

CASE STUDY: Benchmarking competitors' supply chain best practices in the Oil & Gas industry

C O G N I T I O N

CLIENT

Mid-sized refining and transportation operations solutions provider



INDUSTRY

Oil & Gas



PRODUCTS

Rotating equipment (e.g., compressors, turbines, and pumps) for refining and transportation



TARGET GEO

Global



BUSINESS OBJECTIVE

- The client, a mid-sized company in the Oil & Gas sector, faced frequent supply chain disruptions in sourcing rotating equipment essential for refining and transportation operations.
- With limited resources and a heavy reliance on international suppliers, the client sought to benchmark its supply chain strategies against industry peers, uncovering best practices to strengthen resilience and improve operational continuity.

OUR SOLUTION

- **Supplier Network and Risk Assessment:** Analyzed the client's supplier network to identify dependencies, lead times, and performance reliability. Conducted a risk assessment incorporating geopolitical factors, material shortages, and shipping delays to pinpoint vulnerabilities and recommend mitigation measures.
- **Competitor Benchmarking and Strategy Insights:** Evaluated competitors' supply chain strategies, focusing on localized sourcing, multi-tier contracts, and contingency measures. Highlighted best practices such as predictive maintenance contracts, strategic spare parts inventories, and regional supplier partnerships to strengthen resilience.
- **Technology Integration and Scenario Analysis:** Recommended the adoption of digital platforms for real-time supply chain tracking and predictive analytics. Simulated disruption scenarios to propose actionable strategies like regional warehousing and blockchain-based transparency systems.

OUTCOMES

- 1

Identified two potential partner regional suppliers for high-pressure compressors and API-certified pumps, resulting in 12% procurement cost reduction and less dependency on international suppliers.
- 2

Decreased lead times for critical equipment deliveries by 11%, ensuring smoother project timelines and reducing downtime risks.
- 3

Suggested a dual-sourcing strategy and regional warehousing, improving resilience against geopolitical and logistical disruptions.