



Fundamentals of Oil & Gas Contract Management

Website: www.btsconsultant.com

Email: info@btsconsultant.com

Telephone: 00971-2-6452630

Procurement

Supply Chain

Distribution

Time to Market

Fundamentals of Oil & Gas Contract Management

Introduction:

This course will provide you with a solid foundation for understanding and assessing the key legal and commercial risks in different types and forms of contracts used in the oil and gas sector. The continued accelerated pace of change in the oil and industry, its unique contract matrix, and high levels of investment combine to make it one of the world's most challenging and complex sectors in which to understand, draft and negotiate contracts. You will enhance your knowledge of the diverse range of oil and gas contracts, and raise your awareness of best practices in managing the supply chain process. Through this course, you will also appreciate how best to deal with the ripple effects of Macondo, knock for knock indemnities, local content requirements and dealing with NOCs. This course will highlight:

- Major types of contract used in the oil and gas sector
- Best practice in supply chain management
- Key legal and commercial risk management issues
- International dispute resolution frameworks
- Negotiation tools and techniques

Who should attend?

Procurement Managers, Purchasing Staff, Engineering, Operational and Maintenance Personnel, Contracts Engineers, Administrators, and Managers, Commercial, Financial and Insurance Professionals, Project and General Management, Contracts & Contracting Unit Professionals, Project

Professionals, Procurement & Purchasing Staff, Purchasing Professionals and Procurement Officers, Commercial Professionals, Contract Administrators, Contract Administration Professionals, Contract Managers and Contract Professionals, Supply officers, Buyers, Project Coordinator's, Project Managers and other Project Professionals, Claims Personnel, Legal Advisers, Contract Strategists, Business Audit Officers, Engineers, Project Construction Professionals, Contract Administrators, Contract Professionals and Project Coordinators, Buyers, Purchasing Professionals and Procurement Officers, Contracts Managers, Project Managers, Tenders, Contracts, Buyers, Purchasing, Financial Personnel, Tendering, Purchasing, Project Management Professionals, Engineering, Operational, Trade, Finance, and Maintenance Professionals, all others who are involved in the planning, evaluation, preparation and management of tenders, specifications, awards, and contracts that cover the acquisition of materials, equipment, and services and who are in organizations whose leadership want high levels of competency in those involved in these activities, those from a Project Management or General Management background who do not think they have sufficient understanding of contract issues, those new to the function, preparing for a major project, or experienced managers looking for a refresher, anyone involved in the management of risk, those involved in implementing and administering contracts and handling claims and change orders; also those involved in any conflict or dispute with a contracting party and interested to learn how to avoid or resolve these contractual issues, those involved in contract and business related negotiations, those involved in any aspect of implementing, managing or administering contracts in the post-award phase.

Course Objectives:

By the end of this course, delegates will be able to:

- Appreciate the uses of various types of oil and gas contracts
- Describe best practice in supply chain management
- Identify, assess and manage key contractual risks
- Evaluate the most appropriate way to dispute resolution
- Perform more confidently in negotiations

Course Outline:

Main Types of Oil and Gas Contracts

- Principles of petroleum law and industry
- Exclusivity, mutual interest and confidentiality
- Concessions/licenses
- Hire, lease and rentals
- Services and works agreements
- Multi-party contracts

Managing the Supply Process

- Overview of procurement best practice
- Developing the scope of work
- Qualifying suppliers
- Managing the supply chain
- Contract award and execution
- Bribery and corruption

Key Contractual Issues and Their Management

- Performance and penalties
- Liabilities and indemnities
- Force majeure
- Pricing and payment
- Termination
- Local content requirements

Managing Contractor Performance

- Identifying and managing supplier risk
- Service level agreement
- Key performance indicators
- Changing the scope of work
- Limiting and excluding liability
- Use of bonds, guarantees and warranties

Dispute Management in the Petroleum Industry

- Damages and other remedies
- Litigation or arbitration?
- Alternative third party dispute resolution
- Enforcement measures
- Negotiation, compromise, settlement