Shell is a global group of energy and petrochemical companies employing 81,000 people in more than 70 countries tackling the challenges of the new energy future through technology and innovation.

Our Upstream business searches for and recovers crude oil and natural gas, liquefies and transports gas, and operates upstream and midstream infrastructure for market delivery.

Our Downstream business produces a range of refined products and petrochemicals for domestic, industrial, and transport use. It also conducts trading activities, alternative fuels development, CO\textsubscript{2} management, and manages one of the world’s largest fleets of LNG carriers and oil tankers.

Stay Connected: We are putting big emphasis on expanding the information you can get about diversity opportunities through social media. Get connected to Shell Diversity now!

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Visit our website: www.shell.us/getconnected
1. Be business ready
- Clarify your value proposition
- Demonstrate capabilities with experience
- Consider second tier & strategic partnerships
- Collaborate and partner for a broader service offering and greater capacity

2. Get certified
- Certify as a woman-owned business through WBENC
- Certify as a minority-owned business through NMSDC
- Certify as a veteran-owned business through NaVOBA
- Certify as an LGBT-owned business through the NGLCC

3. Understand the oil & gas supply chain

4. Find your fit

5. Anticipate Shell’s needs in your sector
- Identify key Shell stakeholders, influencers, and decision makers for your offering and develop long-term relationships
- Be prepared for the possibility that some contract opportunities have a long sales cycle

6. Innovate solutions
- Consider forward thinking solutions
- Create efficiencies with your product or service

Examples of Supplies & Services
Keep in mind that these are just examples. What Shell procures can change at anytime.

**Steps to Find Your Fit in the Shell Supply Chain**

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**Typical Purchasing Process**

- Procurement Strategy Identified
- Source Suppliers (Shell Supplier Diversity Team Input)
- RFI/RFP Estimating Process
- Bid Process
- Supplier Selected
- Contract Awarded
- Supplier Set Up & PO in Place
- Expediting & Delivery
- Supplier Invoice Paid

**Upstream**
- Engineering Services
- Diving Services
- Drilling Equipment & Supplies
- Drilling Fluids
- Rig Services
- MRO
- Helicopter Services
- Diving & Supply Ships
- Geo Survey Services
- Data Processing
- HSSE Services

**Midstream**
- Pipes & Connections
- Pipeline Equipment & Supplies
- Logistics
- Civil Engineering
- Surveying
- Pipe Inspection

**Downstream**
- Logistics
- Trucking
- Packaging
- Printing
- HSSE Services
- Warehousing
- Terminalling

**Delivery & Consumer**
- Logistics
- Trucking
- Marketing
- Office Supplies
- Real Estate
- Commercial MRO & Janitorial
- Legal Services
- Tax Services
- IT
- Catering & Events

**Cross Businesses**
- Refining
- Delivery & Consumer Business Services
- Exploration & Production