

# BLACK & VEATCH / NVENT STRATEGIC SOURCING PROGRAM AGREEMENT

## PROJECT DETAILS

Black & Veatch, a leading global engineering, consulting and construction company, and nVent, a global heating solutions provider, are proud to announce a new strategic sourcing agreement. This exclusive agreement will allow Black & Veatch and nVent to partner whereby:

- nVent, at no cost to Black & Veatch, provides Engineering, Material and Construction estimating services when Black & Veatch is preparing a proposal for a potential Black & Veatch client
- nVent provides continuing support to the Black & Veatch Proposal Group throughout the bid-cycle
- Once Black & Veatch is awarded the project, nVent, via pre-negotiated fixed unit pricing, will support the project with an optimal mix of engineering, material and/or construction, depending on the terms and conditions of the project

The Agreement consists of the following principal components:

- Pre-negotiated Commercial Terms that benefit Black & Veatch and nVent; i.e. win-win
- Pre-negotiated "World Class" product and engineering-services pricing
- Black & Veatch / nVent Project Execution Road Map that provides direction to both teams from start to finish



Black & Veatch Corporation is a leading global engineering, consulting and construction company with the mission of Building a World of Difference®. By advancing the frontiers of knowledge, Black & Veatch provides its clients with reliable solutions to their most complex challenges, thereby helping improve and sustain the quality of life around the world.

## NVENT THERMAL

nVent is the world's largest provider of complete electrical heat management systems, primarily for the general process, oil and gas, chemical, and power generation industries, nVent provides innovative products and turnkey solutions under market-leading brands—RAYCHEM and TRACER. Our premiere turnkey solutions include full life cycle support—ranging from front-end engineering and installation to maintenance and operation services. Our global experience and office presence in 48 countries uniquely position us to manage the heat needed for projects of any size and scope.

nVent will provide to Black & Veatch world-class support for their Heat Management System needs, when required, to include:

- Heat Tracing System
- Insulation System
- Power Distribution System relative to the Heat Tracing System
- Control & Monitoring System relative to the Heat Tracing System
- An Integrated Instrument Winterization and Analyzer System including Field and Pre-Traced Tubing Bundle

Expected benefits to Black & Veatch under this agreement include:

- World Class pricing for Black & Veatch through leveraged volume
- Pre-negotiated contract terms and conditions
- Capacity commitments for HMS materials and services
- Best estimates of HMS Total Installed Costs through early collaboration
- Total support from the World's #1 HMS Service Organization

The Bottom-line: Accurate Estimates + Early Collaboration + Fixed Material Unit Pricing + Continuous Improvement  
= Reduced Total Installed Cost



Strategic Sourcing Agreement Mission Statement: nVent will provide Black & Veatch with worldclass estimating, product and execution support relative to Heat Management Systems in order for both companies to realize competitive and strategic positioning on the open market.

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Our powerful portfolio of brands:

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