

VALUE CHAIN ANALYSIS OF MARITIME SHIPPING STRATEGIES TO REDUCE CO2 EMISSIONS



Global Resource Extraction Company

The Client engaged PreScouter in this Research Support Service (RSS) pilot for help in deploying a strategy to reduce the carbon footprint associated with the shipping of their product.



CHALLENGE

The challenge for PreScouter was to develop a strategy for shifting from heavy fuel oil to liquid natural gas (LNG), which was a relatively new approach with little infrastructure in terms of vessels and bunkering.



APPROACH

PreScouter tackled all three sectors of the Client's value chain:

1. LNG-fueled vessel owners
2. LNG bunkering facilities
3. The company's customers (to identify who is in line with their net-zero GHG strategy)

PreScouter first identified and profiled the companies that had experience with or plans to adopt LNG. The team then determined which companies were the best (and worst) options for the Client to partner with. All these results were validated by engaging with an experienced Subject Matter Expert.



OUTCOME

A total of 18 LNG-fueled vessel owners, 12 LNG bunkering facilities, and 13 customers that aligned with the Client's sustainability strategy were studied over the course of 4 weeks. That resulted in a prioritization of 1-3 companies in each of the sectors.



The insights from PreScouter enabled the Client to understand where the major opportunities to deploy their strategy in the near future were.