

	A	B	C	D	E	F	G	H
1								
2		Confidential SUP Summary for Tufts						
3			\$K					
4		Cumulative BP Investment Over Relationship Lifetime to date		###	###	###	###	###
5		Investment Profile 2012-2017						
6		Research Programmes (please itemise above £50k)	See Harvard sheet for costs pre-2017					
7		Chairs (perpetual or fixed term?)		0	0	0	0	0
8		Other Spend (please split out)						
9		Expected Investment Profile 2017-2020						
10		Research Programmes (please itemise above £50k)						
11		Chairs (perpetual or fixed term?)						
12		Other Spend (please split out)						
13		Key investment renewal reviews/decision dates (please add comments)	Current agreement runs till end 2018					
14								
15		Future Research Fit to Strategic Priorities (heat map = HI red/Med orange/ Low blue)						
16		Shift to gas						
17		Advantaged Oil						
18		Market led downstream growth						
19		Low Carbon						
20		Modernising Group (inc Digital)						
21		HSSE/ Operational Integrity and Optimisation						
22		Current BP (URM) Focus - (Research% /Recruitment%/Other %)						
23		Exec Sponsor Days/year visit or meetings	2					
24		Joint Annual Plans and Reviews (Y/N)	y					
25		Other Executive Team interactions (contacts /year)	unsure, but recently increasing > 4					
26		Number of Departments/Disciplines Engaged	3					
27		BP Graduate Hires 2015-2017/Expected 2017-19	0					
28		Other key stakeholders in BP/External??	BP America, SJS, External: NGO's and Government official, including China					
29		University Objectives						
30		Industrial Relations Strategy Maturity (Hi Med Low)	Medium					
31		Distinctive Strengths - Discipline/Interdisciplinary/Innovation	High - Climate Change and Energy Policy. Also energy R&D technology policy and advising/commenting on Country NDRC's					
32		Mutual values/ trust alignment (Hi Med Low)	High					
33		Emerging Opportunities/ Challenges	Policy implications for a low carbon Energy Transition					
34		Other key industry business partners /sectors	Princeton, Harvard, Tsinghua,					

	I	J	K	L	M
1					
2					
3					
4	###	###	###	###	###
5					
6					
7	0				
8					
9					
10		0.2	0.2		
11		0	0		
12		0	0		
13					
14					
15					
16					
17					
18					
19					
20					
21					
22					
23					
24					
25					
26					
27					
28					
29					
30					
31					
32					
33					
34					

	A	B	C	D	E	F	G	H
35		Other insights???	Kelly has and continues to develop her own program and is increasing her influence. She is active in the COP process and the Clean Energy Ministerial and has led CEM side events.					
36								
37		Possible Partnership Profile Options 2018-2022 - please comment						
38		Strategic University (long-term, university -wide relationship)	Based in the Fletcher school, but university wide					
39		Strategic Programme Partner (relationship focused on specific field)	Focused on Climate Change and Energy Policy and technology innovation					
40		Emerging Technology Partner	No					
41		Innovation Partner	No					
42		HR Core Hiring Partner (as defined by HR)	No					
43		Local Partner (linked to a single BP Location)	No					
44		Other ideas?	Government relationship, strategic, influential in many circles, including COP and CEM. Strong China links					
45								
46		OTHER INFORMATION	Kelly has a good sense of business needs and can translate business needs to Policy. She is flexible and accommodating.					

	A	B	C	D	E	F	G	H
1								
2		Confidential SUP Summary for Princeton University						
3			\$K					
4		Cumulative BP Investment Over Relationship Lifetime to date		###	###	###	###	###
5		Investment Profile 2012-2017						
6		Research Programmes (please itemise above £50k)			2.5	2.6	2.5	2.1
7		Chairs (perpetual or fixed term?)	0	0	0	0	0	0
8		Other Spend (please split out)						
9		Expected Investment Profile 2017-2020						
10		Research Programmes (please itemise above £50k)	Climate Science, Technology and Integration/Policy, spit approx. 60/25/15					
11		Chairs (perpetual or fixed term?)						
12		Other Spend (please split out)	new Methane Cycle study					
13		Key investment renewal reviews/decision dates (please add comments)	Current contract runs till end 2020					
14								
15		Future Research Fit to Strategic Priorities (heat map = HI red/Med orange/ Low blue)						
16		Shift to gas						
17		Advantaged Oil						
18		Market led downstream growth						
19		Low Carbon						
20		Modernising Group (inc Digital)						
21		HSSE/ Operational Integrity and Optimisation						
22		Current BP (URM) Focus - (Research% /Recruitment%/Other %)						
23		Exec Sponsor Days/year visit or meetings	4					
24		Joint Annual Plans and Reviews (Y/N)	Y					
25		Other Executive Team interactions (contacts /year)	Many > 20					
26		Number of Departments/Disciplines Engaged	6					
27		BP Graduate Hires 2015-2017/Expected 2017-19	0					
28		Other key stakeholders in BP/External??	Both in BP and many external via the CMI Advisory board, NGO's and Government officials					
29		University Objectives						
30		Industrial Relations Strategy Maturity (Hi Med Low)	Med					
31		Distinctive Strengths - Discipline/Interdisciplinary/Innovation	High - climate change science/technology/integration/Connectivity and influence					
32		Mutual values/ trust alignment (Hi Med Low)	High					
33		Emerging Opportunities/ Challenges	High - climate change science/technology/integration/Connectivity and influence					

	I	J	K	L	M
1					
2					
3					
4	###	###	###	###	###
5					
6	2.1				
7	0				
8					
9					
10		2.1	2.1	2.1	2.1
11		0	0	0	0
12		150	350	350	200
13					
14					
15					
16					
17					
18					
19					
20					
21					
22					
23					
24					
25					
26					
27					
28					
29					
30					
31					
32					
33					

	A	B	C	D	E	F	G	H
34		Other key industry business partners /sectors	Harvard, Tufts, Tsinghua, Stanford, GFDL, UCL, Cambridge, Oxford. Exxon now also at Princeton					
35		Other insights???	Long standing and trusted relationship					
36								
37		Possible Partnership Profile Options 2018-2022 - please comment						
38		Strategic University (long-term, university -wide relationship)	Long term, Focus in PEI, but accessing university wide					
39		Strategic Programme Partner (relationship focused on specific field)	Focused on Climate Change science and technology					
40		Emerging Technology Partner	Not currently - but forming new links on battery technology					
41		Innovation Partner	No					
42		HR Core Hiring Partner (as defined by HR)	No					
43		Local Partner (linked to a single BP Location)	No					
44		Other ideas?	Executive linkages as trusted advisor					
45								
46		OTHER INFORMATION						

	A	B	C	D	E	F	G	H
1								
2		Confidential SUP Summary for Harvard						
3			\$K					
4		Cumulative BP Investment Over Relationship Lifetime to date		###	###	###	###	###
5		Investment Profile 2012-2017						
6		Research Programmes (please itemise above £50k)	this covers Harvard and Tufts				0.9	0.9
7		Chairs (perpetual or fixed term?)	0	0	0	0	0	0
8		Other Spend (please split out)	0					
9		Expected Investment Profile 2017-2020						
10		Research Programmes (please itemise above £50k)						
11		Chairs (perpetual or fixed term?)	0					
12		Other Spend (please split out)	0					
13		Key investment renewal reviews/decision dates (please add comments)	current agreement runs till end 2018					
14								
15		Future Research Fit to Strategic Priorities (heat map = HI red/Med orange/ Low blue)						
16		Shift to gas						
17		Advantaged Oil						
18		Market led downstream growth						
19		Low Carbon						
20		Modernising Group (inc Digital)						
21		HSSE/ Operational Integrity and Optimisation						
22		Current BP (URM) Focus - (Research% /Recruitment%/Other %)						
23		Exec Sponsor Days/year visit or meetings	2					
24		Joint Annual Plans and Reviews (Y/N)	Y					
25		Other Executive Team interactions (contacts /year)	unsure but > 4					
26		Number of Departments/Disciplines Engaged	4					
27		BP Graduate Hires 2015-2017/Expected 2017-19	0					
28		Other key stakeholders in BP/External??	BP America and SJS and many externals: NGO's and Government officials					
29		University Objectives						
30		Industrial Relations Strategy Maturity (Hi Med Low)	Medium					
31		Distinctive Strengths - Discipline/Interdisciplinary/Innovation	High - Climate Change and Energy Policy. Also energy technology policy					
32		Mutual values/ trust alignment (Hi Med Low)	High					
33		Emerging Opportunities/ Challenges	Policy implications for a low carbon Energy Transition					
34		Other key industry business partners /sectors	Princeton, Tufts, Tsinghua, Oxford. Shell and ENI also at Harvard					

	I	J	K	L	M
1					
2					
3					
4	###	###	###	###	###
5					
6	0.9				
7	0				
8					
9					
10		0,4	0,4		
11		0	0	0	0
12					
13					
14					
15					
16					
17					
18					
19					
20					
21					
22					
23					
24					
25					
26					
27					
28					
29					
30					
31					
32					
33					
34					

	A	B	C	D	E	F	G	H
35		Other insights???	Harvard is a revolving door for US government officials					
36								
37		Possible Partnership Profile Options 2018-2022 - please comment						
38		Strategic University (long-term, university -wide relationship)	long term, Kennedy School					
39		Strategic Programme Partner (relationship focused on specific field)	Focused on Climate Change and Energy Policy and technology innovation					
40		Emerging Technology Partner	No					
41		Innovation Partner	No					
42		HR Core Hiring Partner (as defined by HR)	No					
43		Local Partner (linked to a single BP Location)	No					
44		Other ideas?	Government relationship, strategic, influential in many circles					
45								
46		OTHER INFORMATION	We need to improve connectivity with the harvard programme.					