

CAPABILITY SUMMARY

Make it Happen™



NARTC



ERTC



AFPM

Make it Happen™

Trindent Consulting is a global technical augmentation firm specializing in the refining sector.

With profound expertise in the energy sector and a team of leading technical experts, we improve refinery margins without capital investments or new software of any kind.

OUR EXPERTISE

We work primarily in the downstream and midstream sectors, partnering with the world's leading operators to provide the right solutions to the complex problems that matter most.

We provide innovative and collaborative solutions across our main areas of expertise:



**Value Chain
Optimization**



**Product Quality
Giveaway Reduction**



**Hydrocarbon Loss
Control & Measurement
Assurance**



**Energy Efficiency
Improvement**

500% - 1500%

Return on Investment

*We deliver a
reconcilable and
sustainable return on
our services.*

100+

Clients Worldwide

*We are backed by a 97%
client referral rate and
the trust of industry
leaders.*

35+

Countries Serviced

*We are a global
organization with a
diverse linguistic and
culture appreciation.*

SOME OF OUR TEAM MEMBERS

Our team members are some of the most knowledgeable and accomplished energy industry experts.



Adrian Travis
President

Adrian has delivered over \$2B in savings through 200+ global refinery optimisation initiatives.



Steve Atkinson
Vice President, Business Analysis

Steve has provided over \$1B in financial savings for private equity and Fortune 500 clients.



Kevin Kim
Associate Principal

Kevin has delivered over \$250M in sustained profits across 20+ midstream and refining assets.



Todd Underhill
Associate Principal

Todd has generated over \$55M in annualized savings across refining and power operations.



Peter Maling
Associate Principal

Peter has delivered over \$115M annual profits in downstream value chain optimisations.



Ken Flemming
Associate Principal

Ken has provided over \$150M annualized savings through leadership of refinery operations.



Zack Kosseim
Associate Principal

Zack has delivered over \$100M in annual savings through value chain operational optimisation.



Cheryl McKinney
Executive Advisor

Cheryl has generated \$350M+ in annualized savings across oil, gas and infrastructure operations.



Bob Baird
Executive Advisor

Bob has provided over \$250M annualized savings through deep oil and gas industry expertise.

WHY CLIENTS TRUST US

We have earned the trust of some of the largest energy companies and oil refineries worldwide. By repeatedly executing complex projects on time and within budget, we have established ourselves as a reliable, go-to partner capable of meeting the stringent standards and rigorous demands of the global energy sector.



*Profit 500 Canada's Fastest-Growing Companies
2014 - 2020*



*Consulting Fastest Growing Firms
2017 - 2020*



*Marathon Petroleum Supplier
Recognition Award 2019*



*The Globe and Mail Canada's
Top Growing Companies 2019
& 2021*



*Financial Times: America's
Fastest Growing Companies
2022*



100+
Client
References



We have come a long way in a very short period of time and I want to thank you and your team for being an important part of our journey. We feel like there is more work to be done, but we are on our way and much of the foundation work is behind us. We are in a much better place, and I want to thank you for all your help in getting us to this point.

-President & Chief Executive Officer



I found your firm's approach to optimizing our operations to be refreshing, and extremely powerful in how it generates bottom-line results. The operations team now has new tools and reports to view productivity, cost, speed, service and quality in real-time, and the speed at which tools were developed and rolled out was impressive.

-Senior VP Downstream



Working with Trindent has been a truly collaborative experience, bringing our team closer together and fostering cross-functional communication and cooperation to implement and sustain meaningful change. Your commitment to sustainability, process discipline, and practical results has positioned us well for long-term success and is a key differentiator of your firm.

-Vice President Manufacturing Optimization



We valued the firm's approach to execution - your team did not just identify opportunities for improvement but also worked hand-in-hand with us to make lasting changes. The focus on cultural transformation, process adherence, and practical implementation has positioned us for sustained success. Your ability to not only highlight areas of improvement but also to help implement and sustain those improvements sets your firm apart.

-Refinery Optimization & Performance Manager



THE TRINDENT APPROACH

We deploy a strategy that gets results. The typical break-even point occurs just 20 weeks from the project's outset, showcasing the immediate and tangible impact of our approach.



INITIAL CONSULTATION

A conversation about your business and the issues you are facing. Our goal is to understand your needs and share our industry experience.

OPPORTUNITY ASSESSMENT

We observe your processes, behaviors and systems. We will develop a plan, financial improvement targets and a cost to enter an engagement.



ENGAGEMENT

Based on the assessment, we address your organization's business improvement objectives. This phase typically lasts 15-30 weeks.

SUSTAINABILITY PROGRAM

Three to six months later, we conduct an audit to verify that our changes have been implemented and made sustainable.



EXPERTS IN DOWNSTREAM & MIDSTREAM

We provide sustainable ways to sustainably increase margins by 2% - 3% without capital investments or software procurement.

VALUE CHAIN OPTIMIZATION & LP HEALTH IMPROVEMENT



Integrated Forecasting,
Planning & Scheduling
Excellence



Precision Planning
Adherence & Operational
Order Management



Advanced LP Model
Management, Accuracy &
Continuous Improvement



Mid-range
Planning
Excellence



Constraint Alleviation
& Bottleneck
Elimination



Crude Quality &
Assay Program
Optimization



Commercial
Optimization & Value
Creation

We specialize in high value niches where short-term performance improvements can result in millions of dollars in savings.

ENERGY EFFICIENCY IMPROVEMENT



Analyse Supply Side
Efficiency & Economics



Analyse Demand Side
Requirements



Identify & Quantify
Opportunities



Develop a
savings program



Roll out training
to your staff



Implement continuous
improvement measures

PRODUCT QUALITY GIVEAWAY REDUCTION



Identify the gaps driving quality giveaway



Optimise blend recipes and reduce quality giveaway



Develop and implement blend execution tools



Enhance analyzer precision and accuracy



Training operators and lab technicians



Support continuous improvement across operations

We are backed by data analytics and industry-leading expertise. We have implemented margin improvement solutions in over 40 refineries globally, earning supplier recognition and internationally-recognised awards. We deliver immediate bottom-line impact.

HYDROCARBON LOSS CONTROL



Reconcile out-of-tolerance measurements



Measurement accuracy and consistency



Alignment with API and ASTM best practices



Strengthen process and management systems



Establishment of escalation procedures



Structured claims management processes



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