

ORVx

Efficiency Starts
with Movement

Coral Oil – Case Study



The productivity benefits of leveraging the Oryx 4AS have been proven through a quantified comparative case study

Coral Oil case study (1/7) - Objective



Case Study Objective

Quantify the benefits of using Oryx 4AS for Coral Oil's terminal operations by deriving comparative insights between different scenarios across the relevant metrics of productivity and labor fatigue

Transportation mode Scenarios



Walking
(Current-state)



Using
Oryx 4AS

Departments assessed

HSE
Department

Projects
Department

Operations
Department

Input metrics measured

Distance covered
(km)

Average moving
speed
(km/h)

Estimated sweat loss
(ml)

Number of steps
(#)

Measurement tool



**GARMIN Fenix 7X
Sapphire Solar**

Top-tier, rugged
multisport GPS watch

The study was conducted at Coral Oil, the largest and most sophisticated petroleum terminal in Lebanon

Coral Oil case study (2/7) - Company Overview



Coral Oil is Lebanon's leading fuel importer dedicated to supplying all essential fuel products, with ~30% of the country's market share.

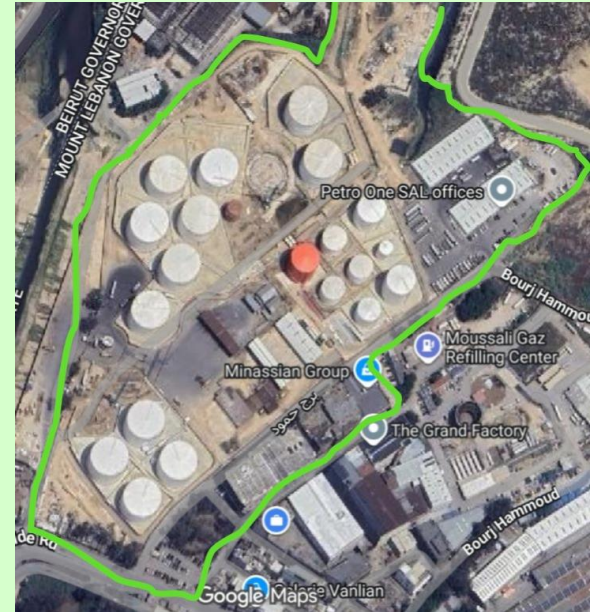
It is a **UK-based enterprise** incorporated in 1925, with its Lebanese branch established in 1926 (**previously known as SHELL**).

The Largest Petroleum Terminal in Lebanon

120,000+
SQM Terminal Area

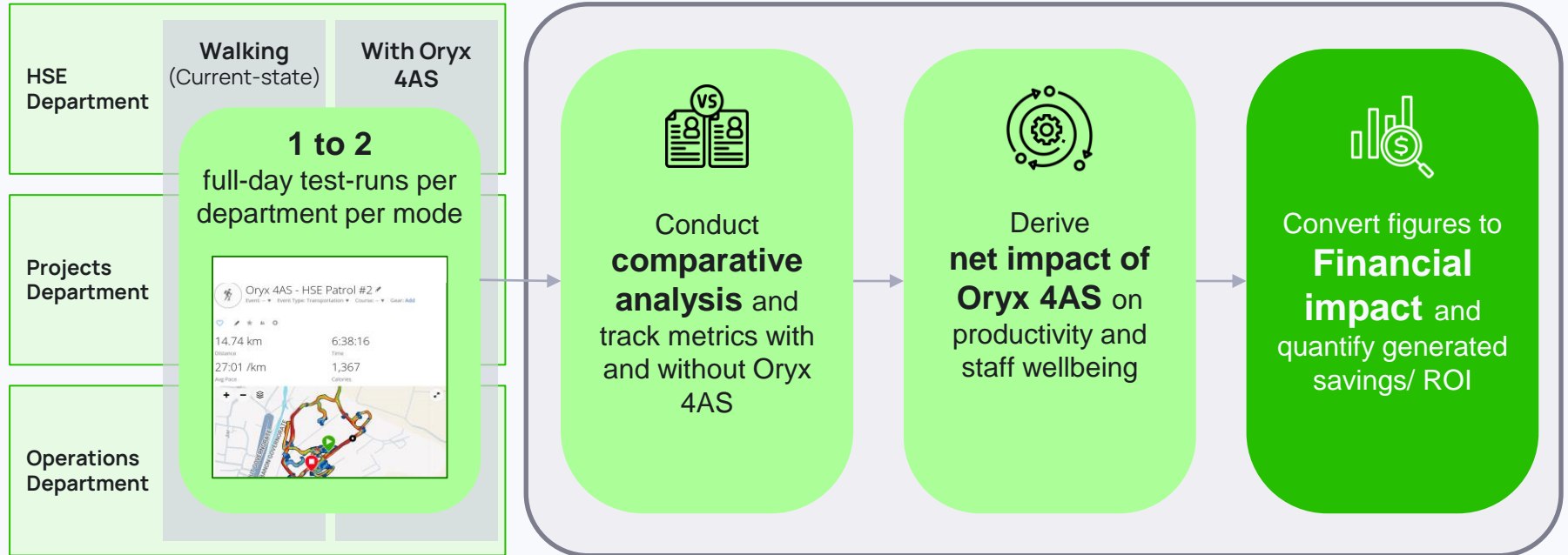
170,000+
MT Storage Capacity

Built to **American Petroleum Institute** standards (API 650)



The comparative test runs generated tangible productivity and wellbeing metrics, to be later converted to financial impact

Coral Oil case study (3/7) – Methodology



Overall, the data shows ~50% net positive impact of adopting the Oryx 4AS for day-to-day industrial activities

Coral Oil case study (4/7) – Metric Results¹


Metrics	Walking (Current-state)	With Oryx 4AS	Delta	
			Value	% Change
Distance covered ² (km)	11.495	16.82	5.33	+46.3 %
Average moving speed (km/h)	5.95	9.00	3.05	+51.3 %
Estimated sweat loss (ml)	4,668	2,838	-1,830	-39.2 %
Number of steps (#)	12,123	4,523	-7,599	-62.7 %



Average Impact

Productivity

Average increase of output with same level of input

 **+48.8 %**

Employee Wellbeing

Average increase of wellbeing with same level of input

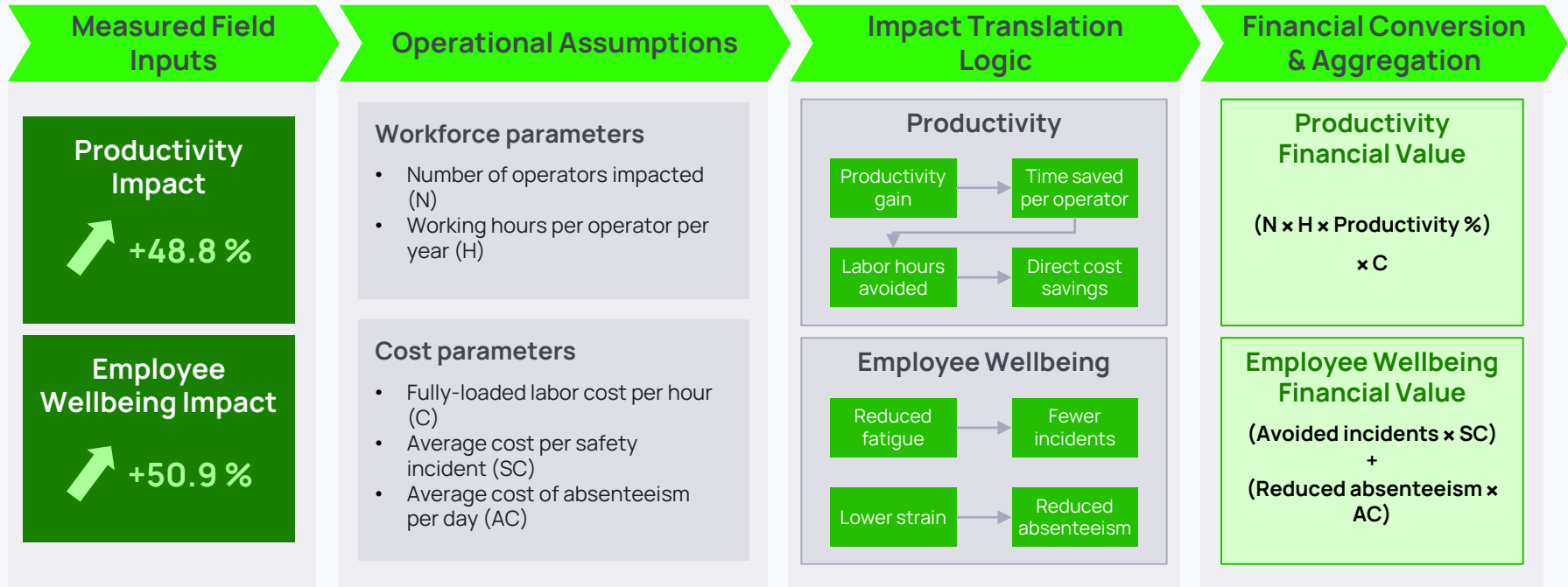
 **+50.9 %**

1) Results based on the average of experiments conducted on the daily activities of the HSE inspector and the Maintenance team lead

2) Distance covered for the same amount of time spent on a full-day shift

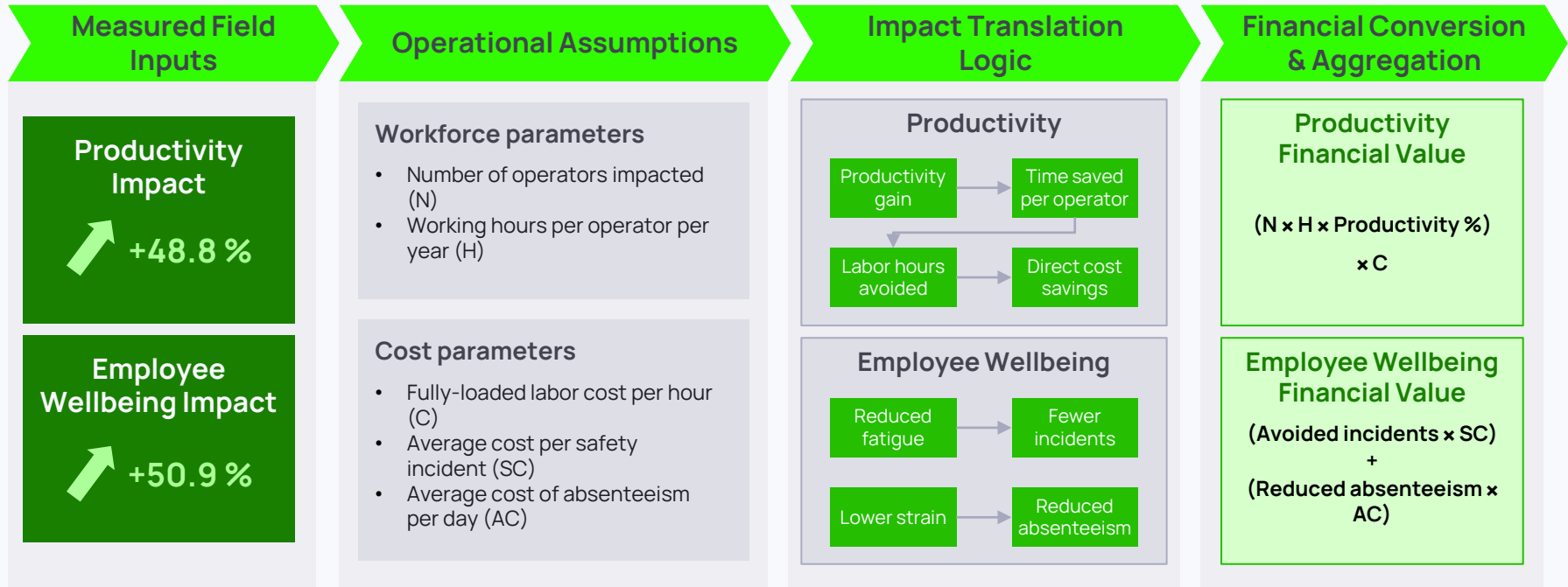
The productivity & wellbeing impact is translated to financial value following a specific calculation process each

Coral Oil case study (5/7) - Financial Analysis



A specific calculation process was developed to translate each of the productivity & wellbeing impact into financial values

Coral Oil case study (5/7) - Financial Analysis



The financial impact is calculated using carefully estimated assumptions and real-life inputs

Coral Oil case study (6/7) – Financial Calculations & Assumptions

Assumptions & Input

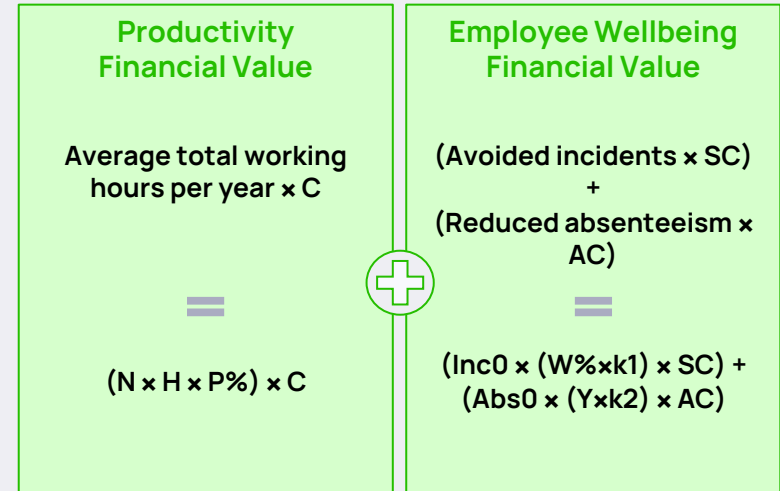
Productivity Financial Value

• P%: Percentage productivity increase	46.4%
• N: Number of operators impacted	1
• H: Working hours per operator per year	1920
• C: Fully-loaded labor cost per hour	\$ 12.5

Employee Wellbeing Financial Value

• W%: Percentage wellbeing increase	53.8%
• Inc0: Incidents number per year	0.25
• Abs0: Absence days per year	7
• K1/2: Probability that wellbeing improvement translates into incident/absence reduction respectively	0.5 & 0.3
• SC: Average cost per safety incident	\$ 2,000
• AC: Average cost of absenteeism per day	\$ 150

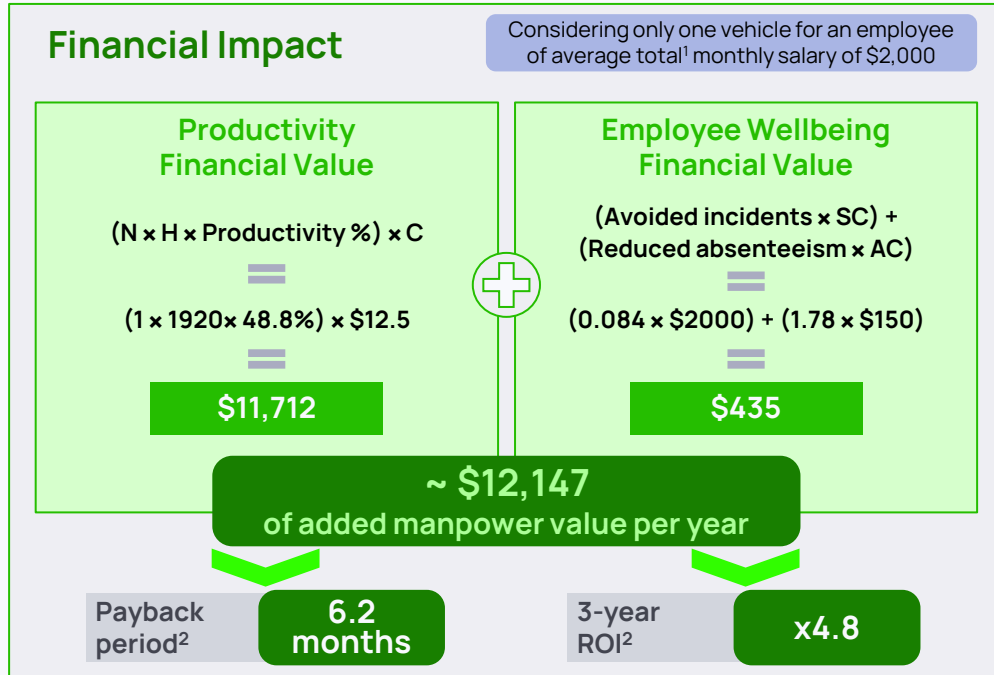
Financial Impact Formula¹



1) This formula is conservative and only considers direct financial impact. It excludes indirect impact such as health insurance impact, morale, employer branding which all consequently have long-term impact on financials

Drastic benefits of adopting Oryx 4AS are confirmed through both financial impact and key team testimonials

Coral Oil case study (6/7) - Summary



1) Includes all employee compensation benefits including insurance and other administrative costs;
2) Assuming a vehicle retail price of ~\$5,500 in addition to +20% logistics cost and +10% yearly running costs

Testimonials



Edgard,
HSE
Inspector

"Aside from faster patrol tours and reduced fatigue, the Oryx 4AS has proven **critical in supporting the team with urgent tasks**"



Elie,
Maintenance
Team Lead

"This vehicle helped me **drastically decrease the time and distances** required in all daily tasks, whether regular or urgent"



Alexis,
Projects Engineer

"Using the Oryx 4AS helped me **dramatically reduce physical strain** during working hours, ultimately **improving my concentration** on tasks"



Thank You

**Contact us via our
website or email**

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