



The image shows a laptop and a desktop monitor both displaying the Local Content Plan and Report (LCPR) software interface.

**Laptop Screen (Left): Cluster Status**

- Available Periods: All selected (6) ▾ Show Periods
- Aggregates Dashboard
- Export Benchmark
- UCP

Select details to view dashboard

Company	1st Q., 2016	2nd Q., 2016	3rd Q., 2016	4th Q., 2016	1st Q., 2017	2nd Q., 2017
MINING - Shandong Steel Co.	WF	PC	CD	WF	PC	CD
MINING - Sierra Rutile	WF	PC	CD	WF	PC	CD
MINING - Koidu Limited Mining Company	WF	PC	CD	WF	PC	CD
MINING - SL Holding Ltd (Vinetco)	WF	PC	CD	WF	PC	CD
MINING - BCM Group	WF	PC	CD	WF	PC	CD
AGRI - Mountain Lion	WF	PC	CD	WF	PC	CD
MANUF - Sierra Leone Brewery - Heineken	WF	PC	CD	WF	PC	CD
BANKING - Guaranty Trust Bank	WF	PC	CD	WF	PC	CD
BANKING - Rokel Commercial Bank	WF	PC	CD	WF	PC	CD
BANKING - Commerce and Mortgage Bank	WF	PC	CD	WF	PC	CD
LOG & TRANS - Bolloré Trans & Logistics	WF	PC	CD	WF	PC	CD
LOG & TRANS - National Shipping Agency	WF	PC	CD	WF	PC	CD
HOSP - Radisson Blu	WF	PC	CD	WF	PC	CD

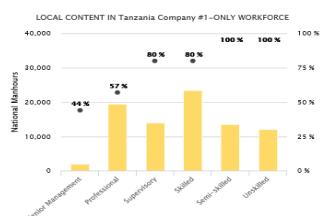
**Desktop Monitor Screen (Right): LOCAL CONTENT IN Tanzania Company #1-ONLY WORKFORCE**

Nationals in the Workforce Local Procurement Local Capacity Development

All Tanzania Company #1 Manhours	All Tanzania Company #1 FTE Headcount	National Manhours	National FTE Headcount	% Nationals (Mhrs or FTE)	% Nationals (\$ AVC)
111,000	222	84,500	85	76.1%	47.3%
				50.0%	40.0%

Nationals by Job Position	# National Manhours	% Nationals in Job Positions	Actual Value Contributed from Nationals in Workforce
2,000	44.4%	100,000	
19,500	57.4%	780,000	
14,000	80.0%	210,000	
23,500	79.7%	117,500	
13,500	100.0%	40,500	
12,000	100.0%	24,000	
		1,272,000	

LOCAL CONTENT IN Tanzania Company #1-ONLY WORKFORCE



© 2017 DAI Global LLC. All rights reserved.

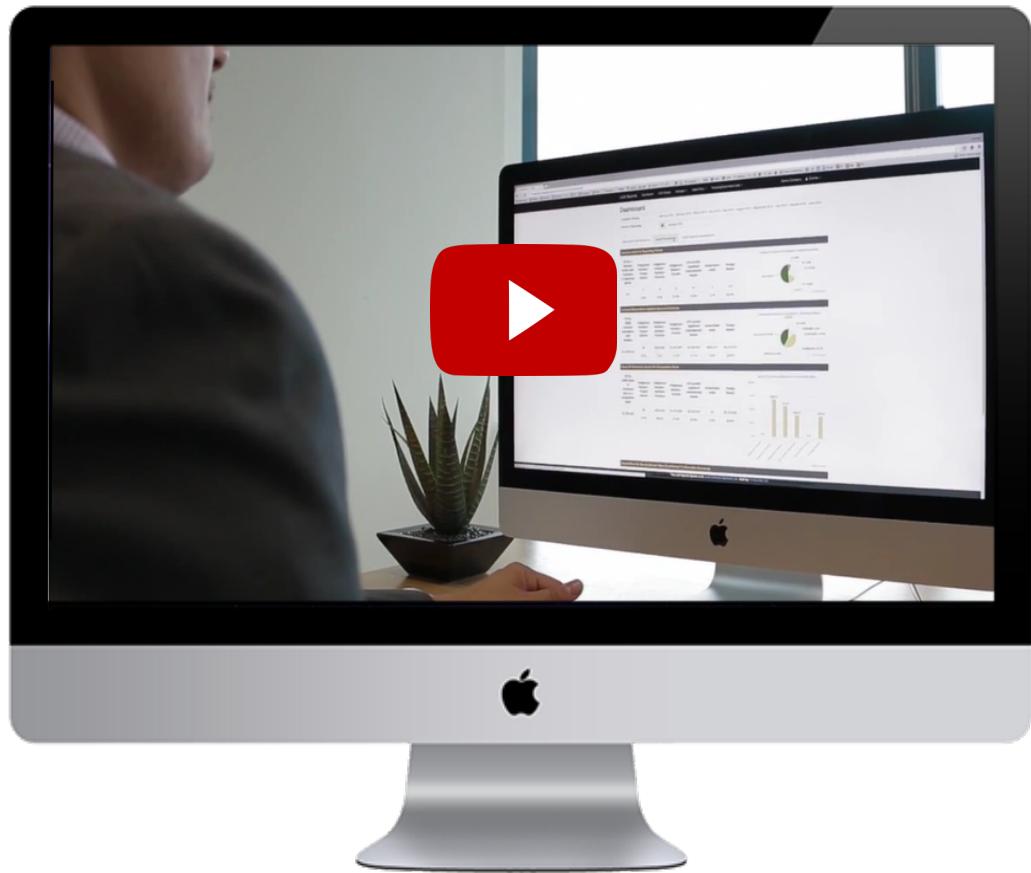
# LCPR

## Local Content Plan and Report

**LCPR** is on-line software platform for Local Content compliance,  
planning and performance reporting

# LCPR

## Local Content Plan and Report



Watch the video

# Case-Study 1

## Sierra Leone – live reporting across 40 companies

### ACT

*Supplement to the Sierra Leone Gazette Vol. CXLVII, No. 11*

*dated 3rd March, 2016*

#### THE SIERRA LEONE LOCAL CONTENT AGENCY ACT, 2016

Sierra  
Leonean  
Content  
Scorecard.

**63.** The Agency shall establish a Sierra Leone local content scorecard system which shall–

- (a) provide a system of measuring compliance with Sierra Leone local content development;

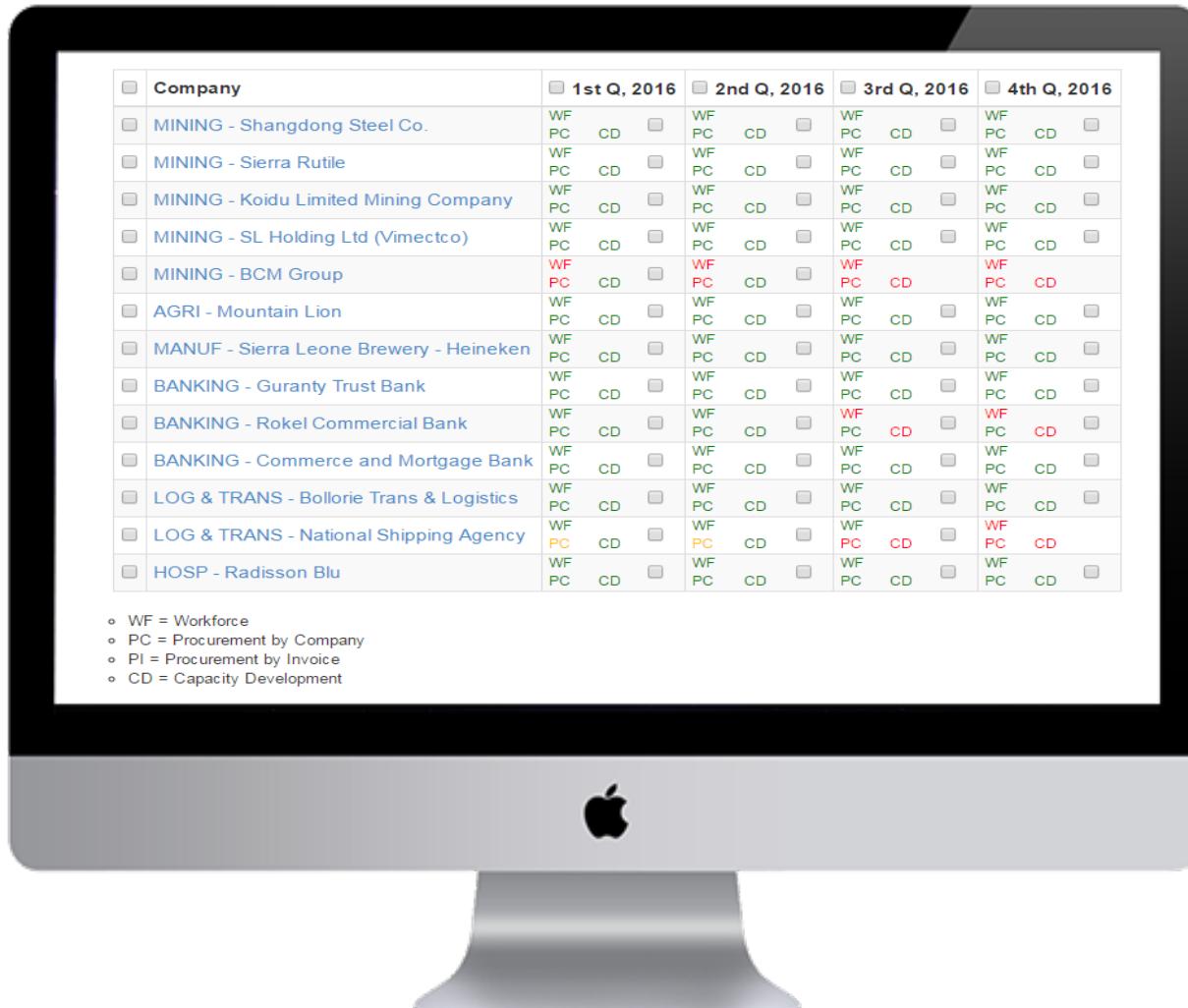
*"We have now adopted LCS Reports [now LCPR] as our formal on-line platform for companies to comply with their legal obligations to report Local Content performance under the Sierra Leone Local Content Agency Act, 2015"*

Director, Local Content Agency,  
Ministry of Trade and Industry, Sierra Leone



# Case-Study 1

## Sierra Leone – live reporting across 40 companies



**10 of the 13 companies**  
 participating in the 1<sup>st</sup>  
 wave of reporting are  
**compliant** with the  
 requirement of the 2016  
 Act to submit their Local  
 Content performance  
 using the on-line platform

- WF = Workforce
- PC = Procurement by Company
- PI = Procurement by Invoice
- CD = Capacity Development

Green Companies who have completed all data submissions to the satisfaction of the Local Content Agency  
 Amber Companies who have started to enter data but not yet fully completed submission, and as such are non-compliant  
 Red Companies not yet started and as such are non-compliant

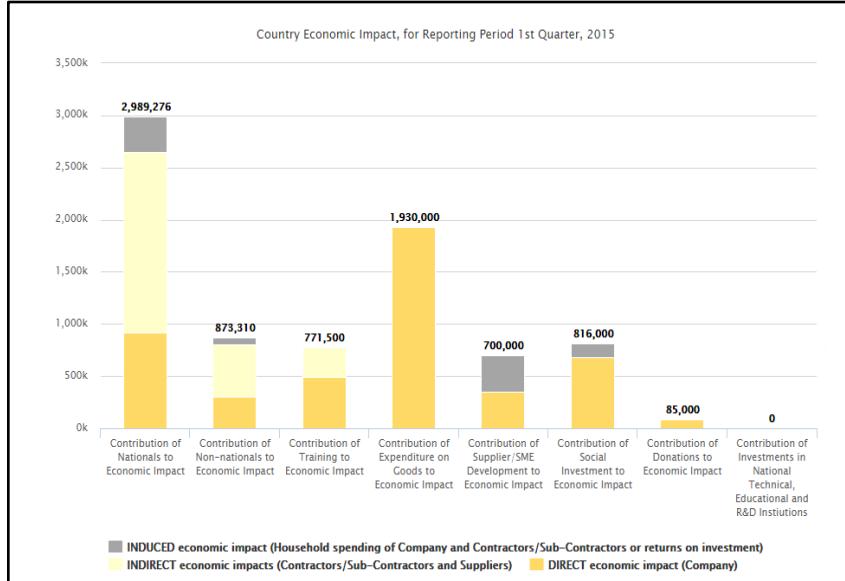
# Case-Study 1

## Sierra Leone – live reporting across 40 companies

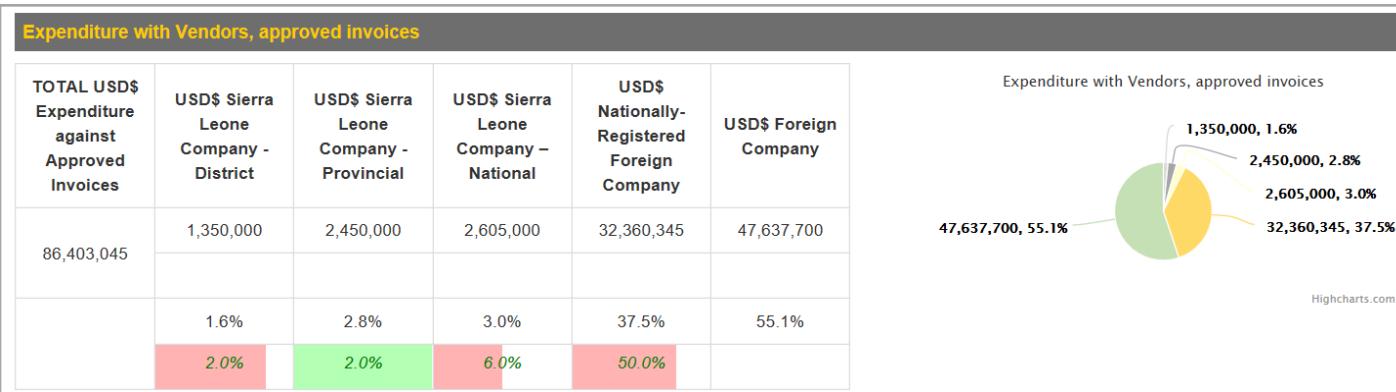
### Nationals in the Workforce

Nationals in the Workforce					
Local Procurement		Local Capacity Development			
LOCAL CONTENT IN SL Test Company-ONLY WORKFORCE					
All SL Test Company Manhours	All SL Test Company FTE Headcount	National Manhours	National FTE Headcount	% Nationals (Mhrs or FTE)	% Nationals (\$ AVC)
53,500	107	44,000	88	82.2%	63.3%
				85.0%	
Nationals by Job Position	# National Manhours	National FTE Headcount	% Nationals in Job Positions	Actual Value Contributed from Nationals in Workforce	
Management - Senior	1,000	2	40.0%	80,000	
			50.0%		
Intermediate - Professional	6,000	12	100.0%	300,000	
			50.0%		
Intermediate - Supervisory	3,500	7	100.0%	35,000	
			50.0%		
Intermediate - Skilled	5,000	10	40.0%	25,000	
			50.0%		
Intermediate - Semi-skilled	12,500	25	96.2%	25,000	
			100.0%		
Unskilled	16,000	32	100.0%	16,000	
			100.0%		
<b>Total</b>	<b>44,000</b>	<b>88</b>		<b>481,000</b>	

### \$ Value to the Domestic Economy



### Expenditure on Local Goods and Services



All illustrative data only

# Case-Study 2

## Petroleum Project - operator and primary contractors

L.I. 2204

### PETROLEUM (LOCAL CONTENT AND LOCAL PARTICIPATION) REGULATIONS, 2013

#### *Local content performance reporting*

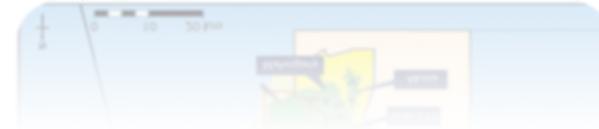
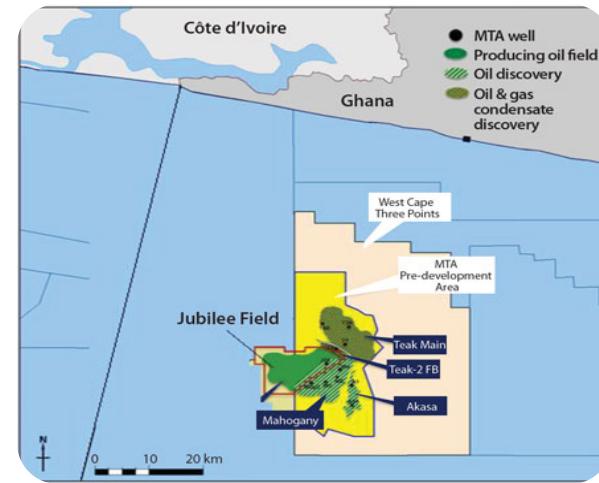
##### Requirement for submitting Local content performance report

34. (1) A contractor, subcontractor, licensee or other allied entity shall within forty-five days of the beginning of each year after commencement of petroleum activities submit to the Commission an annual Local Content Performance Report covering all its projects and activities for the year under review.

### NIGERIAN OIL AND GAS INDUSTRY CONTENT DEVELOPMENT ACT

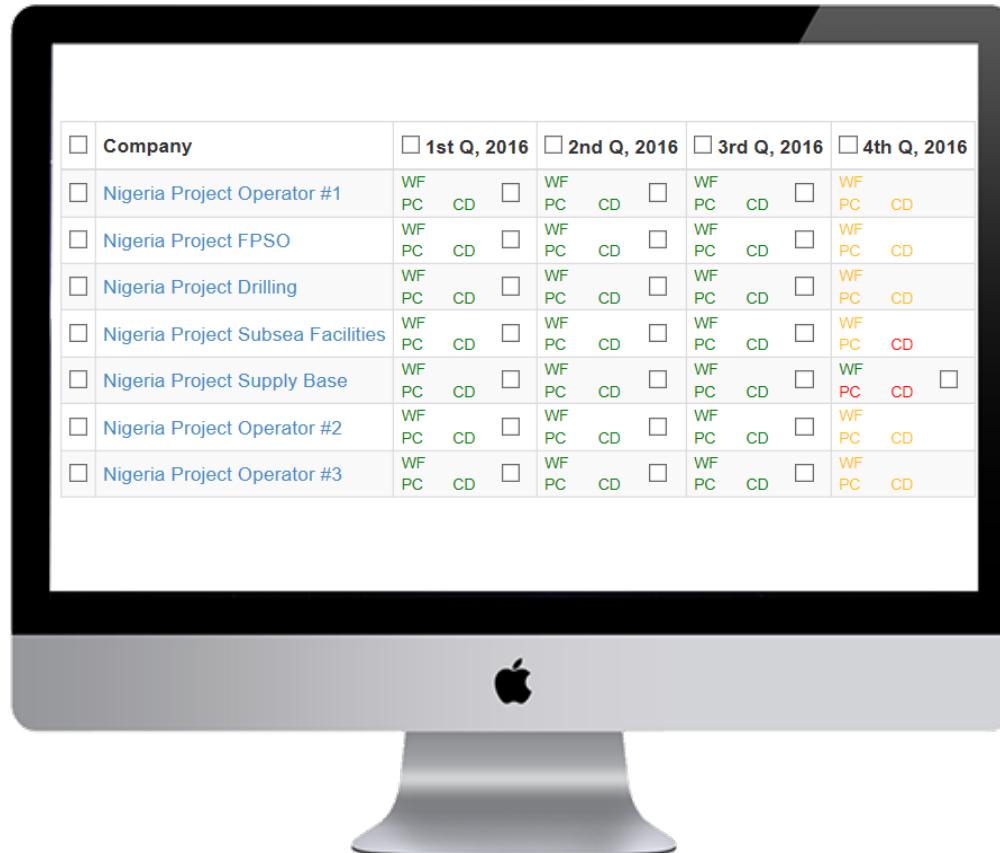
2010 Act No. 2

60. Within sixty days of the beginning of each year, each operator shall submit to the Board their annual Nigerian Content Performance Report covering all its projects and activities for the year under review.



# Case-Study 2

## Petroleum Project - operator and primary contractors



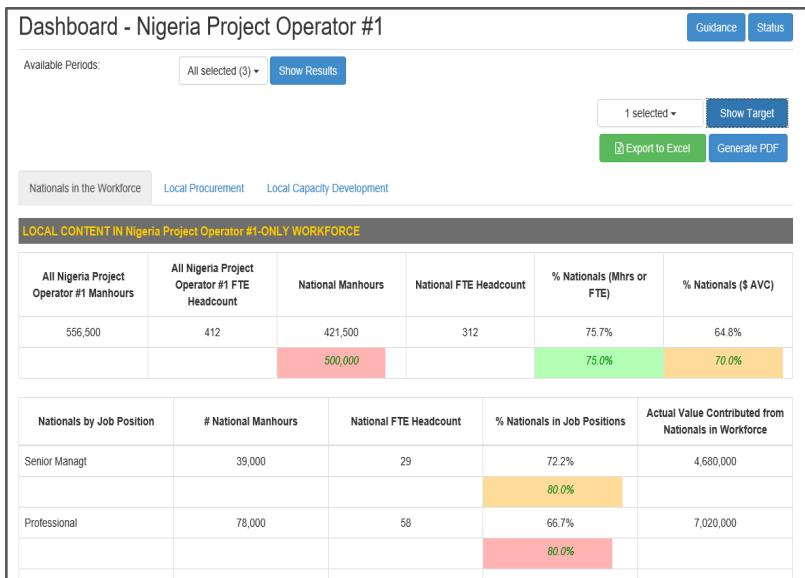
**Operator and primary contractors** for major work packages, set up as stand-alone companies, enabling comparison of performance as well as aggregation across entire Project

- Green Companies who have completed all data submissions to the satisfaction of the Local Content Agency
- Amber Companies who have started to enter data but not yet fully completed submission, and as such are non-compliant
- Red Companies not yet started and as such are non-compliant

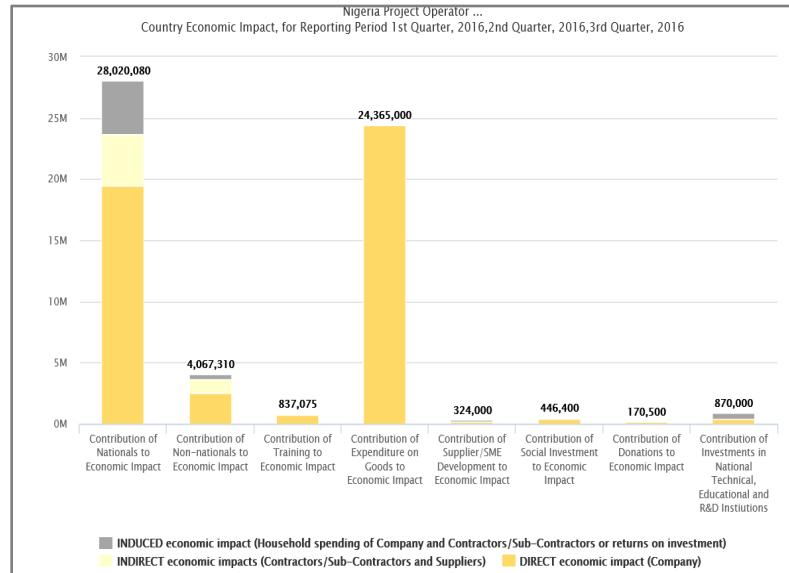
# Case-Study 2

## Petroleum Project - operator and primary contractors

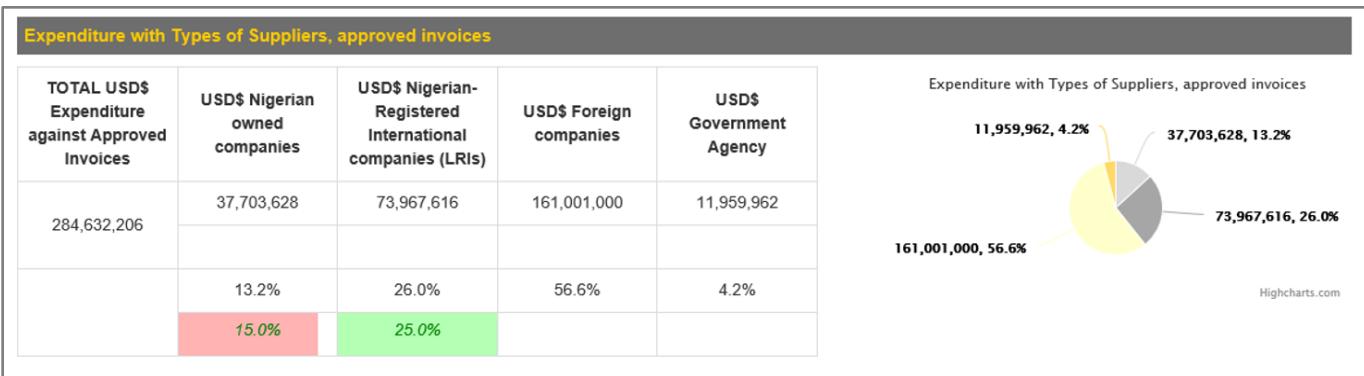
### Nationals in the Workforce



### \$ Value to the Domestic Economy



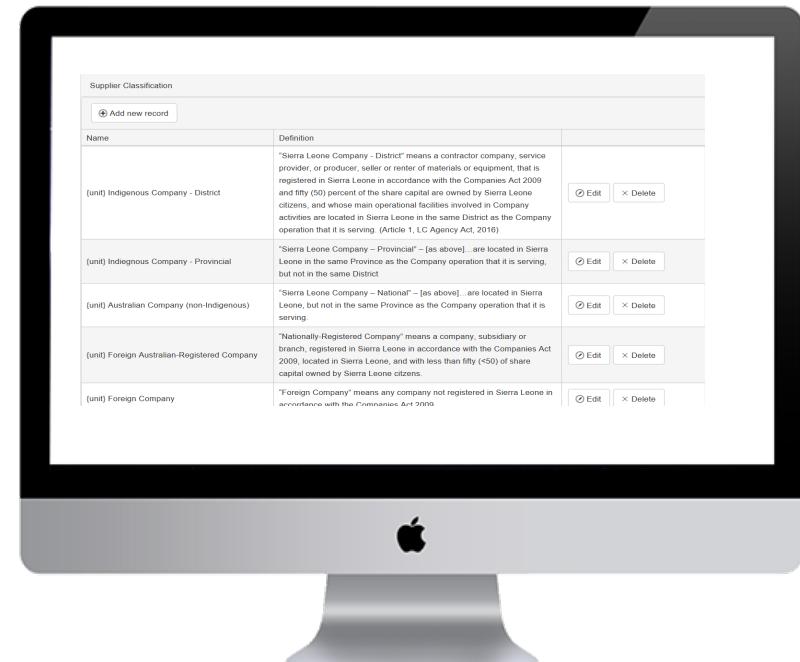
### Expenditure with Local Suppliers



All illustrative data only

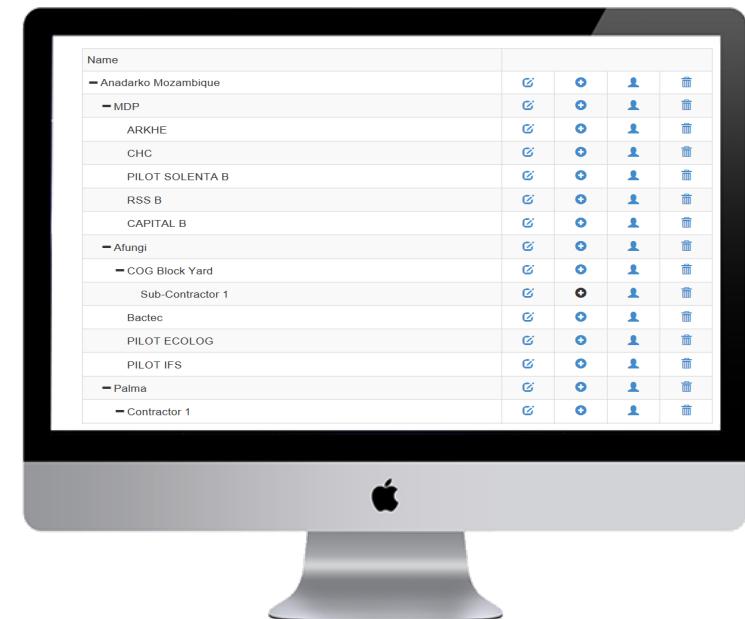
# LCPR is fully *configurable* to different Local Content requirements and metrics/KPIs

- the uniqueness of the platform is that it **saves** clients money and months of software programming, because the tool can be **rapidly configured** (ie zero additional software coding) to virtually any policy, law, regulation or corporate or country strategy on Local Content in a matter of just a **few days**
- the platform can be **up and running ‘live’ in a couple of weeks**, including completion of on-line or workshop-based training of users (3-day training to regulator/corporation level, 1-day training to company Procurement and HR managers).



# Fully *flexible* company structure and unlimited supply chain users

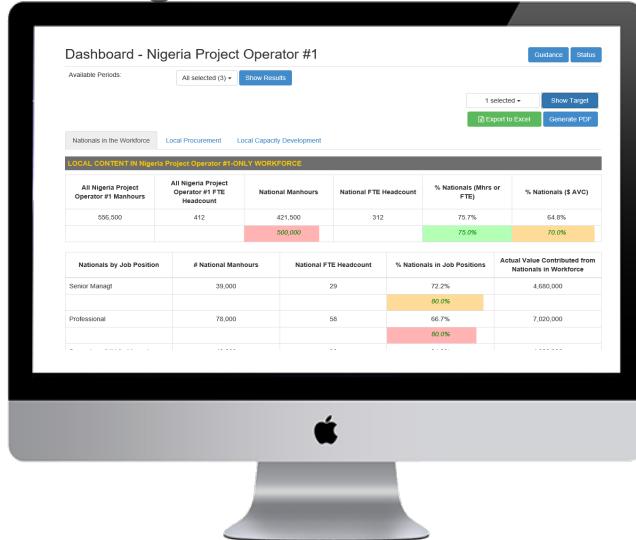
- Super User roles can be set up at regulator or corporate level, and for each reporting company
  - company Super User creates the **company structure**
  - company Super User creates **lower-tier users** and allocates to each lower-tier user **permissions** to add, view or edit data
- Any **structure** for a company and its contractors, sub-contractors and suppliers can be created, each with unique user access codes
- Other than user name, password and contact email, **no private infomation** (addresses, phone, etc) is held by the system



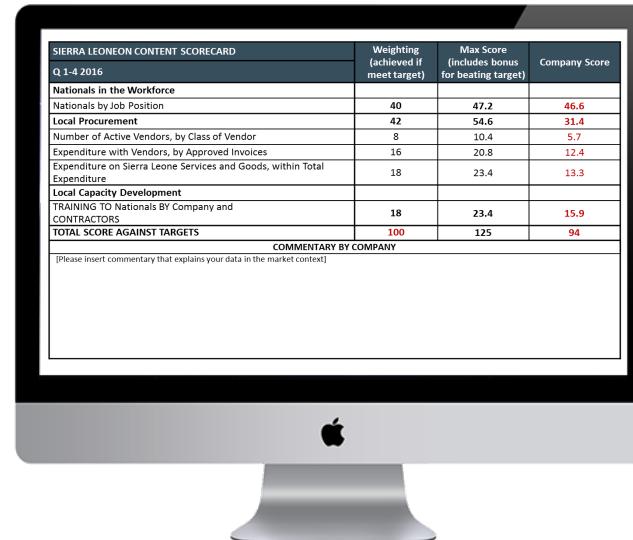
# Generates Management *Dashboards* and *Scorecards*

- Presents headline performance for Nationals in the **Workforce**, Local Procurement and Local Capacity Developent.
- Sets **targets** against *any* configured metrics and across *any* time periods, facilitating milestone payments against local content delivery
- **Green** = target or above. **Amber** = within 10%. **Red** < 10%.

## Management Dashboard



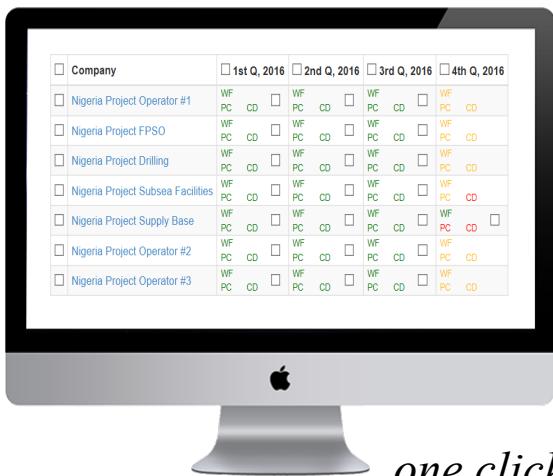
## Balanced Scorecard



# High Speed Data Verification and Correction

- Imperative is that such a system facilitates Super Users to very quickly **verify** large amounts of data and enable users to **correct** errors
- *Cluster Status* and *Master Status* screens allow Super Users to drill down into the **original source data** to verify and re-set erroneous data

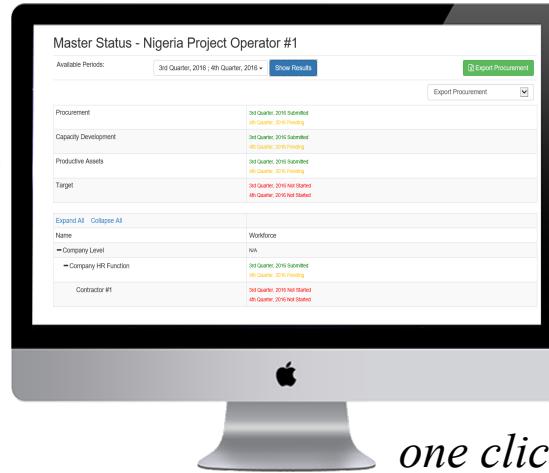
## Cluster Status



one click



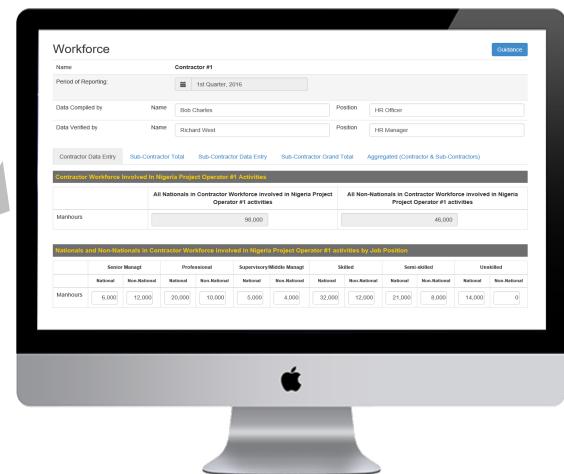
## Master (Company) Status



one click



## Source Data



# Local Content Analytical Tools

- Tracks **performance against targets** to identify trends, non-compliance, successes, and areas in need of improvement
- **Benchmarks** contractors and companies
- Automatically runs a **Calibrated Economic Value model (CEV)** to generate \$ and % of economic impact on domestic economy, effectively **saving** regulators, companies and primary contractors \$ on economic consultancy services

## Calibrated Economic Value Model

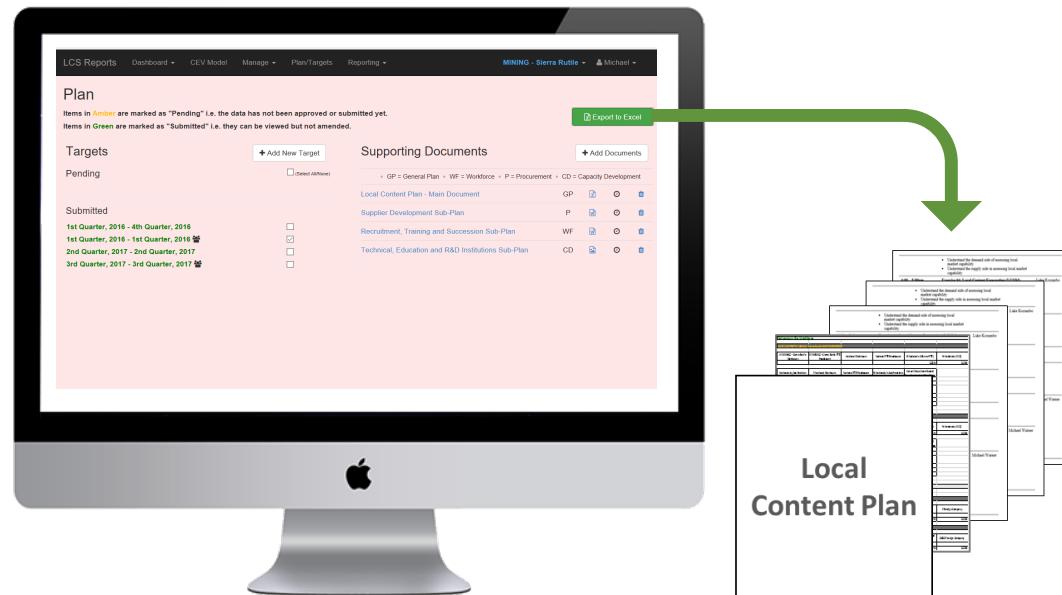


# Creates and Tracks Local Content Plans

## *PETROLEUM (LOCAL CONTENT AND LOCAL PARTICIPATION) REGULATIONS, 2013*

(7) A contractor, subcontractor, licensee or other allied entity shall before the commencement of petroleum activities submit a plan to the Commission:

- Forecasts of Local Content uploaded as **Targets** – part of process of building a **Local Content Plan** for operator or primary contractors
- **Qualitative Sub-Plans** for recruitment, training, local sourcing, supplier development etc. uploaded to system
- Local Content Plan **exportable** and **trackable** against numeric target



Please do contact us to  
arrange a demonstration



**LCPR**

Local Content Plan and Report

### Dr Michael Warner

Senior Technical Specialist in Local Content  
Sustainable Business Group (SBG)

DAI Europe

Email: [Michael\\_Warner@dai.com](mailto:Michael_Warner@dai.com)

Tel/Facetime: +44 7712 537 304

Skype <Michaelpatrickwarner>

### Warwick Strong

Manager, Mining  
Sustainable Business Group (SBG)  
DAI

Email: [Warwick\\_Strong@dai.com](mailto:Warwick_Strong@dai.com)

Tel/Facetime: +1 202 527 8664

Skype <warwickstrong>