



Johnson Controls
311 Pennington Rocky Hill Road
Pennington, NJ 08534

September 29, 2010

Dear Johnson Controls Contractor,

We are pleased to announce Johnson Controls has recently established a business relationship with ISN (www.isnetworld.com) and Bristol-Myers Squibb. Johnson Controls is managing all facilities services performed at Bristol-Myers Squibb sites, and, effective immediately, ISNetworld will begin serving as Johnson Controls' primary Contractor/Supplier information management system. As a result of this action, contractors/suppliers and their subcontractors performing services for Johnson Controls are required to become subscribers to ISNetworld. If your company is a current subscriber to ISNetworld, there is no additional fee; however, please ensure your company has completed the items below.

There is a nominal fee for this service. Johnson Controls believes the benefits to both parties will far exceed any associated costs. A more comprehensive list of contractor/supplier benefits is attached from ISN.

Your company's ISNetworld subscription will provide Johnson Controls and Bristol-Myers Squibb access to the following required information:

1. **Company Profile** – Populate your company's Dashboard in ISNetworld to include company contact information, office locations, types of work/industry classifications, geography served, etc. This will provide Johnson Controls and other Owner Clients with your company's most current contact information at any time.
2. **EHS Questionnaire Management** – ISNetworld contains the Management System Questionnaire (MSQ) which will be utilized to gather your company's EHS data. The MSQ will replace all previous Johnson Controls questionnaires sent to your company.
3. **Document Submittal** – Johnson Controls will use ISNetworld to track and verify your company's *Insurance Certificates, OSHA Forms and EMR Letters*. During your company's subscription set up, ISN will explain how to submit these documents within your company's subscription and make them available online to Johnson Controls.
4. **Review and Verification** – ISN RAVS will review your company's written health and safety program for conformance with regulatory and/or Johnson Controls' standards. Your company will be required to submit to ISN RAVS copies of your company's written health and safety program. Detailed instructions will be communicated during your company's subscription set up. ISN RAVS will also verify your company's OSHA and EMR statistics and training documentation.

In order to be considered by Johnson Controls during the contractor/supplier selection process, your company's subscription must be in place and all required data must be posted **by November 1, 2010**. For further details about ISNetworld, **please contact the ISN Customer Service Team at (214) 303-4900 or (800) 976-1303 or visit their website at www.isnetworld.com**.

Your company's cooperation and participation in bringing this cost effective technology solution to our business relationship is appreciated.

Sincerely,

Paul D. Dickinson
Johnson Controls, Inc. Regional Account Director, Americas
c/o: Bristol-Myers Squibb Project