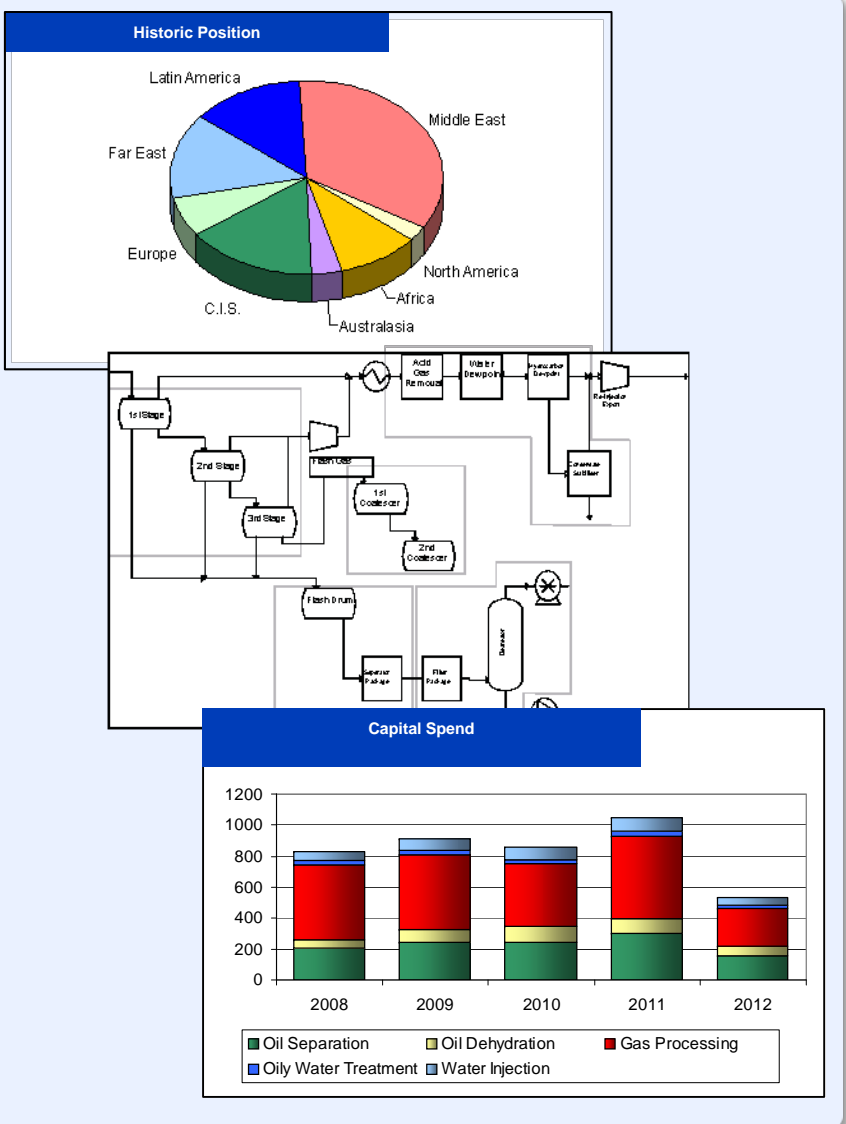


Transport, NGLs and Chemicals: Determining the Global Market Potential for a Production Processing Company



Challenge

To aid in the development of its corporate marketing strategy, a company sought to understand the relative value and growth of national markets for production processing equipment internationally.

Solution

Using IHS worldwide databases and the IHS GEPS scouting service, IHS consultants identified greenfield and brownfield (phased) developments that met minimum field sizes. We targeted six countries for analysis using IHS QUE\$TOR™ to determine process component costs that were categorized by function and throughput. Non-target country estimates were based on a generalization of the target countries' field assessments. In all, we performed more than 160 development plans and costs estimates for a range of sizes, situations and regions/countries.

Results

IHS provided a five-year forecast of capital expenditures on process equipment for 33 countries.