

September 14, 2011

Northwest Minority Supplier Development Council
320 Andover Park East, Suite 205
Tukwila, WA 98188

Dear Minority Vendor:

AHRMDCO International, LLC was recently contracted by BP America to assist in its Supplier Diversity efforts. AHRMDCO has been tasked to source and evaluate qualified minority vendors to meet the needs of BP's Cherry Point refinery in Blaine, Washington.

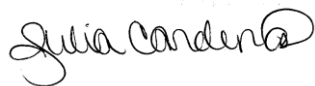
Listed below is the scope of work and potential services that BP may require. If your company can perform these services then a completed Request for Information (RFI) is required. Please complete the form below and check (x) the services your company provides. Once completed the form can be emailed to jcardenas@ahrmdcoint.com or faxed to (281) 764-1266 Attn: Julia. Selected companies will have the opportunity to setup a meeting with a BP Procurement Specialist to discuss the project in further detail.

All recipients will receive an email notification from our office indicating that their RFI was received. A debrief will be distributed once BP has made a decision.

If you have any questions regarding this information please contact our office at (713) 589-3688.

Thank you again for bringing these matters to our attention.

Sincerely,



Julia Cardenas
Project Coordinator

BP CHERRY POINT REFINERY**LOCAL ENGINEERING SERVICES****PRELIMINARY SCOPE OF SERVICES (REVISED 09/01/11)****General**

BP Cherry Point Refinery (“BP”) provides the following Scope of Services to you (“Contractor” and/or “Supplier”) as a guideline for BP’s local engineering service needs. The focus is on BP’s sole oil and gas refinery located in the State of Washington, commonly known as the BP Cherry Point Refinery. No other BP oil and gas refineries or petrochemical sites are included in this Scope of Services.

BP desires to better understand the capabilities, resources, and experiences of its local and regional supply base. BP is seeking suppliers that provide a robust offering of Engineering, Procurement, and Field Support services (“Services”), which may include: 1) discipline engineering; 2) project management; 3) project controls; and 4) procurement support. At present, BP is not seeking either Construction or Construction Management services. This Scope of Services is intended to serve as a general guideline of BP’s local engineering service needs, from a commercial perspective.

Suppliers are requested to furnish general information about its company and its present capabilities. During the initial Request For Information (RFI) phase, suppliers will be evaluated on a variety of subjects, such as: execution office locations; areas of industrial expertise; hydrocarbon and chemical background; engineering focus; engineering capabilities; projects experience; local resource availability; company philosophy; and references/referrals. Upon completion and evaluation of the RFI phase, BP may choose to request more detailed commercial information in another phase of this sourcing process.

Location of Work

Blaine, Washington. On-site work will be performed at or near 4519 Grandview Road, Blaine, Washington 98230, in Whatcom County. BP’s Cherry Point Refinery is located in Whatcom County near Blaine, Washington and laid out across 3,300 acres. It was built in 1971, making it one of the newer refineries in the U.S. and today processes 230,000 barrels of crude oil per day of Alaskan North Slope, Middle Eastern and West African crudes. The refinery became one of BP’s premier U.S. assets following the merger with ARCO in 2000.

Approximately 90% of the crude oil refined emerges as transport fuels, making it the largest marketer of gasoline and jet fuel in the western U.S. The refinery supplies about 20% of Washington State’s gasoline needs. It also supplies the majority of jet fuel for the international airports in Seattle, Portland and Vancouver, B.C. The refinery is also the largest west coast supplier of jet fuel to the U.S. military. It is the largest supplier of calcined coke to the world’s aluminum industry. 8% of the world’s calcined coke market and one-sixth of aluminum cans are made using the refinery’s calcined coke.

Scope

Generally speaking, BP conducts numerous retrofit projects to its existing refinery that are performed and executed locally. The work requires both internal and external expertise in heavy industrial retrofits, refining design engineering, process design, and project engineering services. This Scope of Services specifically excludes any “green field” projects.

The following information is provided as a general listing of potential Services that BP may require of local engineering service providers. The Services may include, but are not limited to:

- 1) **Discipline Engineering**
 - a) Piping design
 - b) Civil engineering
 - c) Structural engineering

- d) Mechanical engineering
 - e) Chemical engineering
 - f) Electrical engineering
 - g) Instrumentation/Control Systems engineering
 - h) SIS systems
- 2) **Project Management**
- a) Support BP throughout the traditional project management cycle, such as:
 - i) Initiation
 - ii) Planning and design
 - iii) Executing
 - iv) Monitoring and controlling
 - v) Closing
 - b) Support BP through the application of various methodologies when appropriate, such as:
 - i) Critical path
 - ii) Critical chain
 - (1) Theory of Constraints
 - (2) Resource leveling
 - iii) Extreme project management
 - iv) Event chain management
 - v) PRINCE2
 - vi) Process-based management
 - vii) Agile project management
 - viii) Other project management approaches and methodologies
- 3) **Project Controls**
- a) Cost engineering
 - b) Estimating
 - c) Scheduling
- 4) **Procurement Support**
- a) Reduce overall supply chain costs, limit variation, limit augmented scope, and maximize overall value for BP through:
 - i) Competitive sourcing and bidding
 - ii) Competitive quote solicitations
 - iii) Technical and commercial evaluations
 - iv) Drafting BP-approved purchase requisition
 - v) Converting purchases requisitions to BP-approved purchase orders
 - vi) Material purchases
 - vii) Services purchases
 - viii) Various order fulfillment activities
 - ix) Material expediting services
 - x) Logistics and transportation support
 - xi) Local delivery and warehousing coordination
 - xii) Supplier performance management
 - xiii) Value-added reporting activities
 - b) Any other agreed procurement support activities

Business Opportunity - RFI

Company Name			
Contact Name			
Contact Email			
Company Phone		Company Fax	
Company Address			
City, State & Zip			
Certification Class	<input type="checkbox"/> MBE	<input type="checkbox"/> WBE	
Geographical Areas where Business is Conducted:	Washington		
Safety Record	<input type="checkbox"/> OSHA	<input type="checkbox"/> EMR Rate	<input type="checkbox"/> None / NA
I currently have a BP Contract <input type="checkbox"/> Yes <input type="checkbox"/> No			
I have had a contract with BP in the past <input type="checkbox"/> Yes <input type="checkbox"/> No			
I have never had a contract with BP <input type="checkbox"/> Yes <input type="checkbox"/> No			
List Three Major Customers For Whom Similar Services Were Provided. Use separate sheet if needed.			
Company Phone	Date of Service	Brief Description	
1.			
2.			
3.			

Services	Check (x)
<u>Discipline Engineering</u>	
a) Piping design	
b) Civil engineering	
c) Structural engineering	
d) Mechanical engineering	
e) Chemical engineering	
f) Electrical engineering	
g) Instrumentation/Control Systems engineering	
h) SIS systems	
<u>Project Management</u>	
a) Support BP throughout the traditional project management cycle, such as:	
I. Initiation	
II. Planning and design	
III. Executing	
IV. Monitoring and controlling	
V. Closing	
b) Support BP through the application of various methodologies when appropriate, such as:	
I. Critical path	
II. Critical chain	
1) Theory of Constraints	
2) Resource leveling	
III. Extreme project management	
IV. Event chain management	
V. PRINCE2	
VI. Process-based management	
VII. Agile project management	
VIII. Other project management approaches and methodologies	

<u>Project Controls</u>	
a) Cost engineering	
b) Estimating	
c) Scheduling	
<u>Procurement Support</u>	
a) Reduce overall supply chain costs, limit variation, limit augmented scope, and maximize overall value for BP through:	
I. Competitive sourcing and bidding	
II. Competitive quote solicitations	
III. Technical and commercial evaluations	
IV. Drafting BP-approved purchase requisition	
V. Converting purchases requisitions to BP-approved purchase orders	
VI. Material purchases	
VII. Services purchases	
VIII. Various order fulfillment activities	
IX. Material expediting services	
X. Logistics and transportation support	
XI. Local delivery and warehousing coordination	
XII. Supplier performance management	
XIII. Value-added reporting activities	
b) Any other agreed procurement support activities	