



ACCIAM
Consulting, Training & Research

AIM FOR THE RIGHT CRUDE OIL PRICE BY KNOWING THE VALUE OF THE STREAMS YOU ARE PRODUCING, MARKETING OR TRADING



A CRUDE OIL VALUATION CASE STUDY

Leverage your pricing negotiation power: Not understanding and measuring the accurate value of each crude oil stream in your portfolio could mislead its market price by up to **10.0 US\$/boe**.

AT A GLANCE

Challenges

We provide our clients a unique understanding of their crude oil streams and their value. From a study performed by ACCIAM, we assessed the mismatch between price and value of crude oil streams marketed without an appropriate value reference.

Benefits

Our results show that not understanding and measuring the accurate value of your crude oil streams could generate losses due to a price distortion of up to 10.0 US\$/boe.

We are a **certified AspenTech PIMS®** user as well as a member of the **AspenTech Partner Network**.

OBJECTIVES

Our crude oil valuation service helps you to maximize your revenue and market your oil more efficiently. Different types of crude oil yield a different mix of products depending on the crude oil's natural qualities. A refiner's choice of crude oil will be influenced by factors as diverse as the refinery configuration, final products, feedstocks, competitors, base slate, geographical position, logistics, crude availability, and supply security. We will help you understand and bring all this together into a concrete value reference.

SOLUTIONS

By evaluating the crude oil streams considering their specific characterization and their market perspective, we provide technical guidance on the optimal pricing range that can be attained. This key information can provide a solid case for you to aim for the right pricing, for negotiating better marketing conditions within a royalty scheme, or for assessing your performance as a marketer, depending on your position as a producer, seller, or buyer.

BENEFITS

As the industry takes a broader range of crude oil streams into production, we provide the key reference that you need to make the most out of any new opportunities. Our valuation service will help you to find the best options for allocating your hydrocarbons production to market, to establish an ad-hoc pricing reference, or to get a fair price.

We provide our clients with a unique understanding of their crude oil streams and their value.

Contact us at contact@acciam.com

Make the Right Move with www.acciam.com