



RBN Energy's Consulting Services

Overview

RBN provides a broad range of consulting services across the natural gas, crude oil, condensate and NGL markets. We specialize in helping clients understand, formulate and implement strategies to help them navigate and profit from the rapid changes in all of these energy industry segments. Our services range from strategic advice in fundamental shifts such as evolution in a business from one hydrocarbon market to another, to due diligence in mergers and acquisitions, to expert help in legal/regulatory arenas, to assistance in the development of new markets unfamiliar to the client.

RBN's unique market position is a result of basic grounding in deep analytics and extensive fundamentals data, with an overlay of the world-class (nationally and internationally recognized) expertise embodied in our senior professionals, enabling us to be a trusted advisor to senior management. RBN is also a leader in providing education in all the areas where it has substantive expertise, whether through our highly regarded [School of Energy](#), through our publications, or, in the consulting context, through client-specific reports and seminars.

Our Approach

Based on RBN's extensive familiarity with the U.S. markets in oil, natural gas, natural gas liquids, and condensate, we compile and analyze market fundamentals data extracted from RBN's comprehensive historical databases and information stores. This data-driven starting point is depicted in the graphic below. We then analyze the data using quantitative methods and models, which provide the basis for our expert strategic interpretation of the data. This commercial interpretation is accomplished by RBN's senior executive team based on decades of practical, hands-on, direct involvement in U.S. energy markets. Finally, we integrate our analysis into a clear and simple consulting service that includes management level presentations with access as necessary to all supporting data and evaluations. It has been RBN's experience with multiple clients that RBN's combination of deep, fundamentals-based analytics with outstanding communication and presentation approaches has provided genuinely valuable strategic input for major management decisions.



Examples of Recent RBN Energy Consulting Projects

Since 2013, RBN Energy has prepared and delivered numerous consulting engagements focused on crude oil, natural gas, and NGL production and supporting infrastructure in all of the major supply basins in the U.S. and Canada. Our client base includes producers, midstreamers, and private equity firms. Recent engagements include:

- RBN assisted a major Marcellus/Utica natural gas producer in assessing the impact of the start up of Rover and Nexus on the natural gas supply/demand balance in the upper Midwest. This project required RBN to complete a flow analysis of all the major pipelines feeding the region, including Canadian pipelines, midcontinent pipelines, as well as pipelines from the Rockies and the Permian basin. The finished project for the engagement provided the client with the outlook for Upper Midwest natural gas basis, assisting the client in developing a strategy to manage this risk.
- In a recent client engagement, RBN assisted a client in developing an in depth understanding of the Cushing, OK, complex, including the pipelines delivering and receiving crude oil, crude oil flows and quality, storage assets and owners, and how the whole complex links together and operates. The outcome of this engagement allowed RBN's client to make strategic investment decisions impacted by the Cushing complex operations.
- RBN Energy has participated in multiple engagements focused on the U.S. NGL market, from macro level engagements providing clients with an understanding of the interrelated dynamics of ever increasing NGL production from the major NGL production regions (Permian Basin, Rockies, Canada, Marcellus/Utica, SCOOP/STACK and South Texas), pipeline and rail takeaway capacity and fractionation facilities. As NGL production has ramped up with the growth in shale crude oil, understanding the stress it has placed on the supporting infrastructure has become a daunting task. RBN has assisted major players in this segment in understanding potential market changes, allowing them to develop strategies for success.
- RBN has assisted multiple producer clients in assessing the risk of crude oil, NGL and natural gas pipeline takeaway capacity constraints for the basins where they are actively drilling wells. This includes the Permian Basin, Powder River and DJ basins in the Rockies, SCOOP/STACK, and the Marcellus/Utica.
- One of RBN's most significant engagements has focused on assisting a major LNG terminal developer in developing an in-depth understanding of the current and projected Gulf Coast natural gas supply/demand and pipeline infrastructure as new pipelines and LNG terminals come on line at the same time as large volumes of natural gas ramps up from major basins from the Permian to the Marcellus/Utica.
- RBN Energy was retained by a manufacturer of midstream assets to assist in the development of strategic plans and market data collection systems. The analysis included market needs for new natural gas processing and fractionation capacity, the key economic drivers for gas processing profitability, and an assessment of business trends which could have a detrimental impact on the company's customer base.

Want to Learn More?

For information about RBN's *Consulting Services*, please visit us at RBNEnergy.com or contact **Scott Potter**, at 713-614-3748 or spotter@rbnenergy.com

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