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Screening for Potential Business Needs to Support the Steam Cracking Value Chain

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Identify value chains that support the petrochemical value chain that provide opportunity for the community

Not all of the
Money is in the processing,
conversion, and use
of hydrocarbons

Supporting Value Chains

- Support Massive Data Infrastructure
Process and ERP
- Transportation of parts / equipment
scheduled, hot shot
- Specialty equipment made/treatments
- Specialty equipment/parts supply
- Temporary equipment
- Waste handling
- Skilled trades
 - Turn around/maintenance
 - Regular operations
- Engineering and Controls Services

Use activity levels of these supporting value chains in analogous regions to screen for potential opportunities



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Conduct screening analysis to cross check experience and narrow targets for further due diligence

Identified several areas that are worthy of deeper exploration and due diligence

Supporting Value Chains

Support Massive Data Infrastructure
Process and ERP

Transportation of parts / equipment
scheduled, hot shot

Specialty equipment made/treatments

Specialty equipment/parts supply

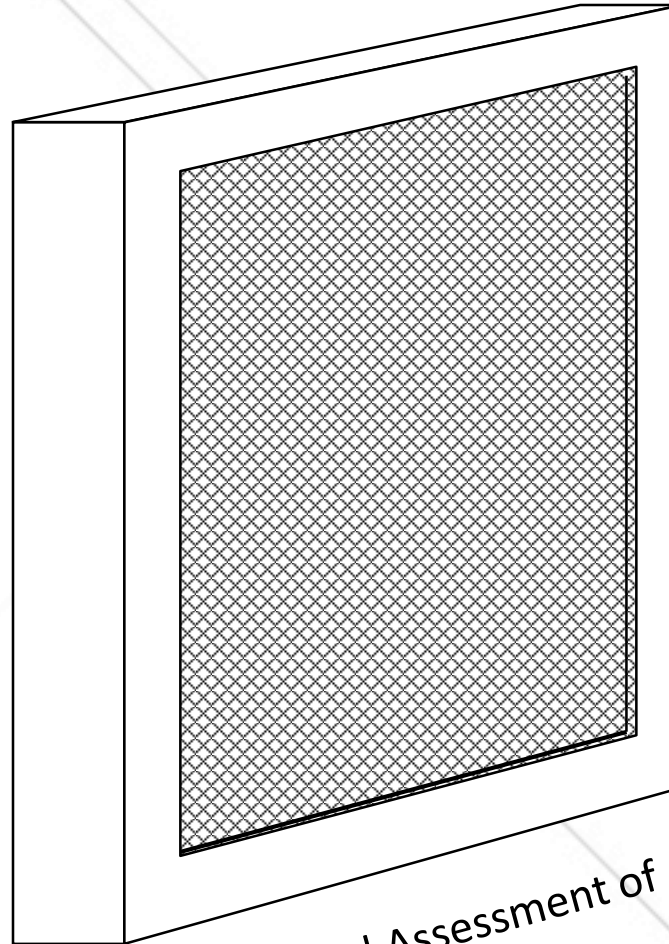
Temporary equipment

Waste handling

Skilled trades

Turn around/maintenance
Regular operations

Engineering and Controls Services



High-level Assessment of
"NEED"

- Engineering / Services
 - Ongoing programming controls, data, and cyber support projects
 - Maintenance Planning/Scheduling
- Industrial construction
 - Pipefitters, welding, electrical,
 - Mechanical support
- Industrial machinery and equipment merchant wholesalers
 - Industrial supply houses (distribution)
 - Valves, instrumentation, pumps
 - Representative/Application Engineer/Service/Supply
- Fabrication/Coating/Machine Shops
- Data processing and hosting
- Food Service/Catering

How does a cracker consume these goods and services?

- Engineering / Services
 - Trusted, local go-to advisors for small projects and planning
 - Contract programming staff (control logic, control checks, pre-work improvements before installation)
 - Planners/Schedulers/Logistics
- Industrial construction
 - Equipment maintenance – de-fouling heat exchangers with dry ice (niche service businesses)
 - Tradesman available on call for time sensitive fixes (avoid high down time costs)
- Industrial machinery and equipment merchant wholesalers
 - Critical spares and rebuild kit stocking (high downtime costs, need for local, responsive supply house)
 - Local representation and sales of instrumentation, valves, fittings---high touch sales, requires human interaction and relationships (e.g. franchises of national brand; your local business is their sales channel)
- Fabrication/Coating/Machine Shop
 - Add certifications (OSHA, ASME, specialized welding techniques, inspections) to build and repair plant
- Data processing and hosting
- Food Service/Catering
 - Food Trucks / On-site celebration catering (BBQ, catfish fry)

