



PRESS RELEASE

For Immediate Release

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ISN and The Performance Institute Co-Host Seminar Lower Risk, Lower Costs: Benefits of Contractor Management

DALLAS (September 14, 2012) — ISN and the Performance Institute (PI) jointly hosted a seminar in Washington, D.C. on September 12, 2012 discussing benefits of effective contractor management to lower the risk of workplace injuries.

Pam Haze, Deputy Assistant Secretary for Budget, Finance, Performance and Acquisition, provided an update on the Department of Interior's (DOI) challenges and goals related to their procurement process. Ms. Haze also provided an update on the DOI's efforts to meet President Obama's Protecting Our Workers and Ensuring Reemployment (POWER) Initiative.

As the federal government remains the single largest buyer in the world, PI Senior Policy Leader, Jon Desenberg, reviewed their report to Congress addressing workforce acquisition reform, policy transparency and performance. PI provided recommendations to Congress based upon their findings, including the need to develop measurable performance standards and to verify performance data across agencies. "The tremendous potential to save money and improve results through smarter performance-based acquisition has been a somewhat unrealized promise since the passage of the Service Acquisition Reform Act," said Jon Desenberg. "The combination of ISN's innovative methods and PI's policy and planning recommendations were extremely well received by our audience. We look forward to continuing this work together."

Speakers John Welling, Bristol-Myers Squibb's Associate Director, Environment, Health and Safety Chief of Emergency Services and Rick Slauch, Kinder Morgan's Director of Contractor Safety, presented real world cases of how standardized contractor management processes are being utilized to drive down workplace incidents while improving regulatory compliance and procurement efficiency.

Highlighting the 10 strategic elements found in best-in-class contractor management systems, ISN Director of Data Analysis and Reporting, Dag Yemenu, provided best practices learned throughout industries. "These best-in-class principles apply to any organization hiring third parties, including public sector agencies," said Adrienne Turner, ISN Public Sector Director. "The reduced injury rates Kinder Morgan and Bristol-Myers Squibb presented showcase the impact a contractor management system can have. The end result is sending more people home from work without injuries."

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About ISN

ISN provides an online contractor management database, ISNetworld, which is designed to meet internal and governmental record keeping and compliance requirements. ISN collects health and safety, procurement, quality and regulatory information for more than 43,000 contractors and 260 Owner Clients. ISN's subject matter experts review and verify this information to assess the accuracy, relevance and timeliness of the data. Connecting Owner Clients with safe, reliable and sustainable contractors and suppliers around the globe allows these organizations to use ISN as an integral part of their management systems. For more information, visit www.isn.com.

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