

EQUILIBRIUM CATALYST, INC.

Recovering Revenue and Reducing Costs Through Data Visibility



Headquartered in Houston, TX, Equilibrium Catalyst, Inc (ECI) is a global leader in providing catalyst solutions and supply chain management services to the petroleum refining industry. Their products and services have helped refiners around the world reduce total operating costs and environmental impacts while boosting product yields and optimizing FCC performance. With the complexity of their services and operations, the company needed better visibility into their data to increase margins.

issue:

"We're unable to track a breakdown of costs by carrier."

impact:

"With better insight, we can now identify high freight costs and move between carriers to save hundreds of thousands in costs. Also, we discovered billing that was being overlooked and found approximately \$1M in unbilled services."

- Justin Gossard, Director of Operations & IT

Company	Location	# of Loads	Purchase Price per/Ton	Total Freight Costs	Total Cost
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