Global Procurement & Supply Chain Management for the Oil & Gas Industry

16 - 20 Jul 2018, New York
12 - 16 Nov 2018, Houston
Introduction

Maintaining best practice in procurement and supply chain management is a core requirement for those operating in the global Oil and Gas industry. Supplier/operator relationships are now so very crucial since the drop in oil prices is causing real monetary concern across the industry. It is now vital that the procurement and supply chain functions collaborates its efforts and expertise to cope with the complexity of the present operating environment. Procurement and supply chain management are being relied upon to make a difference to the depressed market and are under constant pressure to make dynamic and meaningful contributions to the bottom line operating costs and capital expenditure.

This innovative GLOMACS Global Procurement and Supply Chain Management for the Oil & Gas Industry training course will assist delegates to reassess their organization’s Procurement and Supply Chain strategies beyond short term cost cutting. It will focus on real time issues to counteract the downturn and think differently about global procurement. This GLOMACS training course had been designed to provide delegates with practical approaches for transforming their organization’s procurement team to become more competitive and resilient.

Objectives

It is essential for Procurement and Supply Chain professionals to adapt supply chain practices to fit the current market and they must understand the need for:

- Reassessment of current E & P procurement strategies
- Streamlining processes
- Adopt contemporary practices
- Building robust internal supply planning capabilities
- Collaborative relationship with vendors
- Tools and techniques to effectively renegotiate contracts

Training Methodology

This GLOMACS’ Global Procurement and Supply Chain Management for the Oil & Gas Industry training course will be delivered by a recognised world-class procurement and supply chain professional and will include a range of lively and interactive training methods, including exercises, role plays, case studies, practice sessions and group discussions. The learning experience will be grounded on instructor-led presentations that highlight key issues to focus on, and supported by a reference manual containing examples of best practice.

Participants will make presentations and receive personal feedback on their performance. Discussions will enable participants to share their own experiences with the rest of the group using the most up to date world-class materials, the instructor will take delegates through a journey of learning new skills and give them the confidence to use these skills on their return to their duties.

Personal Impact

Delegates will learn:

- Benchmarking strategic procurement and category management
- Supplier/operator relationships
- New frontiers/new procurement strategies
- Capacity overload versus demand
- Sustainability in the procurement and supply chain

Who Should Attend?

- Procurement Professionals
- Supply Chain Professionals
- Tender or Bidding Managers
- Contract Administrators
- Contracting Unit Supervisors
- Project Engineers and Project Manager

Organisational Impact

The organisation will benefit by:

- Enhanced E&P procurement professionals’ core competencies
- Procurement challenges facing the Oil and Gas Industry
- Collaborative global sourcing
- Understand how to anticipate and mitigate procurement contract risks
- Key legal contractual risk management issues
Seminar Outline

**DAY 1**
Defining Strategic Procurement in the Oil and Gas Industry

- What is World Class Procurement and Supply Management?
- Oil and Gas Value Chain Management
- Category Management Strategies
- E & P Total Cost of Ownership and Asset Management
- Global Procurement Contract Risks

**DAY 2**
Integrated Supply Chain Strategy

- The Importance of a Dynamic and Collaborative Supply Chain
- Supply Chain Modes in the Oil and Gas Industry
- Demand vs. Supply management
- Understanding Transport, Logistics and Warehousing
- Supply Chain Integration

**DAY 3**
Supplier Collaboration and Relationship Management

- The Importance of Strategic Supplier Relationships
- Supplier Collaboration Best Practices
- Creating and Maintaining Dynamic and Meaningful SLAs
- Supplier Relationships - The Total Management Process
- How to get Best and Sustained Value from Suppliers and Contractors

**DAY 4**
The “LEAN” Approach to Supply Chain Management

- Supplier Strategy and Rationalization
- Lean Tools and Techniques
- Understanding the Lean Approach in the various Supply Chain Links
- Designing Lean Metrics for Optimal Performance
- Measuring and Improving the Supply Chain Performance

**DAY 5**
Strategic Contract Negotiations

- Understanding Key Components of a Commercial Contract
- Preparing for a Win-Win Negotiation
- Dealing with Difficult Suppliers
- The Importance of Collaborative, Competitive and Dynamic Negotiations
- Know When and How to Renegotiate a Contract

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Payment Details

☐ Please invoice my company
☐ Cheque payable to GLOMACS
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Certification

Successful participants will receive GLOMACS’ Certificate of Completion

4 Ways to Register

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Website: www.glomacs.com

Terms and Conditions

• Fees – Each fee is inclusive of documentation, lunch and refreshments served during the entire seminar.
• Mode of Payment – The delegate has the option to pay the course fee directly or request to send an invoice to his/her company/sponsor. Credit card and cheque payments are both acceptable.
• Cancellation / Substitution – Request for seminar cancellation must be made in writing & received three (3) weeks prior to the seminar date. A US$ 250.00 processing fee will be charged per delegate for each cancellation. Thereafter, we regret that we are unable to refund any fees due, although in such cases we would be happy to welcome a colleague who would substitute for you.
• Hotel Accommodation – is not included in the course fee. A reduced corporate rate and a limited number of rooms may be available for attendees wishing to stay at the hotel venue. Requests for hotel reservations should be made at least three (3) weeks prior to the commencement of the seminar. All hotel accommodation is strictly subject to availability and terms and conditions imposed by the hotel will apply.
• Attendance Certificate – a certificate of attendance will only be awarded to those delegates who successfully completed/attended the entire seminar including the awarding of applicable Continuing Professional Education Units/Hours.
• Force Majeure – any circumstances beyond the control of the Company may necessitate postponement, change of seminar venue or substitution of assigned Instructor. The Company reserves the right to exercise this clause and implement such amendments.
• Fair Access / Equal Opportunities – In the provision of its services as a world-class Training Provider, the Company is committed to provide fair access / equal opportunities throughout the delivery of its courses and assessment leading to the completion of training seminars, or 3rd party qualifications/certifications.

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<th>Code</th>
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<th>Venue</th>
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<tbody>
<tr>
<td>MM037</td>
<td>16 - 20 Jul 2018</td>
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