



## **Leveraging the ExxonMobil Relationship**

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|----------------------------|---|--|
| <b>Human Resources</b>     | → | <b>Management development and training</b> |
| <b>Scale / Size</b>        | → | <b>Global centres of excellence</b>        |
| <b>Technology</b>          | → | <b>Proprietary Research - \$1G/yr</b>      |
| <b>Procurement</b>         | → | <b>World bundled pricing</b>               |
| <b>Management systems</b>  | → | <b>Honed worldwide</b>                     |
| <b>Shared Perspectives</b> | → | <b>Best practices transfer</b>             |