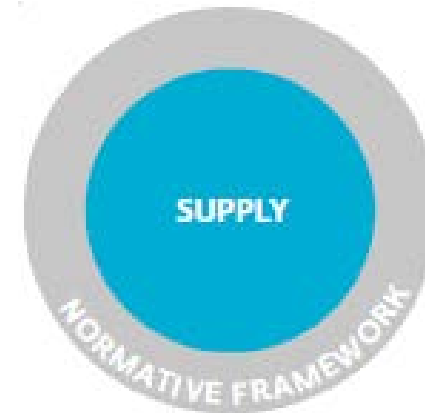


# Contractors and Providers' Management Model

## SUPPLIERS AND CONTRACTORS' MANAGEMENT MODEL



“Creating value through trust, transparency and competitive relations in the supply chain”



We seek to ensure a timely supply by ensuring that each stage of the supply chain is part of a traceable and auditable process, which guarantees transparency, generating a reliable framework that provides optimal competitive conditions, achieving honest, ethical and fair agreements, within a context of respect with longterm relations and creating shared values.

The Normative Framework that underlies these principles is made up of our Policies, Standards, Procedures, Code of Ethics and Special Regulations for Contractors and Subcontractors (REECS).

# Contractors and Providers' Management Model

“Creating value through trust, transparency and competitive relations in the supply chain”

## 01 EXCELLENCE MANAGEMENT

Achievement of results with a sense of quality and responsibility

- ✦ Contract management model
- ✦ Register of suppliers (Achilles)
- ✦ Segmentation of suppliers
- ✦ Bidding processes
- ✦ Quotes and bids platform
- ✦ Standardized Materials
- ✦ Risk Management
- ✦ ProPyme seal
- ✦ Fulfillment of our commitments

## 02 COLLABORATIVE WORK

Search for alliances that allow mutual benefit

- ✦ Local supplier development
- ✦ Health and Safety
- ✦ Labor relations
- ✦ Portal of suppliers
- ✦ Local employment incentive
- ✦ Environment
- ✦ Communities
- ✦ Human Rights
- ✦ Local meetings with suppliers
- ✦ Training

## 03 INNOVATION MANAGEMENT

Creative solutions to address risks and opportunities

- ✦ Strategic alignment
- ✦ Improvement programs
- ✦ Training
- ✦ Programs of local critical suppliers
- ✦ Evaluation and acknowledgement
- ✦ Supplier's Day
- ✦ Annual survey to suppliers
- ✦ Emission reduction

# Abastecimiento, riesgos y controles



## Roles

- ROL Solicitante
- ROL Abastecedor
- ROL Solicitante
- ROL Abastecedor
- ROL Abastecedor
- ROL Encargado de Almacén
- ROL Solicitante
- ROL Verificador de Documentos de pago

## R1 Riesgos operacionales

- Oportunidad de la necesidad
- Calidad del servicio o suministro
- Proveedor no calificado
- Malas prácticas laborales del proveedor
- Incumplimiento de leyes sociales
- Accidente laboral
- Sobrecosto
- Suministro no oportuno

## R2 Riesgos Ambientales y Sociales

- Incidente medioambiental
- incidente social comunitario

## R1 Evaluación del suministro o servicio

- Búsqueda de alianzas que permitan un beneficio mutuo
- Oportunidad y Plazos
- Evaluación técnica, económica y sostenibilidad
- Autorizaciones y Liberaciones

## R2 Procedimiento de Homologación y evaluación

- Riesgo Económico, Actividad, País, Calificación del proveedor, Laboral, Financiero y Sostenibilidad
- Registro de proveedores

## R3 Cláusulas contractuales y declaraciones en contratos, pedidos y licitaciones

- Código de ética
- Código de conducta
- modelos de contratos
- Derechos Humanos
- Prevención del Delito

## R4 RSE y Sostenibilidad

- Encuestas y autoevaluaciones
- Derechos Humanos y Acción social
- Seguridad y Salud
- Auditorías Calidad y Medioambiente