



Process Industries

Background

Focus

Philosophy

Quaker has broad and deep experience across the entire crude to customer business Downstream footprint.

Functional Practice Areas:

- Fuels & Lubes refining
- Retail & Commercial marketing
- Fuels Supply and Trading
- Crude Production Supply & Trading
- Transportation, Logistics & Distribution
- Chemical production
- Research & Development
- Technology Application & Deployment
- Information technology management
- Capital Appropriation and allocation
- Maintenance
- Operations

Strategy/Business Improvement:

- Strategy/business plan development
- Scenario Planning
- Competitive Intelligence/decision support
- Organizational restructuring
- Performance management
- Benchmarking & best practice work
- Balanced scorecard development
- Business process redesign
- Alliance and JV planning
- Regulatory review, oversight compliance
- Post merger integration
- Project Management



Quaker Client Work

Background

Focus

Philosophy

Relevant selected experience includes the following:

- Developed manpower targets under a free market paradigm for an integrated Eastern European energy company that included 50% manpower reductions, leading to cash flow improvements and pseudo-privatization.
- Developed the organization structure, functional responsibilities, position profiles, and key operating procedures for the Refining Division for the Saudi Arabian National Oil Company and implemented a new structure and procedures.
- Created a strategic analysis for the Indonesian National Oil Company, assessing financial, operational, and management systems to fundamentally improve the performance of the company throughout the archipelago.
- Sold, managed, and delivered an organizational restructuring project at the Board level for the largest oil refinery in the world resulting in significant cost reductions and efficiency improvements. The work was tailored and implemented with significant changes to organization structure, processes and management systems.
- Provided reorganization and reengineering assistance for a realignment of 70% of the human resource assets associated with corporate service functions for the privatization of the Hungarian National Oil Company.



Illustrative Quaker Client Base



The following is a list of logos visible in the client base illustration:

- Valero Energy Corporation
- AspenTech
- China Petrochemical Corporation (SINOPEC)
- Shell
- PEMEX
- REPSOL
- MONITOR GROUP
- EXPERT ALUMNI
- LOTOS
- HMC
- Decision Strategies
- Arthur D Little
- Reliance Petroleum Limited
- Honeywell ROSENEFT
- Deloitte
- BAIN & COMPANY
- Great Lakes Chemical Corporation
- BCG
- Kuwait Petroleum Corporation
- PETROL
- accenture
- MOL
- McKinsey & Company
- PetroChina
- ExxonMobil
- NYNAS
- MERCER
- OWENS CORNING
- Morgan Stanley
- PTT Group
- PRICEWATERHOUSECOOPERS
- PETRONAS
- OLIVER WYMAN
- bp
- OXY
- Unipetrol
- ExxonMobil
- MAXUS
- CITGO
- PETRO-CANADA
- MARATHON ASHLAND Petroleum LLC
- HUNTSMAN CORPORATION
- ConocoPhillips
- IRVING
- petrola
- NOVA
- Agip (Saudi Aramco)
- Shell

