

THANK YOU!

Breakfast Sponsor

**Valorian Solutions**





## INDUSTRIAL CLEANING COMMITTEE



**CHAIRPERSON: JOSE RAMOS, KURARAY**

**CO-CHAIRPERSON: BRADLEY COBLE, COVESTRO**

**VICE-CHAIRPERSON: FRANK G. ROMITO, STONEAGE**

# ANTI-TRUST GUIDELINES FOR CONDUCTING MEETINGS

IBR appreciates your willingness to be an important part of this organization and the services provided to our industry.

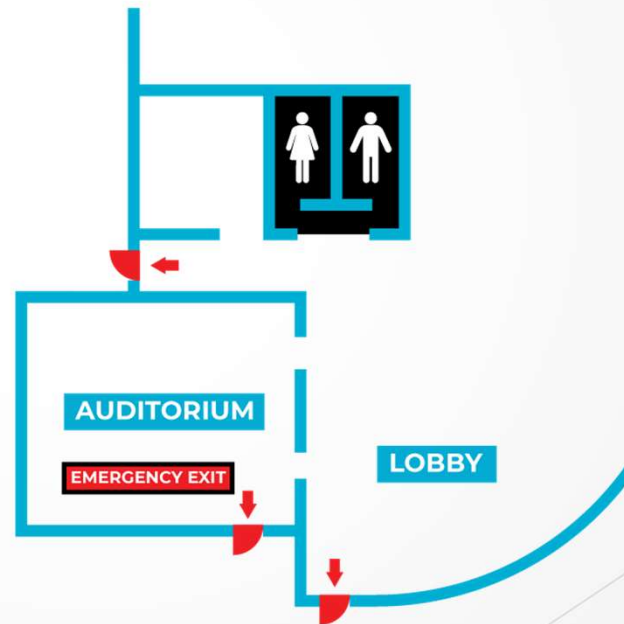
The following guidelines shall be followed in conducting meetings of IBR. This is not an exhaustive list of every possible subject to be avoided; in the event you have doubts about the propriety of any matter to be discussed in a meeting, our legal counsel is available for consultation. Generally, the anti-trust laws proscribe unlawful combinations or agreements. Sometimes “agreements” may be inferred from conduct. IBR wants to avoid even the appearance of impropriety, and this is the spirit of these guidelines.

- ❖ Do not discuss the prices of goods or services of any particular company(s).
- ❖ Do not disparage the goods or services of any particular company(s)
- ❖ Do not recommend the selection of any particular company as a supplier or customer
- ❖ Do not urge or counsel that participating companies engage in any concerted activity to accomplish any unlawful purpose, i.e., boycotting any company or coercing a company to take some desired action.
- ❖ Do not discuss matters which may be trade secrets or confidential to any company, i.e. don't engage in “off the record” comments or state matters “not to be repeated out of this room”.
- ❖ Do not propose secret or “rump” sessions after the official meeting is adjourned to discuss matters which cannot lawfully be discussed at the official meeting.
- ❖ Do not recommend or sponsor the gathering of statistical data, the publishing of standards, or doing joint research without advance written approval of the Operating Committee of IBR.
- ❖ Industry Business Roundtable's purpose is to educate participating companies, so every company represented will be better informed and can make its own individual decisions. IBR members are not required to adopt the IBR recommendations or policies.

**Thank you in advance for adhering to these guidelines.**



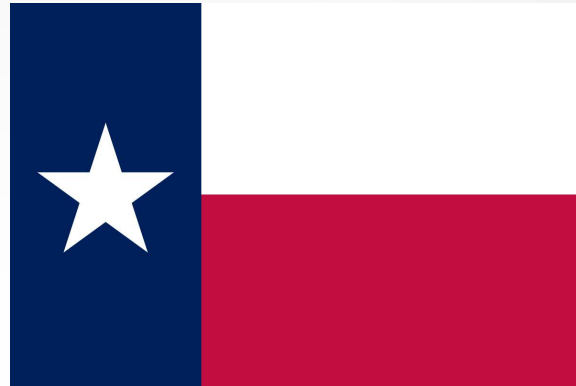
# Emergency Exits and Restrooms





### Pledge of Allegiance

I pledge allegiance to the flag of the United States of America and to the Republic, for which it stands. One Nation, under God, Indivisible, With Liberty and justice for all.



### Texas Pledge

Honor the Texas Flag; I pledge allegiance to thee, Texas, one state under God, one and indivisible.

# New Attendee Introductions





# Safety Council Reports



# WJTA UPDATE





# Valorian Solutions

**Improving Time-on-Tools  
Resulting in Increased Owner  
Production**

***Randy Decker***



# Agenda

- 1 Introduction & Safety Moment**
- 2 Time-on-Tools & the Impact on Owner's Production**
- 3 Data Collection and Key Performance Indicator (KPI) Reporting**
- 4 Data Integrations to Unlock greater efficiencies**

## My Background

 Valorian Solutions



VP of Business Development

**Education:** Engineering Degree from The Ohio State University

**Experience:** 32-year career with the HydroChem Industrial Services

- 20 years of the field experience by managing operations
- 12 years operations support, including the VP of IT

**Leading a Team:** Manages a team of 30 engineers

- Data Collection
- Monthly KPI meetings with our Customers
- Responsible for driving continuous improvement efforts (safety, quality, productivity, and ultimately cost savings)

## Slips, trips & Falls



## Personal Experience

CANCEL

Customize



Note: Display is an approximate preview.

### \* Color

Selected: Red on White B/G



Black on  
White B/G



Red on White  
B/G



Blue on White  
B/G

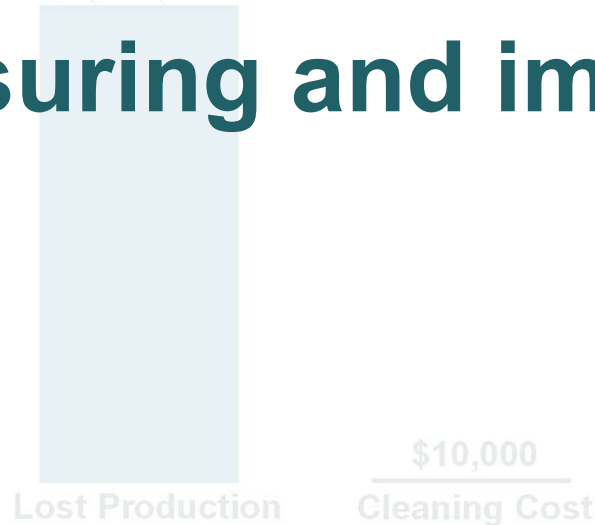
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## Improving Time-on-Tools

During cleaning, the largest cost to an owner, by far, is downtime, resulting in substantial lost production

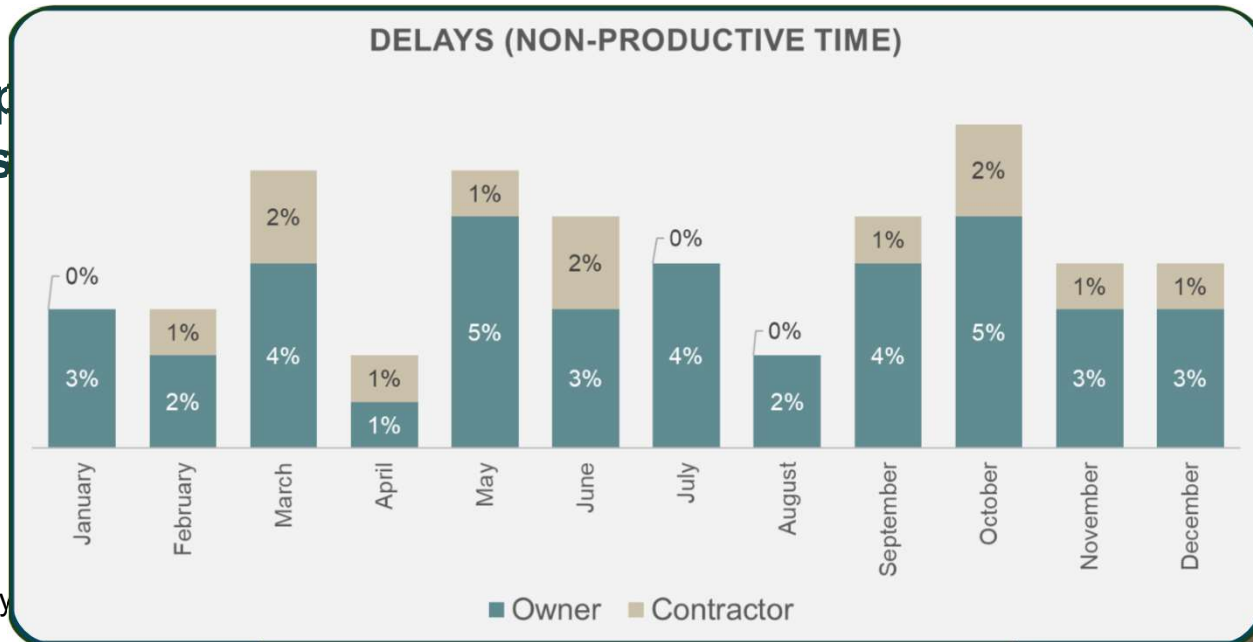
24 hours of Hydroblasting a critical path heat exchanger during a typical Turnaround

**Our efforts should be focused on measuring and improving Time-on-Tools**



# The History & Current State of KPI's in our Industry

- Focusing on easily measurable metrics that don't provide much fuel for continuous improvement
- KPIs lack industry benchmarking, making it challenging to assess performance relative to peers
- Poor data quality can undermine the accuracy and reliability of KPIs

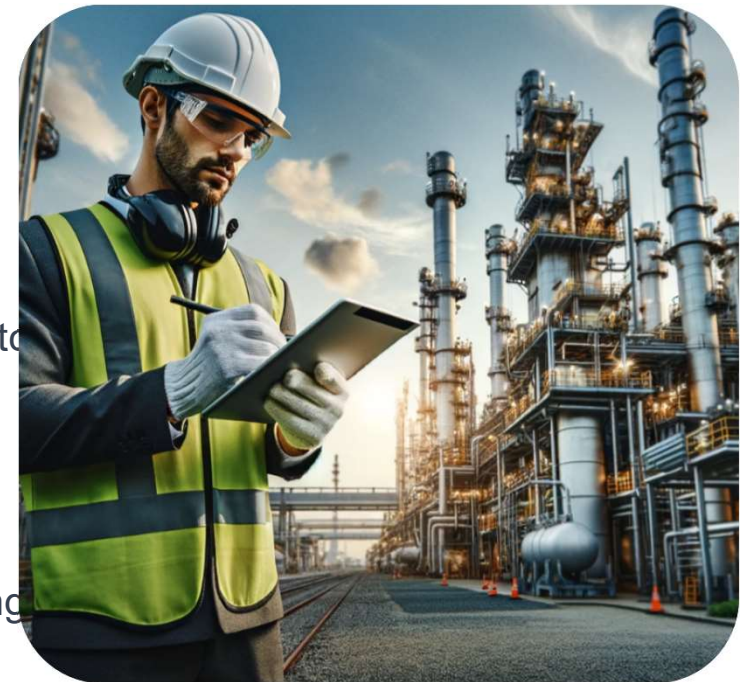


Typical KPI Meeting



# Today, remarkable technology advancements empower Owners and Contractors to significantly improve Data Collection & KPI's:

- **Low-Cost, High-Powered Devices:**
  - Cell phones and iPads are beginning to be approved for use in some owner facilities.
- **Powerful Data Collection Applications**
  - Safety applications, Dispatching, Electronic Field Ticketing (etc)
- **Data Lakes for Integration:**
  - Seamless integration of diverse data sources.
- **Powerful Charting and Dashboards:**
  - Tools like Power BI simplify data visualization and KPI tracking

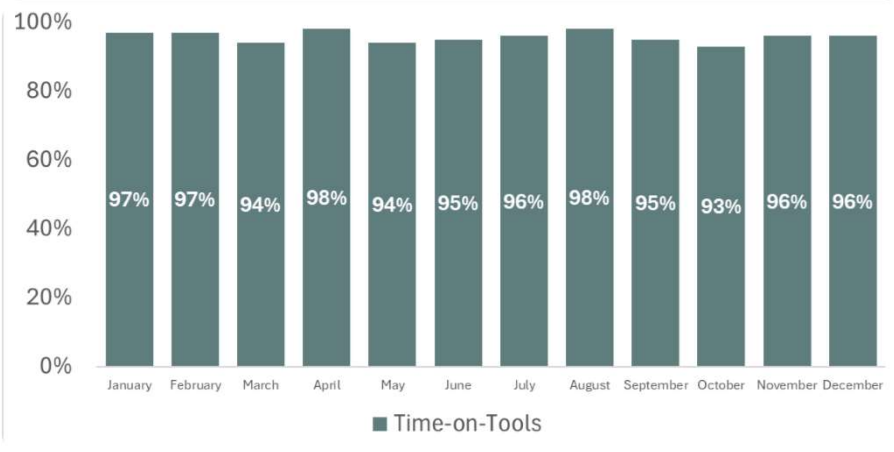


### Partnership Strategies

- Risk/Reward Programs
- Gainsharing
- Fixed Unit Pricing

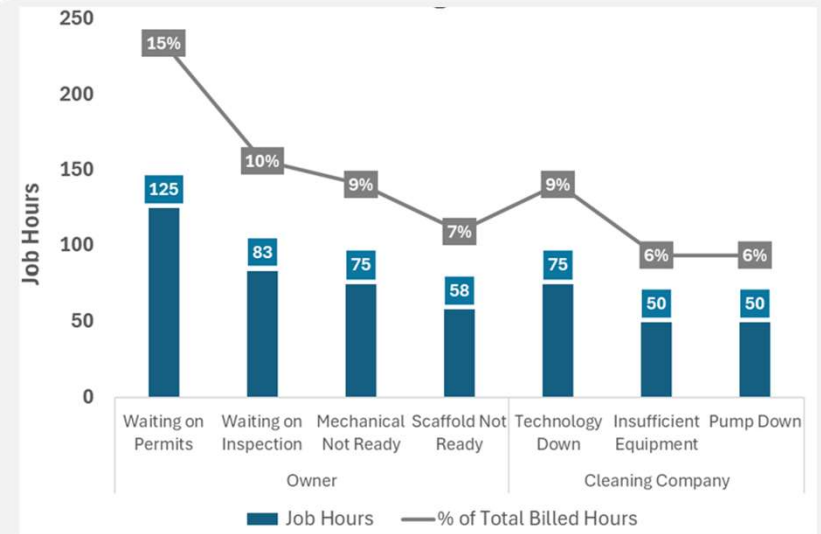


## Potential Estimated Value



(Using Logs & Timesheets)

**Recall that currently 1% to around 7% of Non-Productive time gets captured and reported**



**New Data to Feed a Powerful Continuous Improvement Effort**

<b>5</b>	<b>10,000</b>	<b>1,000</b>	<b>200</b>	=	<b>\$ Millions</b>
<i>Hydroblast Rigs On Site</i>	<i>Billed Hours Per Year</i>	<i>10% Improvement Time-on-Tools</i>	<i>20% Production Limiting Hours</i>		<i>Production Savings</i>

### Final Take Aways

- **Processes and systems can be implemented to significantly improve time-on-tools and enhance owner production**
- **The owner and contractor must partner in this effort to achieve the desired outcomes**
- **Valorian Solutions offers processes and platforms to support these efforts**



# SPRING GOLF

## TOURNAMENT

APRIL 4, 2024



**SAVE THE  
DATE**



**Wildcat Golf Club**

12000 Almeda Rd, Houston, TX 77045







Next Meeting: April 25th, 2024

Innovation Through Collaboration!