

The Power to Deliver

Supplier Performance Management (SPM) brings BP and our suppliers the power to consistently deliver maximum performance around HSSE, Cost, People, Efficiency and Innovation.

Modifications to HSSE requirements represent the first stage of a more comprehensive Supplier Performance Management (SPM) program to be rolled out in 2006.

- Aligns with Common Process for SPM
- Establishes consistent approach to managing supplier performance
- Uses Sector Teams as the consistent method to improve supplier performance in all areas including HSSE
- Establishes consistent HSSE requirements and processes across suppliers (launching Dec. 1, 2005)

Supplier Performance Management

Where can I get more information?

- 1** Visit <http://nasupplierhsse.bpglobal.com> or your SPU's HSSE intranet site for information about:
 - HSSE Contract Exhibit
 - Basic and Additional Requirements
 - Golden Rules
 - Documents referenced in Contract Exhibit
 - Audit Protocol
 - Site-specific Requirements (safety manuals, etc.)
 - HSSE Training Requirements
 - Frequently Asked Questions (FAQ's)

- 2** For specific questions, contact:
 - For Canada, Marg Willisroft at 403.233.1631.
 - For the Gulf of Mexico, Scott Christopher at 281.366.3842.
 - For U.S. Land, Chuck Price at 281.366.3167 or Rick Ingram at 361.816.7217.

- 3** For comments or questions about the SPM process or to get involved, contact Mel Pye, mel.pye@bp.com.

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North American Gas SPU
Deep Water / Deep Gas SPU
Natural Gas Liquid BU



What does all of this mean?

Greater HSSE consistency across SPUs and BUs beginning Dec. 1.

- Consistent and modified HSSE requirements for all suppliers.
- Consistent TRIR hurdle rate for work conducted on BP sites.
- Consistent guidelines for determining HSSE status.



- Consistent HSSE verification and audit processes eliminating the use of the SCQ-V in ISNet and the SSQ in PEC.
- Consistent performance oversight via Contractor HSSE Performance Evaluation Teams (CPETs).

BP HSSE Site Requirements

1. Leadership
2. Behavior-based Safety
3. HSSE Meetings
4. Incident Reporting and Investigations
5. Personal Protective Equipment
6. Contractor Employee Conduct (substance abuse)
7. HSSE Competency
8. Short Service Policy
9. Preventative Maintenance Program
10. Chemicals Brought on Site

Additional Requirements Based on Work Scope / Service

1. Waste Management Plan
2. Contractor Environmental Management System
3. Compliance with Driving Standard
4. "Fitness for Duty" Program
5. Certificate of Recognition (Canada only)
6. Knowledge of Drilling and Well Operations Policy

To review requirement documents, visit <http://nasupplierhsse.bpglobal.com>.

"...suppliers are key to delivering outstanding, consistent performance."

– Tony Hayward
Chief Executive Officer, E&P

HSSE Status Designations

- **Approved:** ≤ 2.0 TRIR On-Site (based on 12 month rolling average) and meets all other HSSE Requirements.
- **Conditionally Approved:** ≤ 2.0 TRIR On-Site (based on 12 month rolling average) but does not meet HSSE Requirements as assessed by audit.
- **New Conditionally Approved:** New contractor for whom no On-Site TRIR data is available but who meets all other HSSE Requirements.
- **Not Approved:** > 2.0 TRIR On-Site (based on 12 month rolling average) or does not meet HSSE Requirements as assessed by audit.
- **Approved Management of Change (MOC) Only:** > 2.0 TRIR On-Site or does not meet other HSSE Requirements. Use of this Contractor is allowed only with an MOC approved by Company Responsible Party enabling use under specific criteria.
- **New Under Management of Change (MOC):** New Contractor for whom no TRIR On-Site data is available and who does not meet all other HSSE Requirements. Use of this Contractor is allowed only with an MOC approved by Company Responsible Party enabling use under specific criteria.
- **No Status:** Contractor HSSE status not yet determined or not available.
- **Not Required.** HSSE verification is not required (e.g., BP Accompanied, Vendor, or Off-Site Contractors).

Contractor HSSE Performance Evaluation Teams (CPETs)

Oversight body to evaluate and improve Supplier HSSE Performance:

- Provides counsel to Sector Teams, HSSE Leaders, PSCM Advisory Groups, Suppliers and Line Management
- Makes final decision for supplier HSSE status
- Oversees HSSE audit process