

American LNG Export Co.

Weather Capabilities Assessment

Business Need:

- Client's business is highly sensitive to weather
- Weather risks worker safety
- Needed to assess how best to mitigate these weather risks to achieve health and safety, and service deliverability

Solution:

- IBM recommended the combination of weather data, technology and personnel that maximizes the ROI of the weather support to mitigate risk.
- The process includes understanding business operations and their sensitivity to weather forecasts, identifying and describing the different weather capabilities that would facilitate a reduction in the weather risks, and creating a cost-benefit analysis of various weather support frameworks follow by their ranking based on ROI.

Outcomes:

- Weather will introduce potential profit/loss variations of **\$10s to \$100s million** per year.
- **Maximize efficiency** and profitability of its day-to-day LNG production operations
- Minimize costly disruptions that can result in penalties due to non-performance in sales contracts, or lost profitability and erosion of trust with buyers.

