

WorleyParsons

resources & energy



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Supplier Pre-qualification

ICN Presentation

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AEP Southern Operations

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WorleyParsons is a leading professional services provider to the energy, resource, and complex process industries.

Our services cover the full asset spectrum both in size and lifecycle – from the creation of new assets to services that sustain and enhance operating assets.



With **37,800** people in **148** offices throughout **44** countries, we provide our customers with a unique combination of extensive global resources, world-recognized technical expertise and deep local knowledge.



We have seven differentiators which form the strategic focus that drives success in our business and that differentiate us in our markets.



DIFFERENTIATOR 1
Committed, empowered and
technically capable people



DIFFERENTIATOR 4
Outstanding operational and
corporate performance



DIFFERENTIATOR 2
Industry leadership in health,
safety and environmental
performance



DIFFERENTIATOR 5
Focus on long-term contracts
and asset-based services



DIFFERENTIATOR 3
EcoNomics™ - Delivering
profitable sustainability

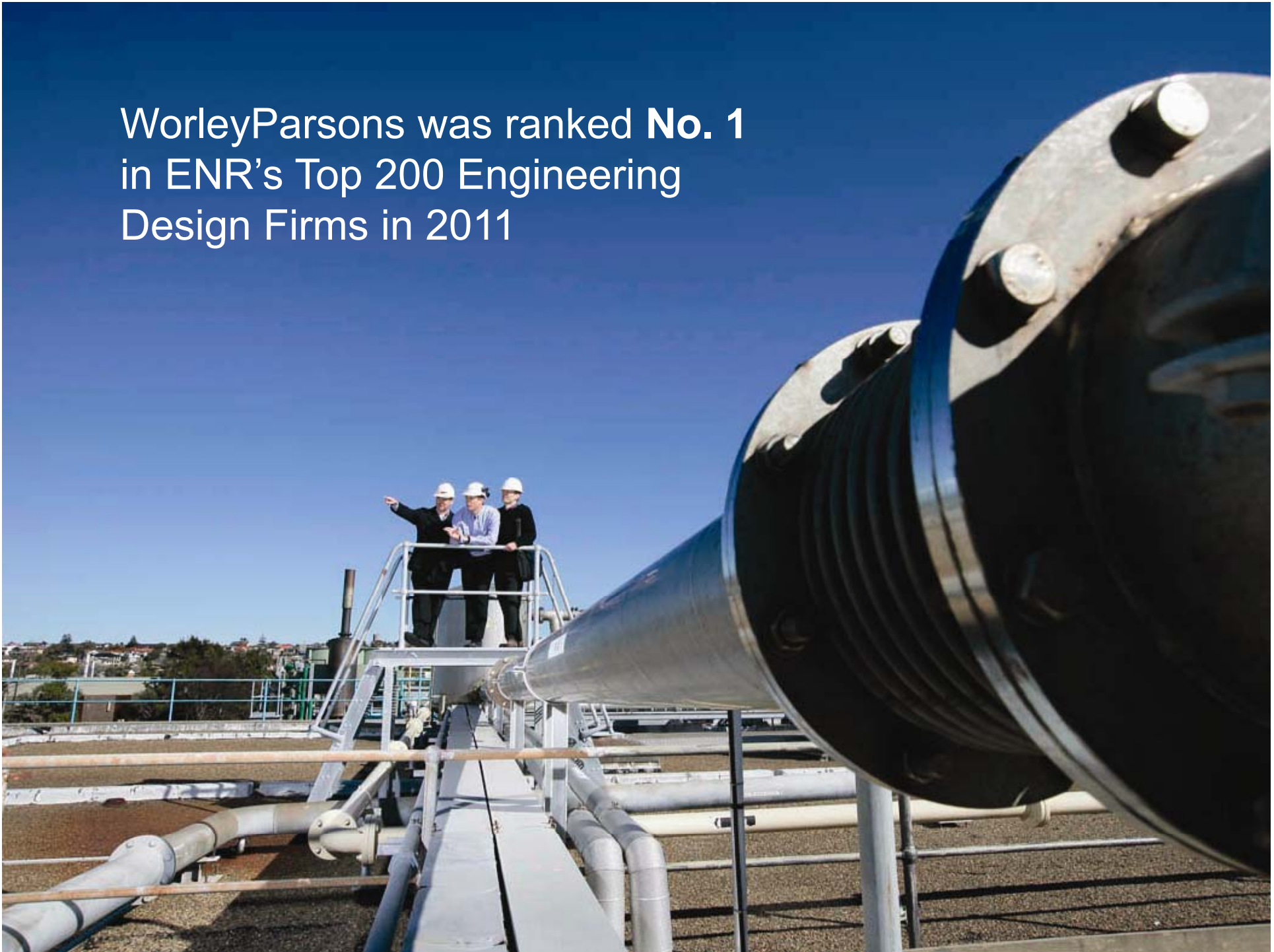


DIFFERENTIATOR 6
Success in project
delivery—large and small



DIFFERENTIATOR 7
Comprehensive
geographic presence

WorleyParsons was ranked **No. 1**
in ENR's Top 200 Engineering
Design Firms in 2011



WorleyParsons services **four**
Customer Sector Groups

Infrastructure & Environment

Resource Infrastructure
Urban Infrastructure
Ports & Marine Terminals
Water & Wastewater
Transport
Environment



Minerals & Metals

- Base Metals
- Coal
- Chemicals
- Ferrous Metals
- Alumina
- Aluminium
- Iron Ore
- Gas Cleaning



Power

Advanced Coal

Coal

Gas Turbine Based Plants

Nuclear

Renewable Energy

Transmission Networks



Hydrocarbons

Arctic

Gas Processing

Heavy Oil & Oil Sands

INTECSEA

LNG

Onshore Production &
Enhanced Oil Recovery

Pipeline Systems

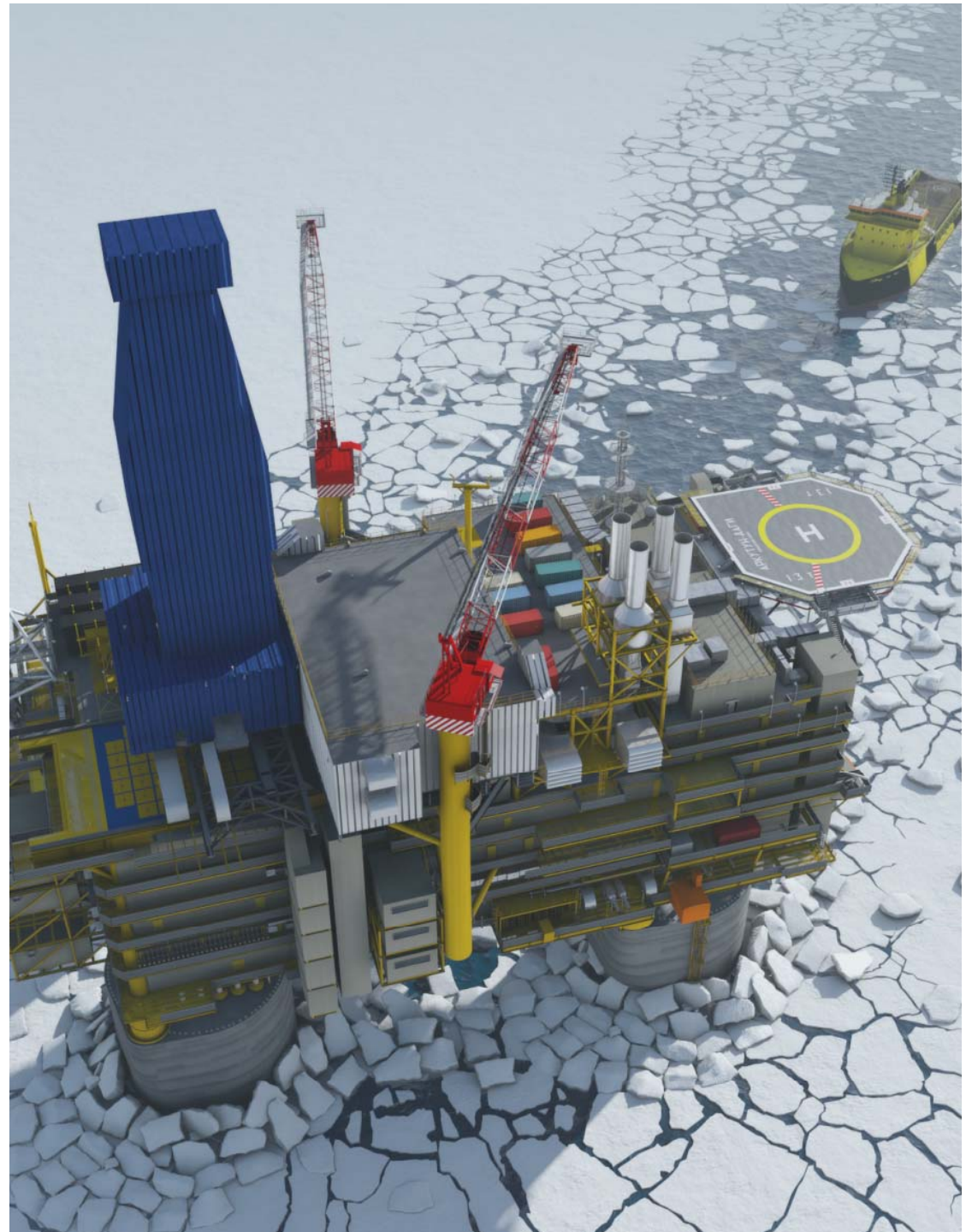
Offshore Topsides

Petrochemicals

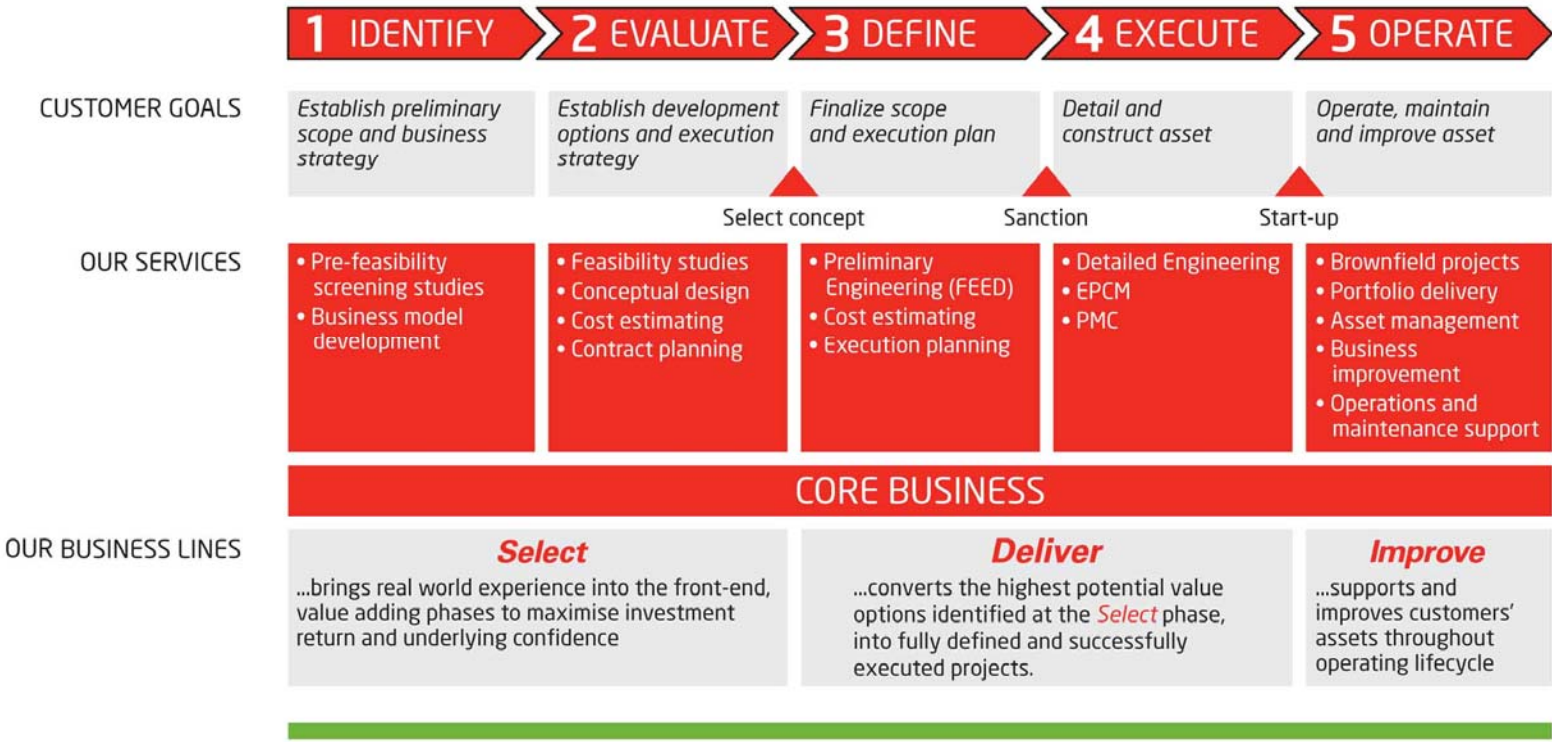
Refining

Sulphur Technology

Unconventional Oil & Gas



Phase Diagram



Delivering profitable sustainable **EcoNomics**TM
 ...profitably embeds environmental, social, and financial sustainability into project delivery across the asset lifecycle

Improve

Delivers value, year on year, for our long term customers. Successful *Improve* contracts are based on strong long-term relationships utilizing trust and teamwork. This enables everybody to focus on the critical issues that drive long term contract performance improvement.



1 Identify

- Pre-feasibility screening studies
- Business model development

2 Evaluate

- Feasibility studies
- Conceptual design
- Cost estimating
- Contract planning

3 Define

- Preliminary Engineering (FEED)
- Cost estimating
- Execution planning

4 Execute

- Detailed Engineering
- EPCM
- PMC

5 Operate

- Brownfield projects
- Portfolio delivery
- Asset management
- Business improvement
- Operations and maintenance support

AEP Southern Operations

- ▶ Australia East and Pacific is one of nine geographic regions.
- ▶ Southern Operations comprises six locations;
 - Adelaide
 - Footscray
 - Geelong (incorporating Tasmania)
 - Hunter
 - Melbourne
 - Sydney
- ▶ Although all engineers in some way support client procurement efforts, WP only has Procurement staff in Hunter, Sydney and Melbourne.

Recent EPCM projects

▶ Victoria

- CSBP Ammonium Nitrate
- Orica Project Trident Ammonium Nitrate
- Origin Yolla Mid-Life Enhancement
- Origin Thylacine platform modifications
- Longford Gas Conditioning Project
- Ma'aden Phosphate project
- EMAL – Emirates Aluminium
- Patricia Balleen Upgrade
- Alcoa Portland projects
- Alcoa Point Henry projects
- Mobil Altona Refinery – various projects
- Qenos – various projects

Yolla MLE – project photos

Project: Yolla Mid Life Enhancement

Customer: Origin Energy

Scope: Conceptual Engineering, Pre-FEED

Phases: IDENTIFY EVALUATE DEFINE EXECUTE OPERATE

Project Start: September 2007 - June 2012

Project Location: Bass Strait, Australia

Initially WorleyParsons conducted the feasibility study for the upgrade of the Yolla A gas platform located in Bass Strait, Australia, jointly owned by Origin and AWE in the Bass Gas Joint Venture. After the Identify phase, WorleyParsons executed the front-end engineering design, detail design and procurement for this project, as well as provided support during the fabrication, installation and commissioning phase managed by Origin. The Mid Life Enhancement (MLE) Project aims to maximise the economic recovery of the Yolla gas reserves and improve the safety, operability and reliability of the asset. The project comprises the following key elements:

Accommodation - The accommodation is a 600t module cantilevered off the northern face of the platform structure. It is required to support the ongoing maintenance activities and can accommodate up to 37 people.

Gas Compression and Condensate Pumping - This equipment was built as a 500t and 60t module respectively. It will maintain production rates during the reduction of well pressure later in the life of the Yolla field.

Safety - A number of safety upgrades, including active and passive fire protection systems.

Brownfields - as a consequence of the above project elements, significant brownfield works are required including demolition and relocation of existing facilities and tie-ins to process and utility systems.

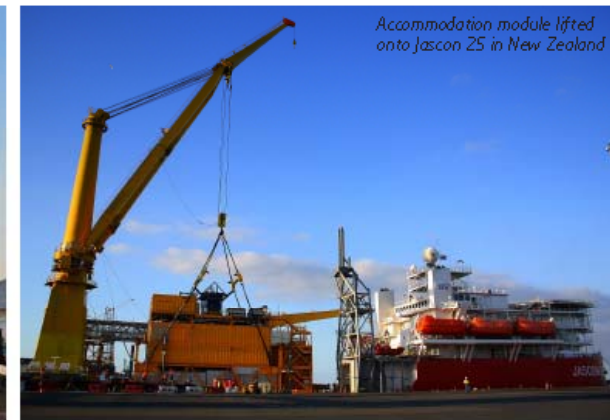
The design faced significant challenges due to the weight limitations of the platform and the rough weather conditions in Bass Strait. Extensive structural analysis and modelling was required for the final design of the project.

Yolla platform - accommodation module on Jascon 25 construction vessel



Yolla platform - bridge and bridge landing

Compression module in Thailand fabrication yard



Accommodation module lifted onto Jascon 25 in New Zealand

Yolla MLE – modules arrive Feb 2012





OneWayTM
to zero harm

Zero Harm is
WorleyParsons' corporate
vision for Health, Safety
and the Environment

OneWay™

WorleyParsons actively works to align our expectations and behaviors to achieve Zero Harm in our dedication to continuous improvement.

These expectations are reflected in our integrity management framework, OneWay™, and linked to our global systems and procedures.



12 OneWay™ elements

1. Leadership and Governance
2. Risk Management
3. Caring for Our People and the Environment
4. Selection and Competency
5. Working with Customers
6. Engineering
7. Working with Vendors and Contractors
8. Field Execution
9. Management of Change
10. Crisis and Emergency Management
11. Incident and Behavior Analysis
12. Assessment and Improvement

Element 7 – Working with Vendors and Contractors

▶ **Element Intent**

- Goods and services provided to us or our customers meet appropriate health, safety and environmental standards.
- Health, safety and environmental aspects are addressed as part of the prequalification, bid evaluation and order performance processes.

▶ **Note Element 6.1 (Engineering) also states;**

- New plant, equipment and processes are designed or selected with consideration of known and projected health, safety and environmental requirements, including provision for decommissioning and disposal.

Element 7 Expectations

Establish Contract Strategy	Pre Qualification	Tender & Award	Mobilisation & Set-up	Execute	De-Mob and Close out
	<p>7.1 Vendors and Contractors are evaluated during selection to verify they have the necessary competence, experience and capability to undertake the required activities</p>				
	<p>7.2 Selection and evaluation criteria include an assessment of company health, safety and environment values, commitment and performance, as well as processes used for incident reporting, risk management, change management and assessment and improvement.</p>				
	<p>7.3 Our commitment to developing a culture that reflects the OneWay vision is communicated during the selection and evaluation process</p>				
		<p>7.6 Clear performance standards, including expected behaviours are developed, agreed and stewarded. Deficiencies are identified, communicated and corrected.</p>			



Element 7 Expectations

Establish Contract Strategy	Pre-Qualification	Tender & Award	Mobilisation & Set-up	Execute	De-Mob and Close out	
	<p>7.4 Bridging documentation is in place via a gap analysis to demonstrate alignment of standards, processes and procedures between us and our contractors and, where the need is identified, our vendors.</p>		<p>7.5 Processes and procedures are in place to ensure all work (including short term and one-off) activities are effectively managed.</p>		<p>7.7 Contractors and vendors participate in our programs and activities specific to their scope of work.</p>	
					<p>7.8 Performance is assessed and documented following completion of work.</p>	



“ISO” requirements

▶ ISO9001 section 7.4.1

- *“The organisation **shall evaluate and select suppliers** based on their ability to supply **product in accordance with the organisations requirements**. Criteria for selection, evaluation, and re-evaluation shall be established. **Records of the results of evaluations** and any necessary actions arising from the evaluation shall be maintained.”*

▶ AS4801 section 4.4.6.2

- ***Hazard identification**; the identification process shall also include consideration of... the purchasing of goods and services, and the contracting and subcontracting of plant equipment services and labour including contract specification and responsibilities to and by contractors. **Records shall be maintained to demonstrate conformance** to the requirements of the standard.*

▶ ISO14001 section 4.4.6

- *“The organisation shall identify and plan... by establishing implementing and maintaining procedures related to the **identified significant environmental aspects of goods and services**... and communicating applicable procedures and requirements to suppliers including contractors”.*

Registering with WorleyParsons

Why do I need to register?

Registration allows you to present your company and its services to WorleyParsons. Suppliers (vendors and contractors) are key participants in our quest for high standard of business.

What information do I need to provide?

- A Tax Registration Number a Company Tax identification number; and/or a DUNS number from Dun & Bradstreet
- The product and/or services you provide
- Project/competitor information
- Quality and HSE: certification, licenses and registration
- Principal customers
- Financial turnover information

Tax Numbers

A Tax Business Number and/or DUNS Number is needed to register your company:

- DUNS Number 9-digit Dun & Bradstreet Universal Number
- Business Number, Tax Registration or Taxpayer Identification Number i.e. your legal business tax identification number

How long does registration take?

You will have 30 minutes to complete your registration. After this time the system will time-out, so please make sure you have all of your information ready before you start.

Web portal

How do I find the Supplier portal?

Go to:
<http://www.worleyparsons.com/AboutUs/Opportunities/Suppliers/Pages/Default.aspx>

or

- Visit www.worleyparsons.com
- Go to About Us > Business Opportunities
- On the Business Opportunity page click the Suppliers link.

Business Opportunities link

The screenshot shows the WorleyParsons website homepage. The navigation menu includes: About Us, Global Presence, Customer Sectors, Consulting Practices, Services, and Investor Relations. The main content area features several sections: Our Vision, EcoNomics™, News, R3 Response, Our History, HSE, Associated websites, and Business Opportunities. The Business Opportunities section is highlighted with a red box and a red arrow pointing to the 'Business Opportunities link' label. Below the main content area, there is a blue banner with the text: 'WorleyParsons is committed to providing exceptional professional services to our customers in the energy, resource and complex process industries.'

Suppliers link



Suppliers

Register your company as a Supplier with WorleyParsons.

Welcome page

Welcome Page

WorleyParsons.com > About Us > Business Opportunities > [Suppliers](#)

Suppliers

Welcome to the WorleyParsons Suppliers Site

WorleyParsons, a global company that provides technical, project and operational support services to customers in four customer sector groups: Hydrocarbons, Power, Minerals & Metals and Infrastructure & Environment.

Our project execution includes the provision of procurement services. Procurement professionals operate across the globe and provide project support anywhere in the world.

WorleyParsons welcomes Vendors and Contractors to its online registration module.

Registration: any supplier can register. Registration will ensure that all WorleyParsons procurement professionals will have access to your information. To assist with the registration process, the full questionnaire can be downloaded [here](#).

Please note that registration in itself does not guarantee inclusion in a bidding process. Further information may be required to assess a supplier's capability for a specific requirement.

Register ▶

Click here for the pre-registration page where you will need to accept the Code of Conduct and HSE policies before proceeding

HELP

- ▣ [Registration How To](#)
- ▣ [Service Desk](#)

Click here for detailed instructions on how to complete the registration

Sharing our Vision

Policy Acceptance

To continue with your registration you are required to accept and comply with our Code of Conduct and HSE policies by selecting 'yes'

To continue with your registration you are required to accept and comply with our Code of Conduct and HSE policies by selecting 'yes'

Registration

Code of Conduct

WorleyParsons is committed to, and expects from its employees and suppliers, the highest ethical standards of business conduct. In maintaining these standards all suppliers are required to:

1. behave with integrity in all of its dealings,
2. ensure all of its actions comply with applicable laws and regulations,
3. maintain policies that will enable the suppliers employees to avoid situations of conflict of interest,
4. not engage in any activity that could be construed as an improper inducement,
5. maintain a working environment where equal opportunity is practiced; harassment and other offensive behaviour is not tolerated; the confidentiality of commercially sensitive information is protected; and employees are encouraged to discuss concerns about ethical behaviour with their supervisor.

Accept yes no

[Link to Code of Conduct](#)

Allows you to download a PDF version of the WorleyParsons Code of Conduct

OneWay

WorleyParsons is committed to, and expects from its employees and suppliers the highest standards in Health, Safety and the Environment (HSE). In maintaining these standards all suppliers are required to:

1. comply with all applicable regulatory requirements and performance expectations specified,
2. understand the HSE risks of their own business and manage these effectively to protect people and the environment
3. participate in self-assessments and/or on-site audits administered by WorleyParsons
4. provide clear and accurate responses to requests from WorleyParsons regarding HSE expectations.

Accept yes no

[Link to Element 7 OneWay](#)

Allows you to download a PDF version of Element 7: Working with Vendors and Contractors"

Proceed

Entry form

Sample Supplier Registration Form

Supplier Registration

Please enter the details for your company and then press **Register** to submit your request. At least one tax id is required to complete the registration.

Register

* Indicates required field

Company Details

Enter the details for your company and provide an address that is suitable for receiving RFQ documents.

* Trading Name	<input type="text"/>	<small>Enter short name if name longer than 39 characters. Use Legal name to enter full name.</small>
Taxpayer ID	<input type="text"/>	
Tax Registration Number	<input type="text"/>	
DUNS Number	<input type="text"/>	
Address Name	RFQ Site	
Country	<input type="text" value="United States"/>	
* Address	<input type="text"/>	
	<input type="text"/>	
	<input type="text"/>	
	<input type="text"/>	
* City/Town/Locality	<input type="text"/>	
County	<input type="text"/>	
* State/Region	<input type="text"/>	
Province	<input type="text"/>	
* Postal Code	<input type="text"/>	

Enter the details of your Company registrations and Contacts.

Company Legal Name	<input type="text"/>	<small>Enter complete Supplier Legal Name, if Legal name is different from Supplier Name.</small>	* Company Registration Number	<input type="text"/>
* Date Established	<input type="text"/>		Website	<input type="text"/>
* Contact Name 1.	<input type="text"/>		2.	<input type="text"/>
* Company Phone Number	<input type="text"/>	<small>Enter Telephone number with area code (eg. +61 8 9999 9999)</small>	Fax	<input type="text"/>
Parent Company Name	<input type="text"/>			<small>Enter Fax number with area code (eg. +61 8 9999 9999)</small>

Entry form (cont)

* Company Type: Public Private Other Others Describe

Products: Manufacturer Agent / Representative Stockist Others Describe

Services: Engineering & Design Construction and Fabrication Logistics Others Describe

Core Business and Product Group Details

Enter a core business and select applicable Product, Category and Sub-Category.

* Core Business:

*Product	*Category	*Sub Category	Delete
No results found.			
<input type="button" value="Add Product Group"/>			

Other

Countries of Operation

Enter the details of operating countries.

*Region	*Country	Delete
No results found.		
<input type="button" value="Add Region/Country"/>		

Applicable Standards and Codes

Select applicable Standards and Codes.

Standards

[Select All](#) | [Select None](#)

Select *Standard

- AS
- ASTM
- DOSH
- GOSH
- STOOMWEZEN
- TUV

Others

Provide standard, if not listed

Codes

[Select All](#) | [Select None](#)

Select *Code

- API
- ASME
- CE
- CENELEC
- UL

Others

Provide code, if not listed.

Local Licences and Registrations

(Consider local Chamber of Commerce registration, end-user approved vendors listing(e.g. Shell, Exxon, Petronas, etc.), and similar license)

Entry – last one!

Key Financial Data

Enter the details of turnover and rating

* Turnover Currency DUNS Rating
* Last Annual Report Profit after taxes and interest Currency

Quality and HSE Management

Enter applicable details.

*Process	*Exists?	Certification Standard	Others
Health & Safety System	Y <input type="checkbox"/>	<input type="text"/>	<input type="text"/>
Environmental System	Y <input type="checkbox"/>	<input type="text"/>	<input type="text"/>
Quality System	Y <input type="checkbox"/>	<input type="text"/>	<input type="text"/>

Others

Principal Customers

Enter the details of your major Customers

*Name	*Turnover %	Delete
<input type="text"/>	<input type="text"/>	<input type="button" value="Delete"/>

Average Project Size

* Current Year 2011 Currency Amount
* Previous Year 2010 Currency Amount

WorleyParsons Business

Enter the details of the business with WorleyParsons (WP Location, Project #, Project Name & Year).

History

*Details	*Currency	*Amount	Delete
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="button" value="Delete"/>

Note

Note to Administrator

Include any additional details about the address (such as the type of address) that will be useful to the registration approver.

User Details

Enter user's personal information.

* Email Address * Phone Number
Your email address will be your UserID for the system. (Do not use Characters () * , ; < > 1 - / - inside the username) Enter Telephone number with area code (eg. +61 0 3099 9999)
* First Name Phone Extension
* Last Name

Useful information to include / attach

- ▶ Anything that helps us identify whether you can do the job in the time we need it, in a safe way! **Assurance!**

- People

- Structure of company
- Experience / how long have your people worked for you?
- CV's of key people; safety, quality, construction, etc.

- Premises

- Crane capacity
- What thickness plate can you cut, press, roll, etc.
- Size of workshop. Is the floor concrete, clean and level?
- Painting inside a shop or in open air?
- Are you adjacent to a wharf? Are you surrounded by low bridges?!
- Do you have segregated facilities for stainless steels?

Useful information (continued)

➤ Schedule

- What is your shop availability when we'll need it?
- Production scheduling capabilities
- Do you use other suppliers for key components?
- Are there any IR issues that could affect schedule?

➤ Subcontractors

- Which other companies do you regularly use?
- How do you assess their work before you use them?
- Does your ITP include their work? Will you inspect?
- Where are they based?
- What will they be used for?

Remember – YOU ARE YOUR SUPPLIER IN OUR EYES

Useful information (continued)

➤ Procedures and systems

- Do you have third party certification to ISO9001? AS4801? ISO14001? Product certification standards?
- Do you hold ASME stamping privileges or similar?
- Are you familiar with safety systems that will be used on client sites? Stepback, Take Two, JSA's, work permits?
- Evidence of client or government approval and familiarity.
- Evidence of Management Review of your systems.
- Lean Manufacturing or Six Sigma approaches?
- Company Quality Manual / Project Quality Plan
- Company HSE Manual / Project HSE Plan
- Company policies – Quality, HSE, Drug and Alcohol, etc.
- Example of your Manufacturer's Data Record (MDR)
- Example Inspection and Test Plan (ITP)

Useful information (continued)

➤ Financial Capabilities

- Assure us that we are not going to have equipment trapped in your shop by receivers!
- Provide company performance data
- Evidence of approval by third parties, e.g. Dunn and Bradstreet etc.

➤ Details of similar projects.

- Name of customer, location and your scope – pick ones in our industries
- When did your involvement start and end? Hint - we're not that interested in old projects (e.g. greater than three years).

What next?

EPCM organisations go through the following process;

- Draw up bidders list from prequalified organisations, both from our list and the client list.
- QA and/or HSE might need to come and audit you!
- WP send out Invitation to Tender / Request For Quotation which includes Engineering Requisition, Specifications, Datasheets, Drawings, etc.
- Commercial short-listing between Procurement and Customer occurs
- Technical Bid Evaluation by Engineering, clarifications
- Commercial Bid Evaluation of technically accepted bidders
- Issue Purchase Order

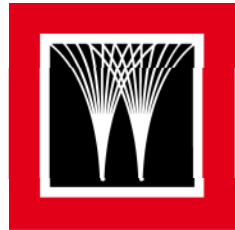
Summary

- ▶ Prequalifying with WorleyParsons or other EPCM requires a bit of time and effort **the first time.**
- ▶ There are sound reasons why you should be putting these documents together and stepping back and looking at your business anyway!
- ▶ Being registered does not guarantee that you'll get the work, however not being registered will virtually guarantee you won't get the work!
- ▶ Registering interest with WorleyParsons is easy through our Web Portal.

Any questions?



Thank-you



WorleyParsons

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