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 productively, food taste better, breathing easier and manufacturing processes more efficient -- in short, to make all our lives better.

Praxair is a global industrial gases company with a strong track record of delivering value to its multiple stakeholders. Its business model is to transform air and other process gases into products and applications that in many cases help customers become more energy and resource efficient, or provide a social benefit.

Praxair oxygen helps steelmakers save energy, allows sustainable aquaculture to thrive, and serves hundreds of thousands of patients needing respiratory oxygen. Praxair hydrogen helps oil refiners to make ultra-low sulfur diesel and helps improve air quality. Praxair high performance surface coatings help improve energy efficiency in jet engines and machine turbines.

Praxair’s business success depends on its unrelenting focus on its business model, strategy and key priorities, which are closely aligned with the company’s core values and its mission of making the planet more productive.

Business Model
Praxair is a Fortune 300 company with 2016 sales of $10,534 million and approximately 26,500 employees. We are a leading industrial gases company in North and South America and one of the largest worldwide, doing business with more than one million customers in more than 50 countries. The company produces, sell and distributes atmospheric, process and specialty gases, and high performance surface coatings. Praxair products, services and technologies are making our planet more productive by bringing efficiency and environmental benefits to a wide variety of industries, including aerospace, chemicals, food and beverage, electronics, energy, healthcare, manufacturing, primary metals and many others.

Praxair 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 encourages and supports the use of a variety of qualified distinct business enterprises. We seek to provide maximum practicable opportunities for said businesses to participate in the supply of goods and/or services that support our business model.

All types of qualified business enterprises are welcome to participate in our RFP processes for goods and services. For the past ten years, our main focus has primarily been on championing those companies in the U.S. classified as small and diverse businesses in the following categories:

- Asian Indian-Owned
- Asian Pacific-Owned
- Black-Owned
- Canadian Aboriginal-Owned
- Hispanic-Owned
- Native American-Owned
- 8(a) Business Development program
- Disability-Owned
- Woman-Owned
- Disadvantaged
- Lesbian, Gay, Bisexual or Transgender (LGBT)-Owned
- Historically Underutilized Business Zone (HUB Zone)
- Service-Disabled Veteran-Owned
- Veteran-Owned

Since 2013, our organization has been collaborating with our global affiliates to understand the supplier diversity landscape and opportunities in each country in which we operate. By leveraging the knowledge and skills of our diverse employee population and continuing to provide cultural awareness training around the world, we strive to achieve an organically inclusive environment where diversity is known as a valuable asset and competitive advantage in our supply chain.

What We Buy
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
- Molecular Sieves, Catalysts & Adsorbents
- Office Equipment & Supplies
- Process Analytical Equipment
- Process Control Equipment
- Tanks, Cylinders & Pressure Vessels
- Telecommunication Equipment
- Valves & Fittings
- Welding Equipment & Supplies

What We Expect
At Praxair, we expect the same level of commitment and conduct from our suppliers that we expect from our employees. All of our business dealings must be based on fairness, honesty, lawfulness, safety, environmental stewardship and social consciousness, including respect for human rights. Suppliers must
ensure compliance with our contractual agreements, Business Integrity & Ethics Policy, and supplier expectations.

Our Supplier Management Program contains six fundamental objectives and supplier expectations, which are 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 on “Our Company” in the menu bar, then scroll down to the “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
We are an integrated, international business. We will strategically align ourselves with suppliers who can support our strategies on a Global, Regional and Local level. We expect our suppliers to:

- Support our needs at the local level and, where appropriate, demonstrate the ability to function in those countries where Praxair operates.
- Provide coordinated global account management.
- Ensure that products and services comply with the regulations and technical specifications for all localities to which products and services are provided.

We are committed to the recognition and safeguarding of human rights in all the countries in which we operate. Praxair’s Human Rights Policy is guided by the Universal Declaration of Human Rights (UDHR) and reflective of our Compliance with Laws policy, our Standards of Business Integrity, our Harassment Policy and our Safety, Health & Environmental Policy. At the same time we respect the sovereignty of nations throughout the world and affirm their primary responsibility to protect their citizens’ human rights.

We will seek to do business with partners - customers, suppliers and contractors - who share the same commitment to human rights that we have, specifically in relation to:

- Compensation
- The Right to Work
- Prevention of Harassment
- Safety
- Freedom of Association
- Child or Forced Labor

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...

active in more than 50 countries worldwide

Diversity of talent. Diversity of customers.
Diversity of suppliers. Diversity of experiences.
Making a world of difference.
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, you will receive a registration confirmation and your company profile will be added to our Pre-Qualification database for one year. Please note, your company’s addition to our pre-qualification database is not a guarantee that you’ll be awarded contracts with Praxair.

No further action is required at this time. If we determine there is a match between your product or service and our needs, you will be contacted directly by a Praxair Global Procurement Professional.

If you have any questions about Praxair’s pre-qualification process or registration, please email supplier_diversity@praxair.com for additional information.