

PerspECCtive

Theme:

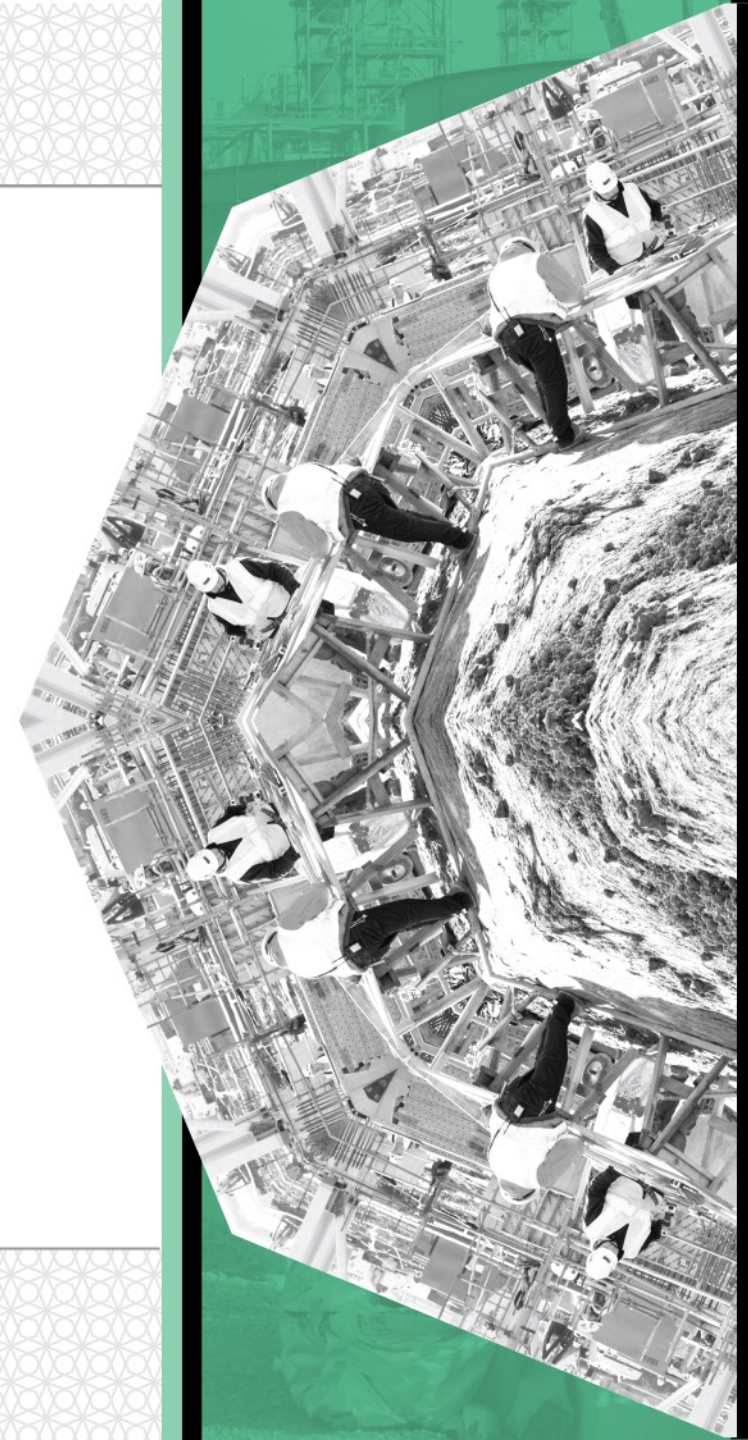
Alliance Partnerships in Action



Year:
2022

Date:
Sept. 7-10, 2022

Location:
San Antonio, TX



Panel Members



Don Heimbach

Global Director
Capital Procurement and
EPC Contracting



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Senior Client Partner



Facilitator



Stephen Cabano

President & CEO



Industry Observations – “Strong Headwinds”

Changing industry landscape: De-carbonization, energy supply/demand increasing global Cap-Ex demand

Human resource depletion and supply chain dynamics

Standards and bureaucracy are not competitive today — risk tolerance is low to move away from legacy

Owners relying more on contractor expertise.....”they *regularly* do what we *occasionally* do”

Everyone dealing with the “great resignation”

Being predictable in our results is getting more difficult (inflation, supply chain, availability, etc.)

No more *Us* and *Them* → WE = Success

LyondellBasell Perspectives

CHALLENGES

- Limited resources
- Systems and processes lagging
- Pace of new solution development
- Not all approaches fit the same in each organization

EPC CORE COMPETENCY

- EPC core competency IS capital delivery
- New cost-effective solutions, means, and methods
- Challenge owner status past thinking, standards and execution means/methods

RELATIONSHIPS

- REAL relationships
- Shared ownership of outcome
- Co-developed Standard Delivery Model tools
- Global consistency
- Project Collaboration activity early FEED

An aerial photograph of a construction site, showing a large excavation pit and several workers in white hard hats and safety vests. The image is rotated 90 degrees clockwise. A green geometric pattern, consisting of a repeating star-like shape, is overlaid on the right side of the image. A dark gray rectangular box is positioned in the center of the image, containing the text "Audience Questions" in white.

Audience Questions

LyondellBasell Standard Delivery Model

Attributes

- Reimbursable EP/Cm with preferred partners
- LS/UR Construction using pre-approved bid list
- Construction package awards at IFC
- Supplier lead solutions in design, delivery methodologies, or differential technology

Value Proposition

- Predictability & Consistency
- Risk mitigation and allocation
- Supplier Relationship Evolution
- Execution clarity
- Leveraging Partner Expertise & Best Practices

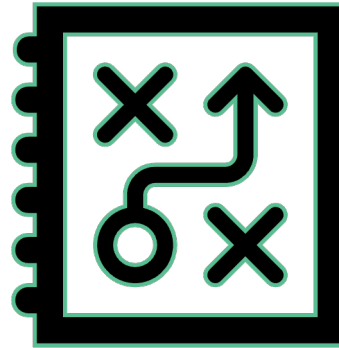
Challenges/Risks

- Limiting competitive “Eco-system”
- Earlier engagement vs defined model
- Model Compliance

Differentiators



Functional
Alignment
Workshops



Standard
Playbook



Collaboration
Workshops

Successes and Lessons Learned

- **Pre-Project Alignment** sessions clarifying functional DOR and toolset
- **Co-Developed Playbook** codifies DOR phase activities
- **Interactive workflow tool** visualizes playbook
- **Collaboration Workshop** process
- **Metrics** beyond standard



LESSONS LEARNED

- Effort to align internally higher than expected
- Allow enough time to develop infrastructure (playbook, tools, etc.)
- No substitute for hands on learning (teams must live the model)
- Communicate & Reinforce



Q&A / Wrap Up