



## Case Study

### Client

Korean Gas and Energy Corporation

### Project Number

20072

### Team Members

Lawrence D. Sullivan

# Renewable Diesel Pretreatment Companies Review and Recommendation

## Summary of Client and Challenge They Faced

A Korean gas and energy corporation was evaluating three competing bids from renewable diesel pretreatment companies. Before fats, oils, and greases (FOG) can be processed in a hydrotreater and made into renewable diesel (RD), phosphorus and other metals must be reduced to below a 3-ppm level. The pretreatment companies provided detailed bids outlining their competing technologies. The Korean gas and energy corporation needed an independent evaluation and review of the technologies and commercial stages or readiness of each one.

## Our Approach to the Solution

LEC Partners (LEC) conducted a comprehensive review of the competing bids and provided a set of recommendations to guide decision making. We approached the problem using the general matrix provided by the gas and energy corporation. Our experts provided skilled and balanced opinions on each technology regarding capabilities, prices, suitability, and Korean representation for sub-contractor roles under contract. We even provided a fourth option, not part of the first three considerations, to broaden their perspective when evaluating the three competing bids.



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#### Client Results and Benefits

LEC provided the gas and energy corporation with a management-based decision process for selection of the best available pretreatment technologies. The corporation appreciated receiving a clear rank order of SWOT of the original three technology packages plus a fourth one for consideration. As a result of this rigorous evaluation, the energy and gas corporation was able to confidently begin negotiations with their prospective RD pretreatment partners.