



SHELL OPPORTUNITIES

FUTURE OPPORTUNITIES

This is a list of the goods and services for which Shell Procurement is evaluating purchase strategy in the near to medium term. If your company can provide these, please let our Supplier Diversity team know.

- Oil & Gas Pipeline Construction
- Industrial Roofing
- Process Pipe Fabrication
- Marine Construction
- Diving Services
- Trading House Consolidators
- Offshore Helicopter Services
- Offshore Crane Maintenance
- Rotating Equipment Aftermarket
- Offshore Maintenance/Painting & Blasting
- Maintenance/Lifting & Hoisting
- Oil Tank Construction & Maintenance
- Well Services: Directional Drilling & Drilling Fluids
- Logistics Services: Road Transport of Tanks & Tankers
- Environmental: Remediation & Environmental Testing/Assessment
- Inspection Services: Vessels, Pipelines, & Tanks
- Packaging: Corrugated Cardboard

NO OPPORTUNITY

Long-Term Contracts in Place

These are some of the goods and services for which Shell Procurement does not foresee new purchase opportunities in the near to medium term. Please stay connected for information on future opportunities with Shell in these categories through participation with your supplier diversity councils, and by following Shell Diversity via Twitter.

- Promotional Items
- Environmental Services
- Bulk & Specialty Chemicals
- Advertising & Media Services
- Office Supplies

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!

Follow us on Twitter:

@ShellDiversity

Visit our website:

www.shell.us/getconnected

Possible Subcontracting and 2nd Tier Opportunities:

IT services (IT integration, equipment, servers and data storage)

- Communication equipment and services (phones, internet, cells, etc.)
- Contract Labor/Staffing services (IT, Administrative/Clerical & General Services, Finance [Incl. Accounting/Audit/Tax], Information Management, HR, Customer Service, Contracting & Procurement, Communications, Marketing, Project Management (both IT and Non-IT/Non-Technical)
- FM services (Catering, Vending, Hospitality, Reprographics Business Continuity & Disaster Recovery Services, Transport & Logistic Services, Cleaning [including pest control], Waste disposal, Internal Plants & Flowers, Grounds maintenances [external], Archiving & Records management, Other Support Services [e.g. hotel, fitness], Courier, Mailroom & Internal logistics, Audio Visual, Warehousing)
- Security Service Lines
- Architectural services (MRO)
- Engineering services (for building infra- and intra-structure)

For Staffing Services:

The Professional Services Contract Labor Category strategy in the US has been completed and operationalized with contracts awarded through 2018 with an option to renew an additional two years. The awarded preferred suppliers will provide the following Contract Labor skill sets:

SOURCING OF CONTRACT LABOR:

IT • Administrative/Clerical & General Services • Finance (Incl. Accounting/Audit/Tax) • Information Management

- HR
- Customer Service
- Contracting & Procurement
- Communications
- Marketing
- Project Management (both IT and Non-IT/Non-Technical)

PAYROLLING:

We have a good representation of Minority and Women-owned Businesses Enterprises (MWBE) amongst our preferred suppliers, reflecting Shell's commitment to Diversity and Inclusiveness.

For FM Services

The Global Facilities Management Platform (GFMP) strategy in the US has been completed and operationalized with contracts awarded through June 2018, with an option to renew an additional 2 years (2020). The Scope of Work included in this strategy is:

SOFT SERVICES:

Catering, Vending, Hospitality • Reprographics

- Business Continuity & Disaster Recovery Services
- Transport & Logistic Services
- Cleaning (including pest control)
- Waste disposal
- Internal Plants & Flowers
- Grounds maintenances (external)
- Archiving & Records management
- Other Support Services (e.g. hotel, fitness)
- Courier, mailroom & internal logistics
- Audio Visual
- Warehousing

HARD SERVICES:

Internal Repair & maintenance • M&E repair & maintenance • External and structural repair &

maintenance • Handyman & minor day-to-day projects

- Internal moves (including space planning)
- Water & Sewerage
- Energy
- Helpdesk
- Project Management <\$250K default
- Access Control/CCTV Maintenance outside of global contracts

SECURITY SERVICE LINES:

Asset Protection Services • Reception (front entrance)

If you would like your company to be considered for subcontracting or second tier opportunities with our prime supplier(s) – please reach out to the following:

- Compass Group USA, Inc – FM Soft Services:
Brian Coscia, P: 585-200-4844,
E: brian.coscia@compass-usa.com
- CH2M Hill Engineers, Inc – FM Hard Services:
Hank Halbach, P: 281-619-8082,
E: hank.halbach@ch2m.com
- G4S – FM Security Services: Michael Dixon,
P: 713-621-6672, E: michael.dixon@usa.g4s.com

For IT Services:

The IT Services Category is contracted under long term global agreements. The scope of work included in this category is:

END USER COMPUTING SERVICES

Helpdesk • On-site Support • Workspace services

- Shell Contractor: Tata Consulting Services (TCS) Contact: Anand Mohan – Sub ISU Head E&R Shell Business UnitTel: +31 6 82 39 50 76, Email: anand2.m@tcs.com or Manish Sharma, Head - Energy and Resources Business Unit at Tata Consultancy Services; Email manish.sharma@tcs.com, Mobile +1 732-599-0494

HOSTING, STORAGE & DATA CENTER SERVICES

- Shell Contractor: T-Systems North America, Inc., Contact: Alexander Junghanns, Head of Account and Sales Management Oil & Gas IndustryMobile: +49 151 4261 4435, Email: alexander.junghanns@t-systems.com

MANAGED NETWORK SERVICES

Network connectivity – LAN/WAN • Videoconferencing & Collaboration Services • Mobile Phones

- Shell Contractor: AT&T Services Inc., Contact: Damien Cassaigne, AVP Sales Management, Email: Damien.Cassaigne@intl.att.com and Assistant to Damien: Gayetrie Mohabir; Office: Wilhelmina van Pruisenweg 104, 2595 AN The Hague – Netherlands, Phone: +31 (0) 70 4188168, Mobile: +31 613281432, Email: Gayetrie.Mohabir@att.com or Mike Heath, Vice President – Integrator Solutions; Email: mh2123@intl.att.com, Mobile +1 469-616-7132

Shell does not dictate to their contractor who to subcontract with – only that our contractors provide the best service at the best value and to use best efforts in using local companies.