



COMPLY**WORKS**

Beyond Compliance:

Leveraging Contractor Management



Get ready to work.





Complyworks

- Growth rate over 200% per year
- Started as a Contractor initiative 98% customer satisfaction
- Complete Contractor Management System that is easy to use
- 50,000 Suppliers / 175+ Employers
- 50 Employees / 50 Contract employees
- Offices in Calgary, Toronto, Pretoria (South Africa) and Houston
- WEB 3.0 – Operating worldwide with SaaS and Cloud technology
- Oil companies, shopping centres, hospitals, mines, property managers, construction companies, transportation companies, government, engineering firms, telecoms, airports



Complyworks

- Return-on-investment by one customer of \$500,000
- Customer saved over \$160,000 in WCB fines
- 10,000 Risk Mitigation / Authorizations – Contractors working
- 60,000 company specific Orientations
- Industry Generic training – PST, CST, SafeLand, SafeGulf
- 1,000,000+ pre-qualifications completed
- Over 94% of all contractors are compliant
- Clients reported over 55% less injuries on the job sites
- Assign a dedicated team/individual to work with the Contractor



Businesses Continue To Innovate

Company and Employee

- Processes to manage are historical and defined

Contractors and their employees

- Few processes defined to manage the lifecycle of the relationship

You can outsource Work but not Liability

- Contractor Management systems are critical to track and manage the lifecycle process for getting Contractors ready to work
- Need sustainable development & continuous improvement
- Positive working relationship between Contractors and Employers



Driving Factors

- Increasing Compliance, rules, regulations
 - SOX became mandatory as a result of Enron, others - ERP
- Increasing HSE standards, rules & regulations
 - OSHA, Multi-employer sites, ISO, IADC, SafeLand, SafeGulf, Company Specific - CMS
- Risk Management
 - Need access to accurate data, real time communications & monitoring to help make decisions
- The Challenge: From sustainable contractor management to corporate responsibility management to integrated supply chain management to measurable change is a commitment to a defined process



Contractor Management

- Impacts the entire company ‘multiple stakeholders’
 - ‘One size does not fit all’ Relevant compliance with unique requirements across the company
 - Delivers operational efficiencies
- Contractor Management Lifecycle is a continual process
 - Health, safety, environment, water, Native American relations, community commitment, education, reputation, quality of life, employees, suppliers, shareholders, government
- Must integrate with the entire company process and systems
 - Critical business function with real time data sharing for improved decision making

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Inputs

Safety

Supply Chain

Environment

Construction

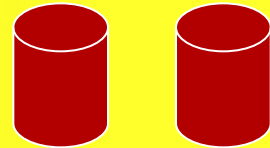
Operations/IT

Risk/Legal

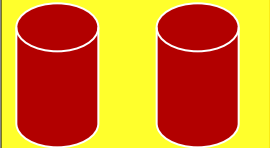
Process

*Contractor Management
Process*

Company Data



Industry Data



Output

**Effective
Sustainable
Contractor
Management**





Effective Sustainable Contractor Management

PRE-QUALIFICATION

- * Organize contractor List
- * Determine Data Requirements
- * Collection Process
- * Compliance Rating

Qualification

- * Verification & Audit
- * Operational Quality Management
- * Environmental
- * Occupational Health & Safety
- * Company/Region/facility Specific

Contractual

- * Workflow
- * Contracts/MSAs
- * Financial Mapping

Working Relationship

- * Trackable Communications
- * Monitoring Alerts
- * Induction Training
- * Online Orientations
- * Post job Evaluations

Complete Work/Invoice Process

- * A/P Clearance
- * Feedback for continuous improvement





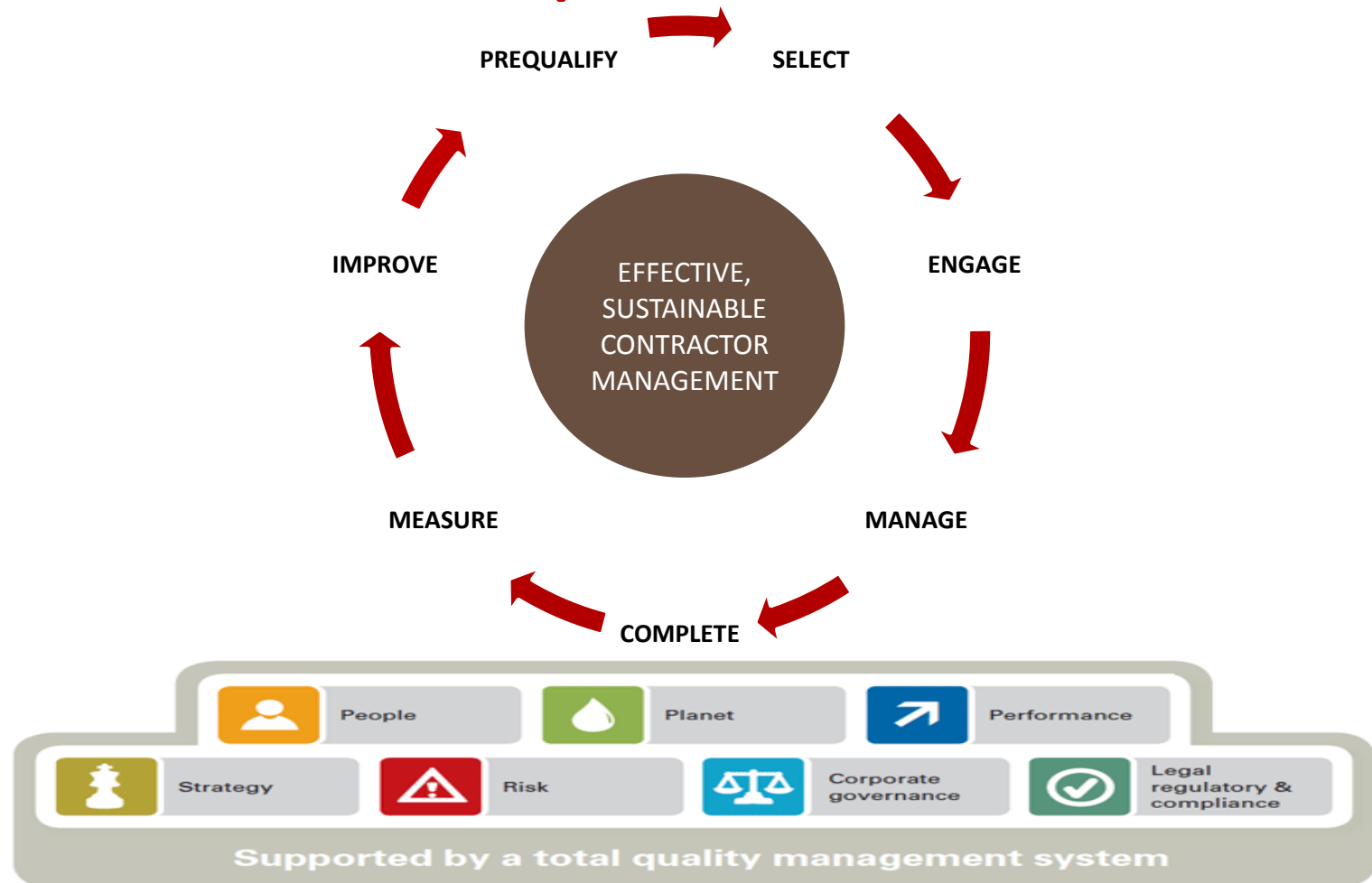
Continuous Improvement

Reporting, recording and engaging with Contractors improves the relationship, reduces costs, manages risk and results in better performance over time.

From pre-qualification at the beginning of the contractor management lifecycle through the critical steps of qualification, contractual engagement, working relationship and completion of work CMS provides a Corporation with all the tools necessary to achieve continuous improvement of contractor performance leading to sustainable development.



The Required Solution





The Result

- CMS is now a key business application and process
- Continuous improvement with measurable performance and sustainable development
- Positive relationships between Employers, Contractors, Workers
- Save time & money, reduce risk
- Tighter more responsive Contractor base

.... help Companies compete and win on the world scene



ComplyWorks

The global provider of sustainable contractor management solutions

Delivering operational efficiencies and continuous improvements through CMS

Thank You

Cal Fairbanks
President & CEO
Complyworks

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Examples

- Baker Hughes, CCS Corporation, Halliburton, Weatherford ... :
 - Managing multiple questionnaires, documents and other requirements
- Aker Well Service, AMEC Earth & Environmental Ltd., Calfrac Well Services Ltd., Champion Technologies Ltd., Trican Well Service, SNC Lavalin others ...
 - Using tools to manage sub-contractors & to meet customer requirements
- CNRL, Taqa, Harvest, Imperial Oil:
 - Multiple matrices, processes, risk levels, based on service provided
 - Contractual requirements, MSA's mandatory
- Lonmin mining:
 - 'Fit For Work Program', shared action plans
- Colliers International:
 - Multiple complex processes for division and region
 - Financial integration, spend control

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