

Pre-Qualification Process

The first step to becoming a Praxair supplier is to complete our pre-qualification form by following these simple steps:

1. Go to:
<https://www.surveymonkey.com/r/praxairprequalform>
2. Complete the sections with the appropriate information for your company.
3. Attach any 3rd party certifications that your company holds (example: NMSDC, WBENC, NGLCC, etc).
4. Finally, upload a one page capability statement or line card for your company.

Next Steps

Once your company completes the pre-qualification process, your information will be reviewed by Praxair to determine your eligibility as a Praxair qualified supplier.

If you are pre-qualified and there is a need for the type of products or services that your company provides, a Praxair procurement professional can then contact you to explore potential opportunities.

If there is no immediate opportunity for engagement (as sometimes happens), the information will continue to remain accessible by Praxair should a future need arise.

If you have any questions about Praxair's pre-qualification process or registration, please contact:
Anne Will at 716-879-7040 or
supplier_diversity@praxair.com

Disclaimer: All purchases are made in the competitive marketplace. Registering with Praxair and/or DIR does not automatically place your company on a "bidder's list," nor does it constitute approval of your company as a Praxair supplier or obligate Praxair to solicit requests for quotations.



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Praxair, Inc.
39 Old Ridgebury Road
Danbury, CT 06810-5113
USA

www.praxair.com
info@praxair.com

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Telephone:
1-800-PRAXAIR (1-800-772-9247)
(716) 879-4077
Fax:
1-800-772-9985
(716) 879-2040



Global Procurement



Praxair's Supplier Diversity Program



Praxair's Supplier Diversity Program

Who We Are

For more than 100 years, Praxair has taken something as fundamental as air and turned it into ways to make plants operate cleaner and more productive, food taste better, breathing easier and manufacturing processes more efficient – in short, to make our lives better.

Praxair is a Fortune 250 company with products and technology that serve more than 20 different industries. We're one of the world's largest industrial gases businesses and you see our products and services at work every day, often without realizing it.

Supplier Diversity

Providing innovative and valuable solutions for our customers around the globe requires diverse talents, perspectives and experiences. At Praxair, our employees have leveraged diversity to remove obstacles, generate creative solutions and provide outstanding service to our customers. Another way that we are achieving success, in making our planet more productive for our customers and the communities that we operate in, is by embracing programs that assist us in fostering relationships with a variety of qualified, diverse businesses for our supply chain around the globe.

Praxair's Supplier Diversity Program in the United States encourages and supports the use of a variety of qualified distinct business enterprises. We seek to provide

maximum practicable opportunities for all qualified business enterprises to participate in the supply of goods and/or services that support Praxair's business model.

We welcome all types of qualified business enterprises to participate in our RFP processes for goods and services. For the last 10+ years, our main focus has primarily been on championing those companies in the U.S. classified as small businesses.

Our Needs

We rely on your equipment, services and technologies to help us in making our planet more productive. See below for the list of products we buy and together, let's help our customers become more profitable, more efficient and more environmentally friendly.

- Chemicals — General & Water Treatment
- Compressors, Motors & Pumps
- Computers, Software & Accessories
- Contracted Services
- Distribution & Operations Commodities
- Energy — Electric, Gas, Oil, LPG & Propane
- Heat Exchangers
- Laboratory Equipment & Supplies
- Maintenance, Repair & Operating Supplies (MRO)
- Molecular Sieves, Catalysts & Adsorbents
- Office Equipment & Supplies
- Process Analytical Equipment

- Process Control Equipment
- Tanks, Cylinders & Pressure Vessels
- Telecommunication Equipment
- Transportation
- Valves & Fittings
- Welding Equipment & Supplies

Supplier Expectations

Praxair expects its business dealings with suppliers to be based on fairness, honesty, lawfulness, safety, environmental stewardship and social consciousness, including respect for human rights.

Suppliers must ensure compliance with their contractual commitments to Praxair, Praxair's Standards of Business Integrity and Compliance with Laws policy, and our Supplier Expectations.

The Praxair Supplier Management Program contains six fundamental objectives and supplier expectations, called the TARGET performance areas:

- Total Cost of Ownership
- Assurance of Supply
- Responsiveness
- Global Reach & Human Rights
- Environment and Safety
- Technology

Each of these performance metrics is briefly summarized on the next page. To see detailed descriptions of Praxair's supplier expectations visit our website here:

1. Visit www.praxair.com.

2. Click "Our Company" in the menu bar, then scroll down to "Expectations" beneath the "Suppliers" headline and click.

Total Cost of Ownership

To provide maximum value to Praxair's customers, we strive to minimize the total cost of products and services. As a result, suppliers are expected to provide a competitive cost structure for products/services and demonstrate continuous improvement in cost structure, among other things.

Assurance of Supply

Praxair is committed to providing an uninterrupted supply of products and services to customers. Consequently, suppliers should be able to provide a stable supply stream, free from defects and disruptions and be capable of delivering products/services to the point and time of need.

Responsiveness

Suppliers are expected to respond to inquiries promptly with clear, complete, and accurate information, be able to support changes in Praxair's demand or requirements and quickly resolve problems or supply disruptions, taking appropriate measures to ensure they do not recur.

Global Reach and Human Rights

In order to support Praxair's global reach, suppliers should be able to support company needs, provide coordinated global account management and ensure that products/services comply with the regulations and technical specifications for all localities to which products and services are provided.

Praxair is committed to the recognition and safeguarding of human rights in all countries and respects the sovereignty of nations throughout the world. Praxair seeks to do business with partners - customers, suppliers and contractors - who share the same commitment to human rights.

Environment and Safety

Safety is our highest priority! Suppliers should have a safety program that is actively supported by the supplier's top management team. At a minimum, suppliers must abide by all Praxair health and safety rules in performance of work on Praxair sites and abide by all applicable governmental rules, regulations, and laws.

Praxair is committed to maintaining environmentally sound business operations, to integrating environmental considerations into its research, product and process development activities and to making an effort to protect the natural and workplace environment. Suppliers should ensure that products/services comply with applicable environmental rules, regulations, and laws and actively work to meet or exceed Praxair's environmental and materials handling policies.

Technology

Praxair continuously strives for technology excellence to enable us to gain and maintain competitive advantage in our chosen markets. We seek continuous improvement in products, services and business intelligence capabilities. And, our company expects our suppliers to support our technology vision by adhering to a variety of qualifications.

Did you know Praxair puts...



Praxair is Global...



active in more than 50 countries worldwide

BEST-IN-CLASS SAFETY PERFORMANCE

SAFETY FIRST 15x BETTER than US OSHA Industrial Average Lost Workday Case Rate

Praxair applications enabled

2X more GHG emissions to be avoided than were emitted from all its operations

350,000 global beneficiaries from Praxair's Community Engagement Program

125MM people globally served by water applications

300+ SITES AND 12,500+ EMPLOYEES PARTICIPATED IN PRAXAIR'S **Zero Waste Program**

RECOGNITION

MEMBER OF **Dow Jones Sustainability Indices** in Collaboration with RobecoSAM

Forbes | 2016 AMERICA'S BEST LARGE EMPLOYERS

2017 WORLD'S MOST ETHICAL COMPANIES™ WWW.ETHICALSPHERE.COM

CDP A LIST CLIMATE

Forbes | 2016 RISE 50 DIVERSITY NETWORK

Praxair's Global Giving Program supported **900** organizations in **29** countries around the world