

Differentiators

COMMITMENT TO SAFETY & TO ASCI

- **0** Total Recordable Incident Rate (TRIR) past 24 months
- **.74** Experience Modifier Rating (EMR)
- **700K** Total Man-Hours Worked Since Last Recordable Incident
- More than **2.32 million hours** since our last time-loss incident
- Management System that is compliant with **ISO Standards 14001:2015, 45001:2018 and 9001:2015**
- Average employee seniority of **8+ years**

TRANSACTIONAL VOLUME

- **1.8M+** line items / **100,000+** individual SKUs
- **\$300M+** average annual inventory value managed
- **\$5.8B** of inventory procured
- **2.9M+** inbound/outbound shipments
- **2.3M+** in-field job site deliveries
- **282k SqFt** of warehouse space managed, including **9** outdoor yards

COST SAVINGS EXAMPLES

- **69,000 SqFt / 32%** reduction in warehouse footprint
- **\$200M** inventory reduction for a 50% reduction
- **\$606M+** commercial client cost savings through inventory reduction, cost avoidance and efficiency



Core Competencies

- Warehouse Management
- Inventory Management & Optimization
- Logistics Consulting Services
- Vehicle Fleet Management
- Vehicle Fleet Parts Inventory Control
- Equipment Bill of Materials
- Master Data Catalogue Maintenance
- Procurement Support
- Order Tracking & Expediting
- Project Material Staging
- Surplus Disposition & Cost Recovery



Past Performance



- OCONUS Logistics Service Support in Alaska / *Contract #:* 47QSCC23D0001
- Provide sourcing, procurement, warehousing, transporting and arranging transportation, and delivery of office supplies, tools and hardware, houseware, furniture, and cleaning products to DoD and Federal civilian customers in and around Alaska
- \$12.3M awarded contract value
- *Contract Type:* Firm Fixed Price (FFP) Indefinite Delivery/Definite Quantity (IDIQ)
- *Anticipated Contract Duration:* 11/2022 – 12/2027



- Provide warehouse and inventory management services in North Dakota, Texas and Ohio shale oil & gas fields
- \$1.5M average annual cost reduction
- \$34M inventory value processed and managed annually
- \$3.6M average annual contract value (5-year average)
- *Contract Dates:* 06/2015 – Present (Equinor) and 08/2021 – 08/2022 (GME)



- Provide contingent labor services in Alaska to support oil field development, including long-term support for procurement, accounting and ERP system implementation and maintenance
- \$300K average annual cost reduction through efficiencies
- \$310K average annual contract value (5-year average)
- *Contract Dates:* 01/2019 - Present

BP North America

- Provided master data and catalog services to support BP's global operations
- Over 1 million active records cleansed and maintained
- Three major enterprise level system conversions completed
- \$470K average annual contract value
- *Contract Dates:* 01/2020 - 06/2022



BP Alaska (Supply Chain)

- Provided end-to-end procurement, warehouse, inventory management and surplus disposal services for their oil field operations on the North Slope of Alaska
- 50% inventory reduction for more than \$150M in savings (2019-2020)
- 69,000 SqFt footprint reduction (32%) through warehouse optimization (2017-2019)
- \$14M average annual contract value (5-year average) and \$29M annual value at peak
- *Contract Dates:* 04/1999 - 06/2020

BP Alaska (Bill of Materials)

- Provided Bill of Materials support and a custom-built software tool
- 65% of all 20+ year-old safety critical equipment had completed and current Bill of Materials, accomplished through physical walk-downs and tagging
- \$450K average annual contract value (5-year average) and \$2.5M annual value at peak
- *Contract Dates:* 6/2010 - 06/2020



- Provided procurement, warehouse and inventory management services for their oil field operations on the North Slope of Alaska
- Directly assisted with acquisition transition of all financial inventory from BP to Hilcorp
- \$5.2M total contract value (Hilcorp Northern Assets); \$4.6M total contract value (Hilcorp Alaska)
- *Contract Dates:* 09/2014 - 04/2018 (Hilcorp Northern Assets); 07/2020 - 02/2021 (Hilcorp Alaska)