



## KBR Government Solutions

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# Supply Chain Engagement in Europe, Middle East & Africa





Finding *the right partners every time* can mean the difference between delay and success”

**The world is more connected than ever before, and KBR is a vital partner in designing, building and maintaining the foundational infrastructure that modern life is built upon.**

From overseeing the world’s largest road infrastructure project, the Qatar Expressway, to roads, railways and water projects in Australia to public-private partnerships around the world, we deliver the solutions that keep the world running safely.

Our supply chains are critical in delivering our solutions. At KBR, we utilise the safest and most efficient means to ensure accuracy and quality in the delivery of our supply chain solutions. This is made possible by our in-house supply chain management team, which has years of global experience optimizing the people, processes and tools needed for mission success. Our team has end-to-end expertise, beginning with requirements definitions, demand forecasting, vendor selection and accreditation, bidding and awarding; to inventory delivery and supplier performance assessment.



## WORLD-CLASS GROUND SUPPORT SUSTAINING AND ENHANCING MILITARY AND CIVIL OPERATIONS IN THE AIR



More than 800 KBR workers are deployed to provide 13+ core aviation services at NATO's mission critical airfields: Kandahar, Herat, Mazar-e-Sharif and Kabul International Airports, Afghanistan.

KBR operates these airports, maintaining operational stability to allow the receipt and dispatch of military and civilian aircraft 24 hours a day, 7 days a week.

## AN INTEGRATED MANAGED SERVICE APPROACH FOR THE LARGEST POLICE FORCE IN THE UK

Achieving significant savings through an integrated managed service approach for the largest police force in the UK. KBR manages an integrated solution for the delivery of various facilities management services across the Metropolitan Police estate. This includes the development of a supply chain strategy and procurement of a new second tier supply chain to deliver 31 hard, soft and specialist facilities management (FM) services.





## KBR GOVERNMENT SOLUTIONS EMEA SUPPLY CHAIN

**Our Government Solutions Supply Chain manages over £300m per year across the EMEA region through an established category and contract management structure to deliver world class supply chain solutions to KBR's projects.**

With over 1000 contractual relationships supporting more than 51 projects across 40 countries, we work hard to achieve practical and cost-effective solutions. Whilst our approach is agile, we actively seek long-term relationships with like-minded partners based on the core principals of sustainability and open and honest communication.

Our Supply Chain team works collaboratively to deliver agile market expertise and generate real value throughout our projects. Our Supply Chain operating model encapsulates all aspects of world-class supply chain management, including interconnected teams delivering strategic category management, comprehensive contract and performance management, insightful data analytics and efficient process and governance managed through our dedicated Supply Chain Operations team.

### OUR KEY CATEGORIES OF SPEND INCLUDE:



Our procurements are often diverse in nature; we procure goods, materials and services to support our public and private sector projects. Within our supply chains we look to build proactive and collaborative long-term relationships to establish mutually beneficial opportunities. Our aim is always to find the right partners to contract at the right price, in the right place, at the right time - every time.

We strive to tailor our procurements to be open to all sizes of business, including small to medium enterprises (SMEs). We frequently achieve a project supply chain comprising of 30%+ SMEs.

### We operate in a variety of locations including:

- ▶ **United Kingdom**
- ▶ **Middle East**
- ▶ **North Africa**



## ONE OF THE WORLD'S LARGEST ROAD AND INFRASTRUCTURE PROJECTS

Driven by Qatar National Vision 2030 and catering to the 2022 FIFA World Cup, the Qatar Expressway Program delivers a world-class new and upgraded road infrastructure network designed to improve highway capacity, connectivity and safety to meet current and future demands of population and economic growth.

## HIGH-QUALITY, RELIABLE LIFE SUPPORT SERVICES DELIVERED IN UNSTABLE, INHOSPITABLE AND REMOTE AREAS

KBR provides planning, site and facilities management services and delivery to the Foreign & Commonwealth Office in British Embassies across Afghanistan, Iraq and Somalia.

Services include soft facility management (catering, site management, cleaning, laundry), hard facility management, vehicle maintenance, ambassador residence management and medical services.





## KBR GOVERNMENT SOLUTIONS EMEA SUPPLY CHAIN

**KBRSupplier.com is our online procurement portal through which our supply base is pre-qualified and live opportunities are tendered. Creating a profile and using KBRSupplier.com is free and is the best place to outline your company's offering. Our Supply Chain teams work to match your company to the most suitable opportunities across KBR Government Solutions in the EMEA region by utilising the data captured in KBRSupplier.com. Read more about creating a KBRSupplier.com profile [here](#).**

What do we look for in our supply chain? We are committed to having a responsible and ethical supply chain and we want our suppliers and any other third parties to know and understand our expectations. KBR is a signatory to the UK Prompt Payment Code, reflecting our long-term commitment to working with our supply chain partners to develop the right solutions for our projects.

We pride ourselves on our robust and established compliance system, which includes Anti-Corruption Compliance Questionnaires, Codes of Business Conduct, and International Services Intermediary governance checks. We may work closely with your company to fulfil these compliance requirements to ensure we can grow our professional relationship and the number of opportunities open to you. Our robust governance and decision gate reviews with the right tools, process and metrics are in place to support all procurement activities, regardless of size, complexity or location.

### WHILST EACH OF OUR PROCUREMENTS CAN BE DIFFERENT, WE FREQUENTLY PLACE EMPHASIS ON THE FOLLOWING AREAS IN OUR SUPPLY CHAIN SOLUTIONS:

Value for money

Innovation

Responsiveness & flexibility

Diversity

Social value

**We deliver the most challenging government-sponsored projects. Our values at the core of our project delivery include:**

- ▶ Uncompromising commitment to quality, health, safety and the environment. Read more about [KBR ZeroHarm here](#).
- ▶ Transparency, accountability and discipline in our business. Read more about our [Code of Business Conduct here](#).
- ▶ World class risk awareness
- ▶ Integrity in all we do

## DECOMMISSIONING OF SELLAFIELD LTD. NUCLEAR SITE



KBR are one of Sellafield Ltd.'s delivery partners on a major infrastructure program to manage the safe and secure decommissioning of the Sellafield nuclear site. The Programme and Project Partners is a new model for the delivery of all future major projects at Sellafield over the next 20 years

As the integration partner KBR will provide program and project management expertise and will deliver project specific delivery plans for all major projects at Sellafield during the contract term including mobilisation of resources, coordinating logistical requirements and defining delivery strategies.

## KBR INCREASES PRESENCE IN UK NUCLEAR SECTOR

KBR, in a partnership with Assystem and Doosan Babcock, and operating under the name of KAD Nuclear, were one of three suppliers selected by the Defence Infrastructure Organisation (DIO) to join the new Nuclear Technical Support Provider (NTSP) framework.

NTSP will deliver engineering and project management services for the naval base infrastructure upgrade and specialist nuclear technical services under a programme to support DIO, Navy Command and other UK Ministry of Defence (MoD) organizations. Its primary focus will be on delivering the refurbishment and upgrade of critical infrastructure at Her Majesty's Naval Base (HMNB) Clyde.





## SUPPLY CHAIN ENGAGEMENT – WHAT TO EXPECT

All our supply chain engagements take place primarily through our KBRSupplier.com portal. Read about how to use the KBRSupplier.com portal to respond to engagements [here](#). Our supply chain engagements include:

- ▶ Market engagements
- ▶ All tender activities (ITT, RfX, PQQ, BAFO)
- ▶ Industry benchmarking
- ▶ Pre-qualification engagements

Our sourcing approach encompasses all the KBR processes, governance steps and supply chain activities, in collaboration with our stakeholders. We may seek the following supplementary information during our procurements to enable the selection of the right supply chain partners:

- ▶ Case studies
- ▶ Previous contract details
- ▶ Contract & client references
- ▶ Supporting company documents

In addition to engagement through KBRSupplier.com, our Supply Chain teams may also engage through:

- ▶ Meet-the-buyer days
- ▶ Industry days
- ▶ Project briefs
- ▶ Supply Chain presentations
- ▶ Procurement events

**Your company profile on our KBRSupplier.com portal is the first point of engagement for our Supply Chain teams. Maintaining an accurate and up-to-date profile will enable KBR's global supply chain management network to understand your company's business and offering in the marketplace in order to optimise any future collaborations with KBR.**

We work closely with our supply chain to develop tender evaluation criteria balancing quality and price. A strategic sourcing approach which adopts a DEFINE – PROCURE – MANAGE - ASSURE philosophy allows us to create exceptional value for money and innovative solutions together. We look forward to working with you in the future