



# LOCAL CONTENT CHAMPIONS' LEADERSHIP PROGRAM

....developing the next generation of champions and  
leaders in the African Energy Industry



**Business Excellence for Local  
Companies in the Energy Industry**

**“Our Strategic Intent is to  
support the stimulation of Local  
and Foreign Investment through  
Local Content Strategic Initiatives”**

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## The Local Content Champions' Leadership Development Program

is the African Energy Industry's most ambitious attempt yet at building sustainable structures, systems, capabilities and funding for Local Entrepreneurs and Local Businesses operating in the Energy Industry over the long term. The Program starts with a Retreat and Master Class which provides an opportunity to redefine the long term vision of enrolled Corporate Participants and it subsequently includes an executive skills BOOTCAMP which provides broad-based support for developing World Class executive profiling and skills in the energy value chain. After that it provides extensive support for access to Institutional Investment for expansion of facilities, acquisition of new technologies, access to new business as well as positioning in the industry through Business Excellence strategies and systems. Participants equally are taken on Industry Trade Missions, Investment Road Shows, Extensive Executives Briefing Sessions with decision makers for new contracts as supported with research and analysis on the future of the industry.

### OUR FOCUS IS THE ENERGY INDUSTRY

#### Oil and Gas

The African Oil and Gas industry continues to provide exceptional value for Nation States, however Local Entrepreneurs and Local Small and Medium Enterprises (SMEs) are relatively excluded from the commanding heights of the industry. The **Local Content Champions' Leadership Development Program** is designed to address this exclusion of Local Entrepreneurs and their Businesses across the continent and open up a pathway for African Entrepreneurs and businesses to support the Oil and Gas Industry in several areas including but not limited to manufacturing of parts, rotating equipment maintenance, commissioning, decommissioning, design, installation, logistics, transportation, pipe line manufacturing and maintenance, refining, storage and supply of petroleum products, drilling, re-entry works, etc. in addition to supporting the Entrepreneurs and their businesses directly, our strategic support extends to National Oil Companies as well as Local Content oil and gas regulators in Africa that wish to support the capacity of their Local downstream, midstream and upstream business people, in terms of additional investment, corporate strategy, business excellence and business development in the local and global oil and gas industry. Our intervention is unique as our program completely transforms the Corporate entity and makes your business attractive for international institutional Investment.

#### Power and Electricity

Nations across Africa have had their demand for power and electricity expand in recent years. This is due to a fast growing population as well as urban migration which has put pressure on infrastructure in the major Cities. The **Local Content Champions' Leadership Program** works with Transmission, Distribution and Generation companies to support a sustainable value chain of power and electricity SMEs who manufacture and install insulators, meters, cables, and turbines or we work with service suppliers, including technology platforms and smart grid system solution providers, to meet their pertinent needs of additional investment, support, business excellence and strategy. Our Strategy is to support the value chain in order for this support to extend to the parent of the eco system, and it all starts with the Local Content Champions' Leadership Program. Transforming Electricity Companies into World Class Business Excellent operators is the ultimate goal of our intervention as it redefines your company's ability to attract investment, which we will support the process of investment access on a sustainable basis.

# THE LOCAL CONTENT CHAMPIONS' LEADERSHIP PROGRAM

A professional black man with short hair and a beard, wearing a dark suit, white shirt, and tie, stands in the foreground on the left. He is looking directly at the camera with a slight smile. Behind him is a large offshore oil or gas platform at sunset. The sky is orange and yellow, and the platform's structures are silhouetted against the bright horizon.

is a capacity building program that supports extensive business development for Local Companies, our support is targeted at pertinent areas required for your companies' sustainable growth and success in business including, but not limited to, access to new capital and investment, access to cutting edge technology, world class executive profiling, branding, and business excellence.

## **In addition, if you are enrolled on the Program we support you with**

- ❖ Original Equipment Manufacturers (OEM) match making
- ❖ International Oil Company (IOC) regional work programs' review
- ❖ Power Value Chain review and integration
- ❖ International Investment Road Shows
- ❖ International and local certifications
- ❖ Executive briefing sessions
- ❖ Master Classes
- ❖ Investment and Project Finance Retreats
- ❖ Project Finance
- ❖ Project Support Instruments
- ❖ Business Development and Business expansion
- ❖ Branding and Profiling
- ❖ Business Excellence

**"WE MAKE YOU READY FOR INTERNATIONAL INSTITUTIONAL INVESTMENT"**

# OUR CUSTOMERS ARE

## Local Content Regulators

We support National and State Regulators in the Energy space to design and implement initiatives that will see to the increased capacity of Local businesses and local Entrepreneurs. Recently we designed and supported the **Nigeria Content Development and Monitoring Board's** specialized intervention for enhanced local business participation in the Nigerian Oil and Gas Industry. The **Project Triple E** as it is called is targeted at supporting the capacity of Local Entrepreneurs, Youths, and Women in the three most important areas of National Development which are EMPLOYMENT, EMPOWERMENT and ENTREPRENEURSHIP.

## National Oil Companies

Our Program supports the National Oil Company value chain in more ways than one, as our designed intervention elevates the ability of the National Oil Company to engage Local Businesses in all aspects of its operations. We have the ability to support financial projects either directly with the National Oil company or we will support the value chain of Local Entrepreneurs that are tied to the National Oil Company's projects as Contractors, Suppliers or Vendors.

## International Oil Companies (IOCs)

The **Local Content Champions' Leadership Development Program** is designed to support IOCs and your value chain of Local suppliers, contractors, vendors and service companies, by providing qualified Local Content Companies with the capacity, the access to finance and the business excellence systems and processes, to deliver World Class products and services to the African Oil and Gas industry on a sustainable basis. In addition, we can work with you to support your existing team of Local Contractors and Vendors to



bring them up to World Class standards, of efficiency, business excellence and access to sustainable finance and investment.

International Oil Companies also have international staff that work in different regions of the World and may not be familiar to Local Laws in Africa as it pretends to Local Content Development. We support the IOC to design and build a World Class Local Content Unit that integrates with communities as well as focuses on building a formidable team of Local Contractors. We also work with you to bring your Executive team up to speed on the knowledge and understanding of communities, social, political and economic challenges in each African market place.

## **Electricity Transmission, Distribution and Generating Companies**

The **Local Content Champions' Leadership Development Program** is designed to support you and your value chain of SME suppliers, installers, maintenance and contractors with the investment, tools, technology and capability you need to keep you delivering a World class service at the cutting edge of your obligation to your customers. Our Business Excellence Matrix for Utilities is designed to transform previously State Owned Enterprises into Privatized Corporate Champions, and ensures that investment flows directly from the transformation we have performed.

## **Local Entrepreneurs**

The Program is designed to support you meet your short, mid and long term goals of business expansion, commercial growth, new investment and new opportunities in the African Energy Industry. Working closely with Local Content Energy Regulators we use the World's most tried and tested techniques to redefine your business model and support you to develop a sustainable strategy for long term business success. Our Business Excellence Matrix will reposition your business giving you access to new business and new Investment on a sustainable basis. We work with your executive team so the learning and exposure we share trickles down to the entire staff strength. At the end of the Program you will have a completely new Corporation, positioned to grow into a global power house.

***"YOU DON'T HAVE TO GET LISTED ON A STOCK EXCHANGE BUT WE GET YOUR COMPANY READY AND QUALIFIED JUST SO YOU THAT OPTION"***



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