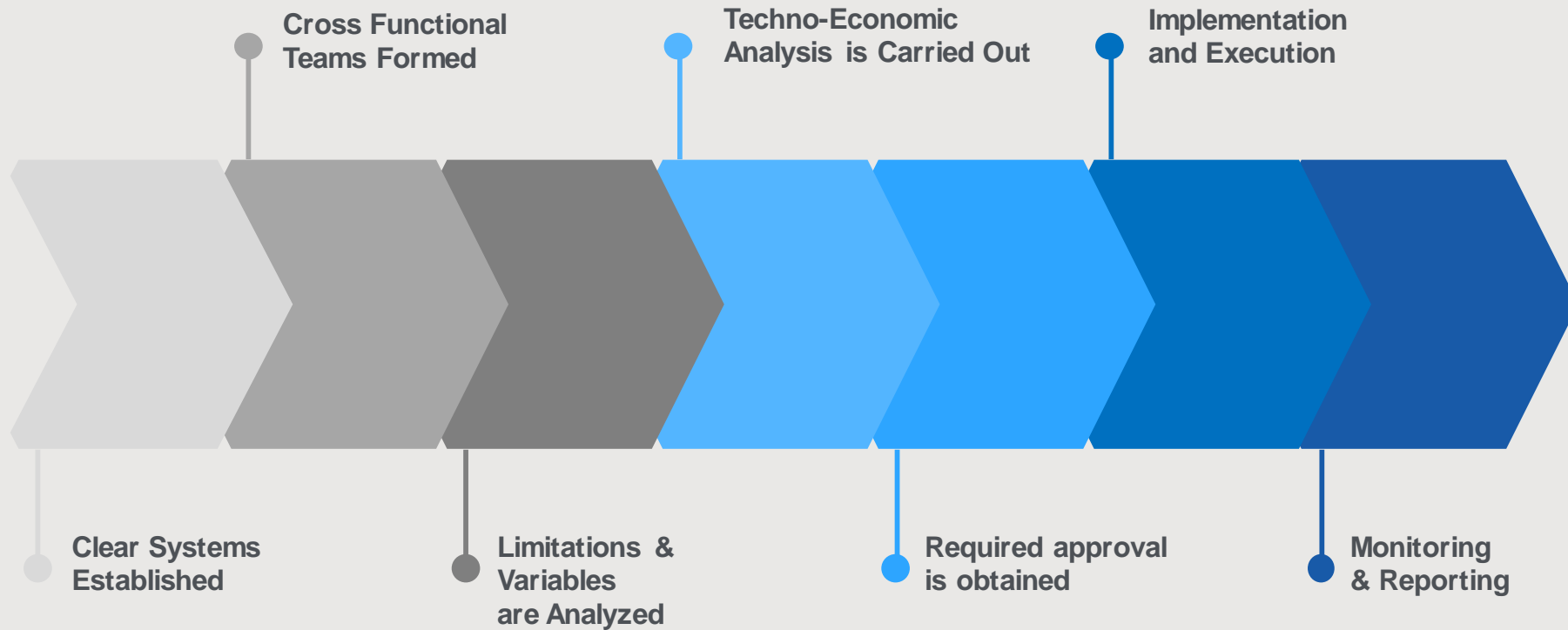
Reduction in Fuel &
Loss



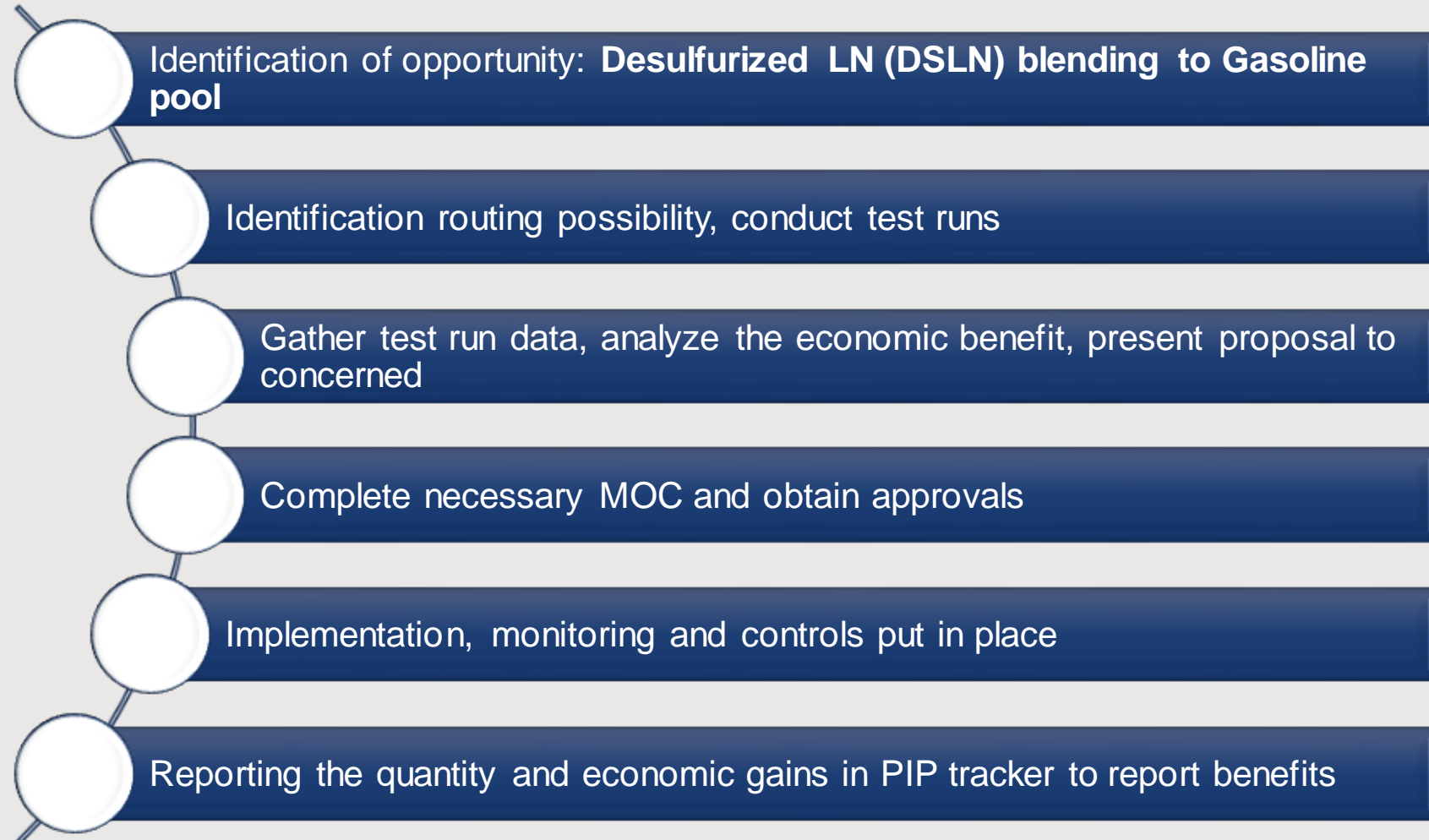
HISTORICAL BACKGROUND







PIP BUSINESS PROCESS



CASE STUDY OF PROFIT IMPROVEMENT IDEA



PIP AND FULFILLMENT OF ADNOC'S FOUR PILLARS

1	People	
2	Performance	
3	Efficiency	
4	Profitability	

EXPAND OPTIMIZATION FURTHER

Dynamic Optimization with APC

- On-line optimization
- Ownership and Sustainability

Integration of APC with the Planning & Optimization Process

- Improve profitability and update LP models
- Monitor live data while planning is done

CONCLUSION

Profit Improvement Program implementation in ADNOC Refining has gone over different stages from concept to consultancy support till it reached Profitability opportunities generation by the internal resources and without any support from any consultants.

PIP program has proven to be a success factor that will give the support to the organization and specially during the challenging times



THANK YOU