

Plenary Session – Owners Panel

Sean Pellegrino

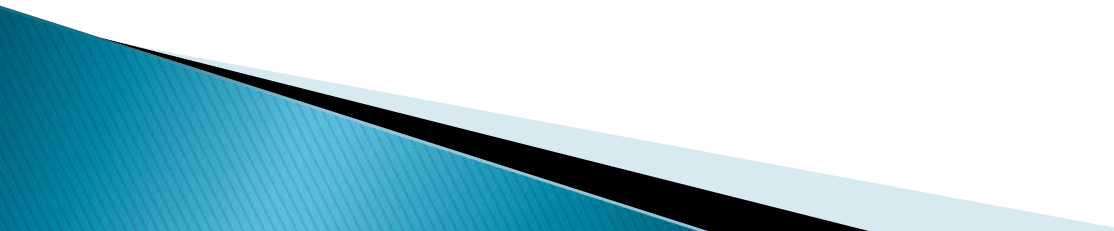
Chevron

Bryan Wood

ExxonMobil

Plenary – Owners Panel Questions

What are the business drivers that have cause your organization to support AWP/WFP?

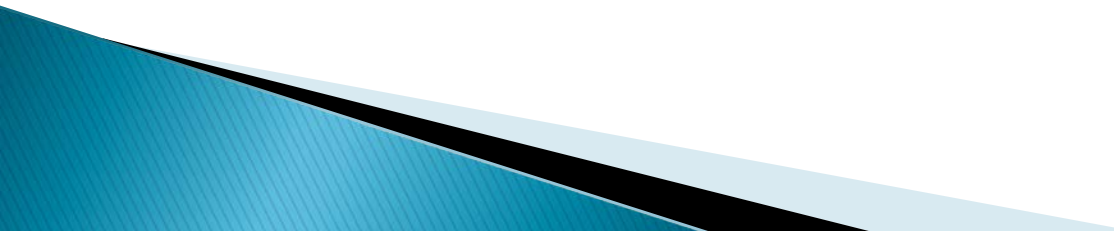


Plenary – Owners Panel Questions

What would you be looking for as evidence that an organization is proficient in AWP/WFP?

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How do you plan on addressing the contractual aspects of AWP/WFP? SPP: I may not understand the question..... my response is by, “putting the requirements in the contract, driving it down to the lowest appropriate subcontractor’.



Plenary – Owners Panel Questions

What are the business drivers that have cause your organization to support AWP/WFP?

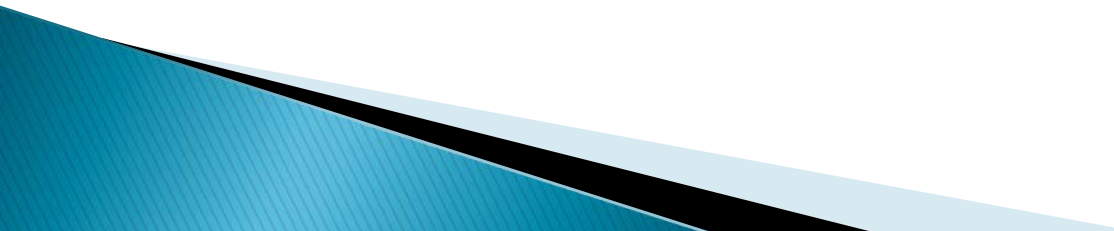
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- ▶ Your organization operates in a global environment with a variety of project types. On which types of projects do you plan on using AWP/WFP and are their types of projects where you don't think it would be applicable?

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- ▶ Would you be willing to work with contractors that do not have established WFP/AWP systems, and what time frame is reasonable to develop those systems?
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- ▶ How do you view WFP/AWP as a request for additional services eligible for additional charges or as a required core competency such as safety? Please elaborate.

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- ▶ Many owners are creating supplier of choice relationships, how would AWP/WFP impact vendor selection now and into the future?

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- ▶ AWP and WFP will require work packaging planners in the contractor's organizations, where do you see those planners coming from?