



THE FUTURE OF TURNAROUNDS

**Finish Turnarounds on-time and on-budget with
our simple, intuitive software.**



ABSTRACT

We create smart, modern software that simplifies turnarounds and boosts efficiency. Leverage real-time information to make informed business decisions, eliminate manual processes and spreadsheets, and stop relying on contractor tools for critical data.

Turnarounds are cyclical, yet refineries spend millions re-planning the same events over and over. Why? Because contractors bring their own project management tools, take their data when they leave, and force refineries to plan from scratch every cycle.

EZTRAK changes that and puts you in control of your turnaround data, ensuring that your entire execution teams - including contractors and suppliers - work from one centralized, refinery-owned platform. Achieve 100% transparency, accuracy, and accountability, while eliminating and bolstering efficiency.

INDUSTRY CHALLENGES (2025 AND BEYOND)

Oil refineries are currently navigating a complex landscape of financial and operational pressures.



THE NEED FOR FISCAL IMPROVEMENT AND A MORE COMPETITIVE ENVIRONMENT

The refining industry is under immense pressure to improve operational efficiency and financial performance. With shrinking refining margins and rising operational costs, the need to optimize spending and resource allocation has never been greater.

PROFITABILITY PRESSURES

Independent refiners have reported up to 75% year-over-year declines in their operating profit for renewable diesel segments. The downward trend in crack spreads and refining margins further intensifies cost pressures.

INCREASED COMPETITION

Emerging energy markets, alternative fuels, and stricter carbon regulations are forcing refiners to become leaner and more efficient. Those that fail to modernize risk being phased out by more adaptable competitors.

AGING INFRASTRUCTURE

Many refineries are decades old, requiring costly maintenance and upgrades to remain operational, further impacting financial viability.

THE NEED TO FINALLY LEVERAGE TECHNOLOGY IN REFINERY OPERATIONS

Despite the complexity and cost of refinery operations, the sector lags in digital transformation. The traditional reliance on manual processes, spreadsheets, and fragmented platforms creates inefficiencies, unnecessary costs, and lost institutional knowledge.

Refineries must shift toward digitally enabled turnarounds to remain competitive. A centralized, refinery-owned system that consolidates planning, execution, and reporting will eliminate rework, improve data retention, and maximize efficiency.



CHALLENGES AT THE REFINERY LEVEL RELATED TO TURNAROUNDS AND BUSINESS CULTURE

Even within refineries, entrenched business practices create inefficiencies in turnaround planning and execution:



SILOED DATA & LACK OF STANDARDIZATION

Each department (maintenance, procurement, finance, execution teams) operates independently, leading to disjointed data, inefficiencies, and costly misalignment.



OVER-RELIANCE ON CONTRACTORS

Contractors frequently bring their own tools, manage turnaround execution, and leave with valuable planning insights, forcing refineries to reinvent the wheel every cycle.



LACK OF REAL-TIME VISIBILITY

Delays and cost overruns are often detected too late because spreadsheets and outdated systems fail to provide real-time performance tracking.



BUDGET & TIMELINE OVERRUNS

With high labor and material costs, even small inefficiencies can lead to multi-million-dollar losses during a turnaround event.



THE HIGH COST OF STICKING TO OUTDATED METHODS

In the high-stakes environment of oil refining, even marginal inefficiencies can lead to substantial financial losses. With average annual maintenance costs of \$9 million, turnarounds costing hundreds of millions per event, and \$9 billion invested annually in capital projects, optimizing these expenditures is no longer optional—it's a financial imperative.

THE IMPACT OF INCREMENTAL IMPROVEMENTS

1%**EFFICIENCY GAIN**

For a refinery allocating \$100 million to a turnaround, a mere 1% improvement translates to \$1 million in savings per event.

5%**REDUCTION IN PROCUREMENT INEFFICIENCIES**

With a \$50 million materials budget, cutting inefficiencies by 5%—through real-time tracking and eliminating rush orders—saves \$2.5 million.

10%**ENHANCEMENT IN COORDINATION AND EXECUTION**

Reducing delays by improving real-time communication between internal teams, suppliers, and contractors could shave days off the turnaround schedule, saving millions in labor and reduced downtime.

Yet, many refineries continue to rely on outdated, manual processes, spreadsheets, and contractor-provided tools—missing out on these efficiency gains and leaving millions on the table.



THE COST OF DOING NOTHING: WHAT REFINERIES ARE LOSING TODAY



ESCALATED PROCUREMENT COSTS

Without real-time tracking, refineries frequently overspend on materials, rush orders, and lost inventory.

- > A 2023 industry analysis found that refineries using independent catalyst testing and a dual-source strategy saved up to \$1 million per unit on hydrocracking catalyst costs. Those relying on outdated procurement methods paid a premium instead.



PROJECT DELAYS AND COST OVERRUNS

Inefficient coordination between suppliers, contractors, and internal teams causes preventable slowdowns.

- > A study of the Engen Refinery's turnaround identified poor communication as a major driver of cost escalations and extended shutdowns—a scenario far too common across the industry.
- > A U.S.-based refinery in 2022 faced a \$40M cost overrun on a turnaround due to mismanaged contractor workflows and procurement delays—avoidable with real-time coordination and visibility.



MISSED SAVINGS OPPORTUNITIES

A lack of centralized data prevents refineries from capturing lessons learned, leading to repeated mistakes and escalating costs.

- > 80% of turnarounds experience cost overruns, often due to inadequate planning and resource misallocation. Without refinery-owned software, inefficiencies persist, and costs keep rising.



WHY REFINERY-OWNED DIGITAL SYSTEMS ARE NO LONGER OPTIONAL

Refineries that continue to operate with outdated processes are not just losing money—they're compounding losses over multiple turnaround cycles.



A 1% loss per turnaround may seem minor, but over five turnarounds, that's \$5M lost—just from inefficiencies that could have been eliminated.



Across an entire refinery network, these inefficiencies multiply into tens of millions in lost profits every year.

The real risk isn't in adopting digital transformation—it's in delaying it. Refineries that embrace real-time tracking, automated workflows, and centralized turnaround execution software are already reaping the financial benefits.



The question isn't 'if' but 'when.' Those who act now will gain a lasting competitive edge in cost control, efficiency, and profitability.

EZTRAK: THE SOLUTION TO TURNAROUND CHALLENGES

EZTRAK is designed by turnaround professionals, for turnaround professionals. It is an intuitive, cloud-based platform that enables real-time collaboration, data-driven decision-making, and full control over turnaround execution—helping refineries finish on-time, on-budget, and with full visibility.





HOW EZTRAK SOLVES THE REFINERY'S BIGGEST PAIN POINTS



CENTRALIZED DATA & VISIBILITY

A single source of truth for all turnaround planning and execution data, eliminating silos, reducing rework, and improving transparency.



REFINERY-OWNED SYSTEM

Unlike contractor tools that leave with them, EZTRAK keeps critical turnaround data in-house, ensuring refiners never start from scratch again.



REAL-TIME KPI TRACKING

Live dashboards provide insights into costs, schedules, and performance, enabling instant adjustments to prevent overruns—saving both time and millions in wasted costs.



AUTOMATION & AI-DRIVEN OPTIMIZATION

Eliminates manual tracking, procurement bottlenecks, and human errors with AI-powered analytics, cutting procurement cycle times by up to 30%.



CYBERSECURITY & COMPLIANCE

Built with refinery-grade security, EZTRAK protects sensitive data, ensures regulatory compliance, and reduces IT burden with its plug-and-play architecture.



COMPREHENSIVE COVERAGE FOR TURNAROUNDS & CAPITAL PROJECTS

EZTRAK covers every aspect of a Turnaround or Capital Project through three integrated but independent modules:



PILOT (PLANNING & EXECUTION)

Streamlines work scope development, scheduling, contractor coordination, and execution tracking to ensure seamless planning and execution.



VAULT (BUDGET & COST TRACKING)

Provides real-time budget visibility, tracks cost overruns, and ensures financial accountability throughout the project lifecycle.



FLOW (MATERIAL MANAGEMENT)

Optimizes procurement, inventory tracking, and supplier coordination, preventing material shortages and rush orders.

Each module works independently or together, providing a flexible and scalable solution tailored to the refinery's specific needs. Contractor and Supplier Portals ensure that all stakeholders are connected, aligned, and operating from the same playbook.

REQUEST FOR DEMO



PROVEN RESULTS: EZTRAK IN ACTION

EZTRAK has delivered transformational cost savings and operational efficiency across multiple refinery projects, ensuring turnarounds are completed on-time, on-budget, and with full visibility.

CASE STUDY: PHILLIPS 66 CARSON, CA

Background:

PMM supported a \$120M Turnaround project at Phillips 66, managing over \$30M in materials. The refinery struggled with material loss, inefficiencies, and lack of visibility, leading to cost overruns and delays.

Challenges:

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MATERIAL LOSS & WASTE

Lack of accountability resulted in 23% loss from theft, waste, and mismanagement.



PRODUCTIVITY ISSUES

Workers left job sites to retrieve materials, causing delays and reduced productivity.



LABOR COSTS

High labor expenses with minimal output due to inefficient workflows.



Solutions Implemented:

- ✓ **EZTRAK INTEGRATION**
Real-time inventory tracking and centralized reporting provided full material visibility.
- ✓ **MATERIAL KITTING & TAGGING**
Prepped and delivered kits directly to job sites, eliminating worker downtime.
- ✓ **OPTIMIZED LABOR DEPLOYMENT**
Reduced required labor by 33%, reallocating resources to high-value tasks.

Results:

- ↓↓↓ **\$6.9M IN HARD COST SAVINGS**
Material loss and waste reduced by 23%, improving accountability.
- ↓↓↓ **\$200K SAVED IN LABOR COSTS**
Tasks were executed with two-thirds of the workforce, increasing efficiency.
- ↓↓↓ **35% PRODUCTIVITY BOOST**
Faster access to materials, reducing worker idle time and improving project throughput.
- ↓↓↓ **SEAMLESS MATERIAL MANAGEMENT**
Delivered operational excellence, setting a benchmark for future turnarounds.

TESTIMONIAL

"EZTRAK has been a game-changer within our departments. We have access to past, present and future Turnaround information in once place with dashboards to measure our success."

P66 Turnaround Manager



CASE STUDY: PBF TORRANCE REFINERY

PBF Torrance leveraged EZTRAK's real-time tracking, automation, and data-driven execution tools to achieve substantial savings.

- ✓ \$2.3M saved by completing the turnaround six days ahead of schedule, reducing labor costs and downtime.
- ✓ 85% reduction in first-week material spend through automated tracking and procurement visibility.
- ✓ Real-time QA tracking eliminated bottlenecks, reducing sign-off delays from days to under 24 hours.

TESTIMONIAL

"Our biggest problem was transparency. We had no line of sight on material or execution which led to finger-pointing when things went wrong. EZTRAK gives us 100% transparency and 100% accountability so that we can accurately track cost and productivity.

PBF Turnaround Manager



THE PROVEN FINANCIAL IMPACT OF EZTRAK

EZTRAK users consistently achieve measurable cost reductions by eliminating inefficiencies, reducing delays, and improving planning, procurement, and execution.



10% Reduction in Overall Turnaround Costs

- > EZTRAK users report savings of \$5M–\$10M per \$100M turnaround by improving planning, execution, and material management.
- > Reduction in planning costs by eliminating redundant processes, unnecessary overtime, and contractor inefficiencies.



Significant Reduction in Planning Costs

- > Streamlined work scope development, bid processes, and contractor selection reduces pre-turnaround administrative expenses.
- > Reduced planning rework by 40%, saving hundreds of labor hours before execution even begins.



Reduction in Final Schedule Through Increased Transparency & Real-Time Updates

- > Live dashboards ensure execution teams, suppliers, and contractors are aligned, preventing miscommunication-related delays.
- > A 6-day average reduction in turnaround duration increases refined product output, adding millions in additional revenue potential. A refinery processing 250,000 barrels per day gains an additional 1.5 million barrels by reducing turnaround time by six days. At an average crude oil price of \$80 per barrel, this translates to an **additional \$120M in revenue potential per turnaround**.



Reduction in Material Loss, Theft & Waste Due to Increased Accountability

- > 23% reduction in material waste and loss saves millions in direct costs.
- > Enhanced traceability and accountability ensures zero stock-outs and eliminates last-minute purchases at premium prices.



Leverage Buying Power with Competitive & Transparent Bid Portal for Major Service Contracts EZTRAK's bid portal increases supplier competition, leading to ****12-15% savings on outsourced services****. For a refinery spending **\$50M on turnaround contracts**, this equates to ****\$6M–\$7.5M in direct cost savings per event****.

- > Automated bid and procurement tracking increases supplier competition, lowering costs for key service contracts.
- > Competitive bidding model ensures that refineries pay fair market value for outsourced services—preventing overpayment and inflated contractor costs.



Better Information for Analytics & Business Decision-Making When combined, these cost reductions, efficiency gains, and revenue optimizations translate to a ****\$15M–\$20M ROI per turnaround cycle****, making EZTRAK a game-changing investment for refineries.

- > Real-time access to historical turnaround data improves forecasting, budgeting, and future work scope development.
- > Refinery executives gain visibility into contractor performance, material efficiency, and spending patterns to drive continuous improvements.

YEAR-BY-YEAR SAVINGS GROWTH

EZTRAK's value increases with each turnaround project, as refineries reuse archived data and optimize processes based on insights gained from previous projects.

Over a five-year period, EZTRAK can generate total savings of approximately \$31.31M, based on recurring improvements in material management, bidding processes, scope changes, and predictive maintenance.

These savings go beyond short-term cost reductions. Instead, it represents a long-term return on investment that grows as refineries continue to refine their processes.



LONG-TERM RETURN ON INVESTMENT (ROI)

With an annual cost of \$225,000 to \$315,000 for an unlimited-user license, EZTRAK provides a highly favorable ROI. In the first year alone, EZTRAK can deliver 15 to 20 times the initial investment in savings. Over five years, the cumulative savings far exceed the cost of the platform. Thus, it is a highly strategic investment for any refinery.

Initial Implementation

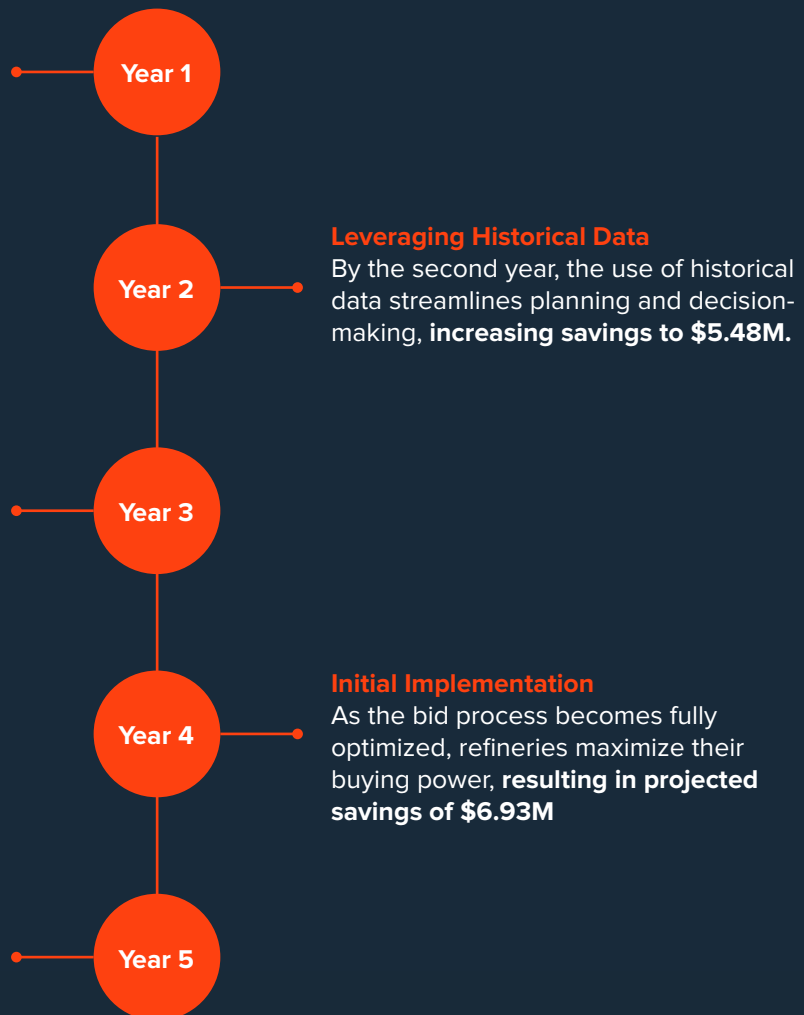
In the first year, **refineries can save approximately \$4.98M** by eliminating unnecessary software licensing, improving material management, and optimizing contract bidding.

Process Refinement

With multiple projects completed, refineries begin optimizing recurring processes, further reducing planning time and **increasing savings to \$6.30M**.

Predictive Maintenance and Full Integration

By Year 5, refineries can fully predict their turnaround needs and optimize maintenance schedules, **achieving up to \$7.62M in annual savings**.





WHAT SETS EZTRAK APART? (COMPETITIVE DIFFERENTIATION)

Unlike generic project management tools or legacy ERP add-ons, EZTRAK is built specifically for turnaround and maintenance execution—ensuring a seamless, refinery-first experience.

PURPOSE-BUILT VS. REPURPOSED SOFTWARE



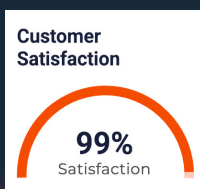
- > Designed specifically for refinery turnarounds—not a one-size-fits-all project management tool.
- > Developed by turnaround planners, cost analysts, and material managers who understand refinery challenges firsthand.

RAPID DEPLOYMENT & CUSTOMIZATION



- > Fully adaptable without requiring costly system overhauls.
- > Implements changes within hours, not weeks, ensuring a fast and smooth transition.

DEDICATED SUPPORT & TRAINING



- > Free onboarding and unlimited customization support, tailored to your refinery's needs.
- > 24/7 technical support with dedicated industry specialists, ensuring zero downtime and seamless adoption.



WHY EZTRAK IS THE FUTURE OF TURNAROUND MANAGEMENT



Refineries can't afford to keep losing millions due to outdated, contractor-dependent tools.



EZTRAK puts control back into the refinery's hands, eliminating reliance on external contractor tools and ensuring 100% data retention and visibility.



By optimizing every phase of a turnaround, EZTRAK helps refineries reduce costs, eliminate inefficiencies, and secure long-term profitability.

THE TIME FOR CHANGE IS NOW.



See EZTRAK in action – Schedule a live demo today.



Learn more at → www.eztraksoftware.com



Contact us for a consultation → (626) 327-6348 • info@eztraksoftware.com



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