



Local Content Training Course

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Procurement

Supply Chain

Distribution

Time to Market

Local Content Training Course

About the course:

By the end of the training, participants will be able to understand how the pursuit of local content can create value in the host countries in which they operate, through the following ways:

- Developing a competitive workforce and businesses, to provide cost effective, reliable and quality human resources and procurement solutions for the country's extractives projects.
- Supporting the transformation of an host emerging economy to diversify into other economic sectors
- Boosting competitiveness and building the technological capacities of firms located in geographical proximity to extractives projects, by facilitating the development of regional clusters and industrial parks
- Meeting host community expectations to participate in the economic opportunities offered by projects (and in some cases, thus mitigating social unrest); develop skills and access to broader opportunities for local communities; and create sustainability of economic benefits beyond the life of the oil & gas project

Course Objectives:

This BTS training course will enhance your ability to identify and determine and manage local content strategies in your business. It will boost your skills in mastering the implications of local content provisions over the execution of a field development project, mainly in terms of procurement and personnel management.

At the end of this seminar, you will learn to:

- Identify the key-factors in the local content provisions applicable to a given contractual context, and assess their impact over the execution of field development project,
- Participate in the development and implementing of local content strategy and execution of a local content management plan, take part in a procurement contract tendering, negotiation and follow-up, take into account the impacts of provisions on workforce management.
- Manage local content regulations and requirements in key producing nations around the world
- Understand the latest updates to local content calculation methodology and its impact to your projects and planning
- Participate in the elaboration of a local content management plan
- Learn how to significantly improve your management of local content internally and across your supplier base

Topics Covered:

Defining what value local content can create in a specific host country context:

- Undertaking a country context review, as the first step for companies in identifying the risks and opportunities associated with developing local content
- How to use the context review to understand and distinguish between the legal, regulatory and contractual requirements that companies are bound to comply with as a minimum, and the expectations and higher-level public policy that lies behind these

- How companies can align their local content value proposition with the host country's industrial and economic development policies, in order to streamline efforts, ensure long-lasting support from government and promote sustainable in-country value along all stages of the project lifecycle and beyond

Collaborating on a local content strategy:

- How to engage and collaborate with those who share an interest in ensuring that local content programs do create 'shared value'
- How to conduct an aggregated industry workforce and goods/services demand analysis, and a supply side analysis to identify what is feasible, taking into account project lifecycles
- How to design a collaborative strategy which sets out the high-level objectives and definitions for local content endorsed by stakeholders, outlining respective stakeholder roles and responsibilities

Examples of collaborative initiatives from other parts of the world where companies, governments, major contractors and others implement through partnerships to address identified gaps:

- Skills development programs: considerations for strengthening technical and vocational training (TVET), and case studies illustrating skills gap assessments, defining of skills competency standards, interventions at all levels of education (from primary to post-graduate) and knowledge transfer for talent acceleration
- Enterprise Centers / vendor development programs: alternatives for delivery models and considerations for implementation are offered and case studies of initiatives designed to support supplier development,

including supplier diversity, community agreements to address the supply / demand gap, community equity ownership in supplier firms, access to finance, online databases linking local businesses to contract opportunities, and partnerships between local and international SMEs to exchange know-how and improve access to markets

- Strategic and substantial investments with a long-term horizon: cluster initiatives for world-class supplier development, cross-industry R&D collaboration, common use infrastructure and investments in access to energy

Individual company local content strategy:

- Elements of a company's local content strategy: business case, expression of the company's commitment to the collaborative strategy, based on factual analysis, quantifies trade-offs, describes a narrowly focused set of objectives for an internal action plan, sets local content targets for goods and services and human resources positions, and defines the resourcing and organizational structures and systems required to deliver
- Analysis required before giving 'preference' to local businesses (even when mandated), including assessing the risk of unintended consequences and mitigations
- Demand-side interventions: Communicating opportunities, simplifying procurement and contracting, collaborative industry approaches to supplier pre-qualification, involving lead contractors / suppliers, and identifying and managing corrupt practices risks, monitoring & evaluation.