

Case Study – BP Whiting Refinery

In the spring of 2009, BP's Whiting Refinery, the 7th largest refinery in the United States¹, underwent major cost saving initiatives to combat diminishing margins felt across most companies operating in the downstream sector at the time. One of the initiatives included the review of all temporary administrative and technical manpower staffing agencies. An extensive tendering process commenced, which invited existing and new potential agencies to bid for a staffing contract with the refinery.

Swift Worldwide Resources, a global preferred supplier to BP, has provided a superior service to BP in the upstream market for years; thus, it was decided to expand into BP's downstream marketplace in order to continue the strategic partnership between the two firms. In the fall of 2009, Swift was awarded an exclusive contract to supply both administrative and technical manpower staffing for new requisitions as well as transition all existing contract employees from the incumbent agencies.

The objective was not only to reduce cost, but also to improve staffing efficiency and quality through the use of a single world class supplier. Swift was pleased to provide the following benefits to BP Whiting Refinery, initially and for years to come:

- Immediate cost savings of approximately \$1.8 million
- Projected savings of \$4 million over the duration of the contract
- Streamlined recruitment process with highly qualified candidates
- Improved safety management process
- Increased general liability coverage totaling \$10 million
- Full federal and state tax compliance

¹ Survey released June 2011 by the U.S. Energy Information Administration.
<http://www.eia.gov/neic/rankings/refineries.htm>