

An offshore oil rig is shown in the ocean under a blue sky with scattered white clouds. The rig is a complex of metal structures, including a central tower with a spherical top and a tall flare stack on the right. The water is a deep blue, and the overall scene is illuminated by natural light.

# UNIVERSAL PEGASUS INTERNATIONAL

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Enhances Safety Culture and  
Bolsters Safety Training with Avetta

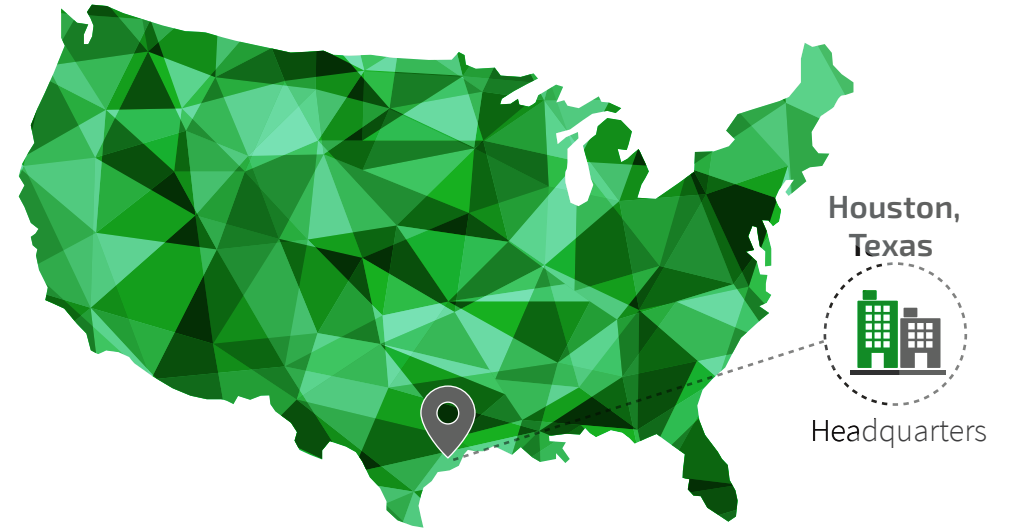
# OVERVIEW

Universal Pegasus International (UPI) has gained a reputation since its formation in 1961 as the world's foremost off-shore engineering and project management firm, known for its technical expertise in solving engineering problems for clients in the Oil and Gas industry. The company delivers world-class expertise, efficiency and value in project management, engineering and construction management for the energy industry focusing on safety, quality, and ethics in their practices.

To remain competitive and drive its quality and safety goals, UPI wanted to enhance its vendor prequalification process, centralize prequalification, and employee safety training functions while cultivating a long-standing safety culture across the organization. The company needed a solution that would reduce its administrative burden and ensure accurate and consistent vetting of contractors and subcontractors.



# ABOUT UNIVERSAL PEGASUS INTERNATIONAL



Global Presence: Bradenton, FL Provo, UT Canada



**Domain**  
Oil and Gas



**Services**  
Engineering and Design,  
Project Management,  
Construction Management,  
Operations and  
Maintenance Support.



**Legacy**  
59 years



# BUSINESS CHALLENGE

UPI's existing subcontractors were not at par with the accepted compliance standards and their credentials were not thoroughly verified. This left the company's procurement team in a lot of doubt.

Although UPI enjoyed a legacy of serving Oil and Gas clients for decades together, their internal prequalification processes were not foolproof, leading to increased man-hours and operational costs. After careful evaluation, the company discovered that it was not properly vetting its subcontractors. The existing process was largely paper-based and it mandated subcontractors to fill-out basic safety questions through a paper form.

The pressure to comply with diverse compliance policies required UPI to stay constantly vigilant to the most stringent requirements in the industry. Additionally, a constant rise in operational costs was also a major concern as pricing was one of the determining factors behind the success or failure of a business proposal. Given this scenario, UPI required an overhaul in the supplier management function. Its leadership team realized that attempting to build their own solution to address these gaps would be an enormous job. After much discussions and careful evaluation of several vendor capabilities, UPI partnered with Avetta.

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***Our clients expect us to be at a certain caliber and my question to our leadership team was why are we not making our subcontractors be at that same caliber.”***

*-Rick Rynicki, Vice President of Corporate Safety, UPI*



# SOLUTIONS DELIVERED

Prior to Avetta coming onboard, UPI maintained contractor records manually, which meant that they spent more time on paperwork than on thinking and implementing ideas for business growth.



## Streamlined prequalification process

With Avetta, suppliers were asked to complete a prequalification evaluation with information on safety records. With risk management at the center of Avetta's solutions, it was ensured that contractors were qualified to safely perform the job for which they were hired.



## Training programs

Avetta conducted online training programs for UPI contractors and helped them understand the nitty-gritties of risk management and safety at worksite. Several contractors participated in multiple training sessions, which helped reduce incident rates drastically.



## Making day-to-day operations more holistic

Avetta helped integrate its prequalification solution across the board for UPI, enabling information access for all their managers, which led to a very high quality vendor management system.



*Avetta was a really a big resource we brought in. They helped escalate our culture in a positive way.*

*-Rick Rynicki, Vice President of Corporate Safety, UPI*



## Simplifying new contractor onboarding

With everything being managed from a single source application and the integration of the whole prequalification process into a single platform simplified UPI's process of onboarding new contractors. New contractors were made to comply with stringent norms of safety, training, and evaluation – all done via Avetta's advanced training tool which saw an increase in participation by 300%.



## Transforming UPI into a market leader

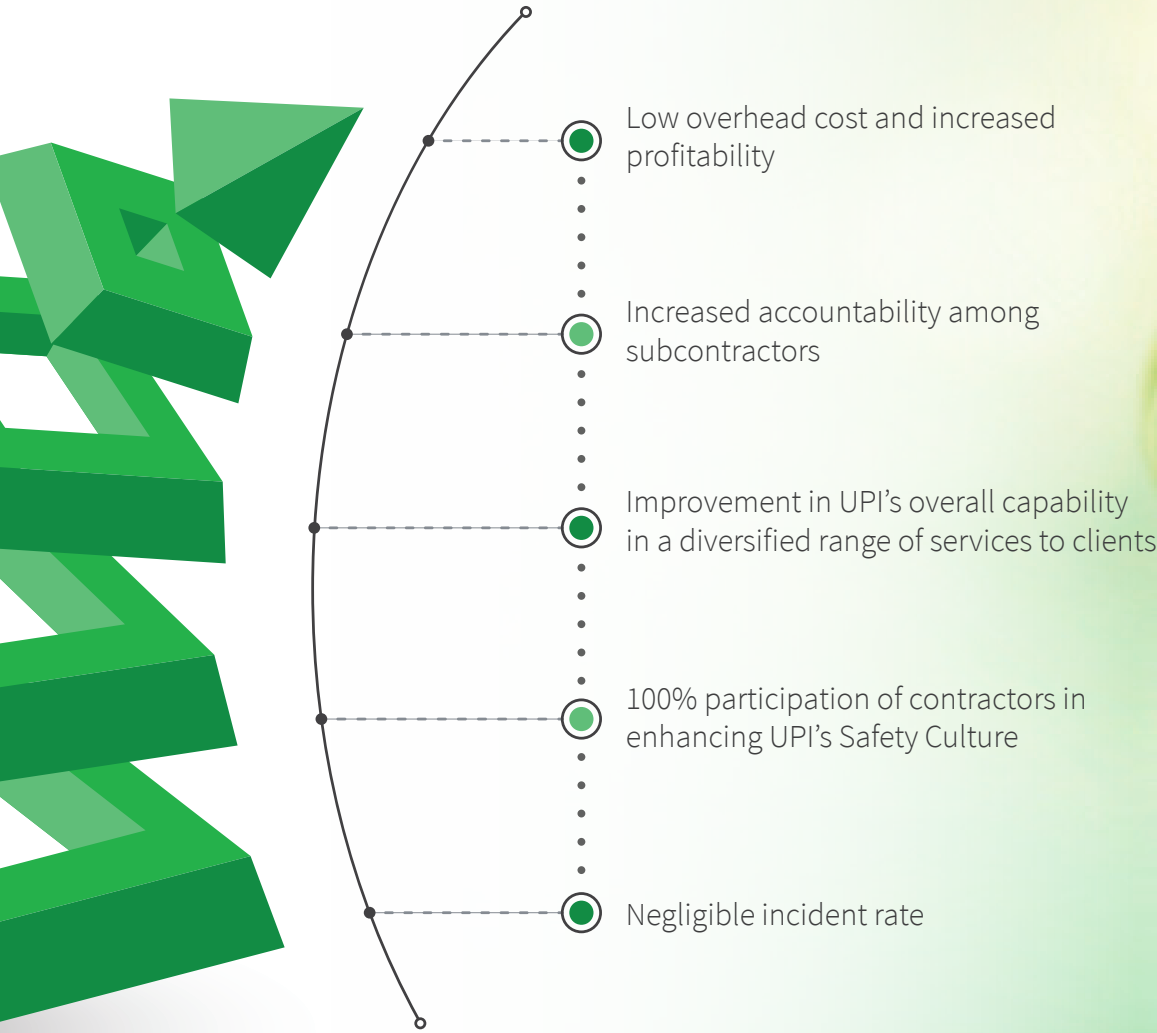
With almost all contractors faring well on safety and quality measures, UPI's output to clients in terms of quality and quantity increased manifold, making them true leaders in their business.



*Avetta is always willing to listen, willing to change, and willing to take on more if it makes sense. Avetta is definitely a large part of our success. They have helped us with things that did not exist two years ago.*

*-Rick Rynicki, Vice President of Corporate Safety, UPI*

# BENEFITS EXPERIENCED





# Avetta®

## About Avetta

Avetta connects leading global organizations with more than 95,000 qualified suppliers, contractors, and vendors across 100+ countries. We support the sustainable growth of supply chains through our trusted contractor prequalification, supplier audits, insurance monitoring, robust analytics and more. With real results in helping companies reduce TRIR, our highly configurable solutions elevate safety and sustainability in workplaces around the world—helping workers get home to their families each night.

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