

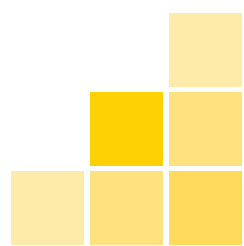
Shell is a global group of energy and petrochemical companies employing 81,000 people in more than 70 countries tackling the challenges of the new energy future through technology and innovation.

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, CO₂ management, and manages one of the world's largest fleets of LNG carriers and oil tankers.



FIND YOUR FIT IN THE SHELL SUPPLY CHAIN



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www.shell.us/getconnected

STEPS TO FIND YOUR FIT IN THE SHELL SUPPLY CHAIN

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 NMSSDC
- 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

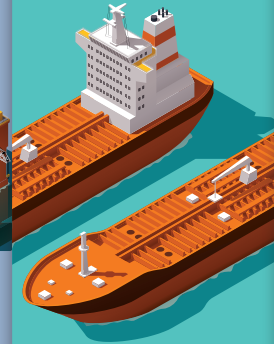
KEEP IN MIND THAT THESE ARE JUST EXAMPLES. WHAT SHELL PROCURES CAN CHANGE AT ANYTIME.



EXPLORATION & PRODUCTION

UPSTREAM

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



TRANSPORTATION

MIDSTREAM

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



REFINING

DOWNSTREAM

Pipes & Connections
Pipeline Equipment & Supplies
Logistics
MRO & Supplies
Heavy Industrial
Construction
Mechanical
Fabrication
Process Chemicals & Additives
HSSE Services



DELIVERY & CONSUMER

DOWNSTREAM

Logistics
Trucking
Packaging
Printing
HSSE Services
Warehousing
Terminalling



BUSINESS SERVICES

CROSS BUSINESSES

Marketing
Office Supplies
Real Estate
Commercial MRO & Janitorial
Legal Services
Tax Services
IT
Catering & Events

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