

An Italian SME developing software for oil refinery planning and scheduling operation looks for agency, licence and joint venture agreements

- **SCHEDA**
- **APPROFONDIMENTI**

Identificativo proposta:BOIT20211013001

RICHIEDI MAGGIORI INFORMAZIONI

An Italian SME working in the energy sector since 1986 offers a specialised software for oil refineries. The software supports several supply chain planning tasks, from feedstock characterization and selection to planning and scheduling operations. The tool is user-friendly and works applying simulation and optimization techniques. The company looks for end-users under license agreements and agents to introduce the product in new markets. Joint venture partners are sought as well.

An Italian company specialised in energy sector services provides the downstream oil sector with consulting services and software since the mid-eighties. Soon they started to develop specific software tools to support their consulting activities in order to get the modeling capability required to provide high-level services to their clients. The proposed system offers all technical functions required for a proper representation of the supply chain. Entirely developed within the company, the system consists of modules that can support each aspect of an oil refining system, allowing accurate short, medium and long-term planning. Modules can be used alone or they can be combined to realize customized client solutions. The detailed feedstock characterization database enables embedded plant simulation models to calculate the yields and the quality of the process units' intermediate products. The company is interested in finding end-users under licence agreements who want to use the proposed product directly to optimize their production cycle or provide new services to their customers. Commercial agency agreements are also sought in order to introduce the software to new foreign markets. Joint venture partners are also considered to create a new joint company to further customize the product and offer it abroad.

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