

Key takeaways

From silos to synergy: Integrating traditional and low-carbon value chains in oil, gas, and chemicals



- 1** The oil, gas, and chemical industry has leveraged digital tools to achieve value chain excellence but now faces the challenge of integrating new low-carbon value chains with existing operations.
- 2** Addressing this challenge and ensuring continued growth could involve developing a strategy that aligns organizational goals, identifies accretive value chain opportunities, creates a competitive go-to-market plan, and accelerates decision-making.
- 3** Guiding effective value chain expansion asks that low-carbon opportunities are evaluated based not only on their market potential but also on their synergies with existing business operations.
- 4** Transitioning from a supply-driven petroleum business to a demand-driven, low-carbon model may require companies to restructure their go-to-market strategies and capabilities to create unique value propositions for each of their target customers.
- 5** Achieving consistent performance and value in this new demand-driven business model can also underscore the importance of implementing robust management systems, fostering dynamic decision-making, and reimagining operational structures.

Source: Deloitte analysis.