PerspECCtive

Alliance Partnerships in Action

Year: 2022
Date: Sept. 7-10, 2022
Location: San Antonio, TX
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
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

LYB Standardized Delivery Model
Audience Questions
### LyondellBasell Standard Delivery Model

<table>
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<tr>
<th>Attributes</th>
<th>Value Proposition</th>
<th>Challenges/Risks</th>
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<tr>
<td>■ Reimbursable EP/Cm with preferred partners</td>
<td>■ Predictability &amp; Consistency</td>
<td>■ Limiting competitive “Eco-system”</td>
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<td>■ LS/UR Construction using pre-approved bid list</td>
<td>■ Risk mitigation and allocation</td>
<td>■ Earlier engagement vs defined model</td>
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<td>■ Construction package awards at IFC</td>
<td>■ Supplier Relationship Evolution</td>
<td>■ Model Compliance</td>
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<td>■ Supplier lead solutions in design, delivery methodologies, or differential technology</td>
<td>■ Execution clarity</td>
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<td>■ Leveraging Partner Expertise &amp; Best Practices</td>
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**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

- 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