



services for sustainable procurement
global resource. **local** skills.

FPAL the direct route to business in the Oil & Gas sector

Pete Robinson

**Managing Director of
AquaTerra Solutions**

Sector: Oil and Gas



"The FPAL Verify process provided us with an excellent opportunity to review our business performance as part of our commitment to continuous improvement. It provides our clients with a greater level of assurance and confidence in our abilities and we would encourage more service providers to participate in the Verify process."

AquaTerra Solutions in the Oil & Gas Sector

AquaTerra Solutions is a leading global specialist service provider for integrated maintenance and decommissioning projects.

The **Specialist Access Services Division** provides integrated inspection, maintenance and construction solutions for projects which involve work at height and complex access problems.

The **Training Division** offers a wide range of specialist and industry-standard courses and competence assessment programmes designed and delivered to national and international standards. We offer training at our fully equipped facilities or at global locations according to client needs.

FPAL – reassurance that suppliers operate within approved parameters

AquaTerra Solutions understands that clients utilise FPAL as a key tool for sourcing suppliers.

"Many of our clients have stipulated that they only use suppliers who are registered on FPAL. As a member, we are able to provide our clients with the reassurance that our information is up-to-date and continuously monitored and it has the added benefit of providing purchasers with the reassurance that their chosen supplier operates within approved parameters," said Pete Robinson.

AquaTerra makes use of FPAL in a variety of ways that include:

- Accessing tender opportunities through such systems as the PILOT Forward Work Plans and FPAL Notice available via the fpal.com
- Evaluating own company performance through the analysis of Monthly Statistics reports and by comparing itself against its competitors through FPAL Performance Feedback and Benchmarking
- Establishing key contacts through the Purchasers Profiles available to us via our FPAL supplier record

AquaTerra - signed up to Supply Chain Initiatives and Verify

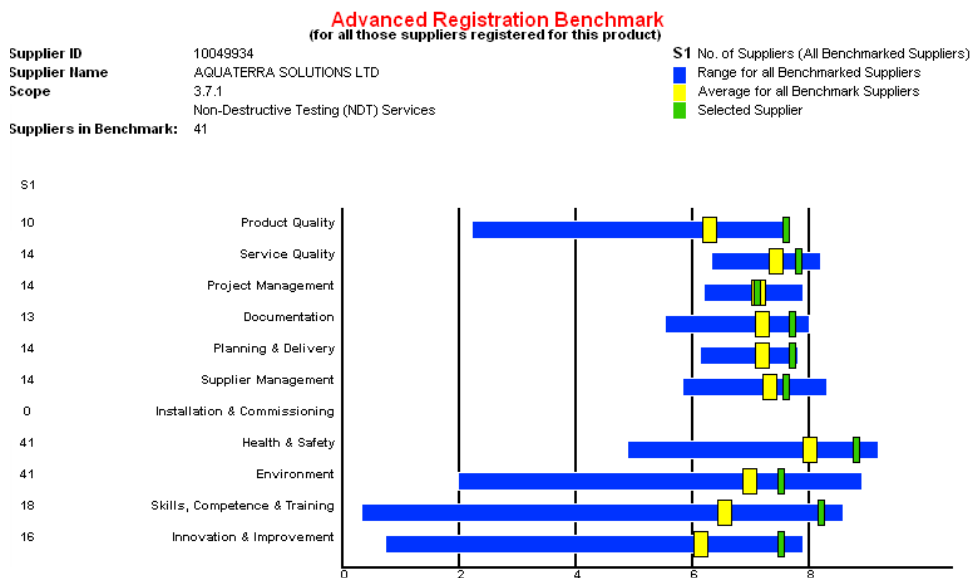
AquaTerra is signed up to both FPAL and the PILOT Supply Chain Code of Practice. AquaTerra regularly attends Share Fairs where detailed information on forward workplans and key contacts can be obtained.

AquaTerra Solutions has successfully completed FPAL Verify. Pete comments: "At AquaTerra Solutions we are continually striving to improve the quality of our business and its services. Achieving FPAL Verify status complements our existing accreditations and certifications and provides further confirmation, from an independent body, that we are getting it right."

AquaTerra use FPAL Advanced Registration as a key benchmarking tool

The FPAL benchmarking tool allows AquaTerra to quickly and easily view a graphical representation that compares the company against its peers in a range of service areas.

Pete says. "The benchmarking tool available for those who have completed the Advanced Registration Questionnaire and/or Performance Feedback has been a beneficial tool for AquaTerra. The information enables us to understand areas where we excel and stand out from our competitors and allows us to identify areas where we have room for improvement and need to focus our attention".



AquaTerra's Advanced Registration Benchmark Profile

Find out more....

about AquaTerra Solutions visit www.aquaterra.co.uk

about FPAL visit <http://www.achilles.com/en/FPAL/>



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