



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

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Procurement  
Supply Chain  
Distribution  
Time to Market

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

## 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 collaborate 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 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. The training course had been designed to provide delegates with practical approaches for transforming their organization's procurement team to become more competitive and resilient.

## Who should attend?

Procurement Professionals, Supply Chain Professionals, Tender/Bidding Managers, Project Managers, Contract Administrators, General Supervisors, Supervisors, Foremen, Contracting Unit Supervisors, Project Engineers, Project Managers, Senior Buyers, Warehouse and Distribution Professionals, Procurement, Buyers and Purchasing Professionals, Contracts, Purchasing, and Project Personnel, Engineering, Operational, and Maintenance Personnel,

Logistics Professionals, Stock, Warehouse and Logistics/Distribution Professionals, Production and Manufacturing Professionals, Logistics, Warehouse and Distribution Professionals, Commodity Procurement Specialists, Supply Chain Generalists, Contract Administration, anyone who need an understanding of how to establish a warehouse that contributes directly to the efficacy of the value chain and the firm's overall profitability, anyone who needs an understanding of the relationships between risk, cost and service in supply chains, Managers and Leaders involved in major global sourcing activities, Finance professionals involved with major capital.

## **Course Objectives:**

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

- 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

## **Course Outline:**

### **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

## **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

## **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

## **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

## **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