



## Inside Procurement in Oil and Gas - SC-61

### COURSE

#### About the Course

This course will expand the industry understanding of supply chain professionals and increase their value-added in a global, fast changing environment. Participants will learn what each industry segment requires from procurement and be given insights to maximize value delivery and increase their contribution. The course includes an online, interactive forum with the instructor, and pre-read materials designed to familiarize course attendees with relevant issues. Attendees will leave better prepared to create and support procurement strategies that meet stakeholder needs, whether for projects or operations support.

#### Target Audience

Supply chain professionals with 2-7 years' experience either inside or outside the oil and gas industry. The course is for anyone who needs a better understanding of procurement value creation in the oil and gas industry and includes buyers, procurement specialists, logistics specialists, business analysts, team leaders, project managers, commodity managers, materials managers, and new sourcing specialists or category managers.

#### You Will Learn

- How industry is structured, including host country and strategic relationships
- Business drivers and interface issues to be supported by procurement
- The role of industry economics in dictating procurement good practices in cost management
- Industry global compliance needs and how procurement can add value
- How the industry is modeled in the E&P (upstream), midstream, and downstream value chains
- The E&P Asset Management Cycle and Total Cost of Ownership concepts
- Characteristics of supply markets to oil and gas and the emphasis on market intelligence practices and managing supply risks
- What constitutes effective procurement/supply chain metrics for performance improvement
- Procurement challenges unique to the industry

#### Course Content

- Industry overview for procurement including host country and strategic relationships
- Key business drivers and interface issues between projects (CAPEX) and operations (OPEX)
- Procurement's role in oil and gas value chain management - upstream, midstream, and downstream

- E&P asset management cycle and total cost of ownership
- Economics of oil and gas that drive procurement value creation
- Industry regulatory and contractor safety compliance issues
- Industry market intelligence practices in procurement
- Industry spend analysis characteristics and strategies
- Creating industry category management (sector) strategies
- Key procurement and supplier performance metrics
- Trends in global sourcing and local content requirements
- Oil and gas law and global contracting risks
- Influence of eCommerce and eProcurement initiatives in oil and gas

## Product Details

Categories: Upstream

Disciplines: Energy Business Procurement/Supply Chain Management

Levels: Intermediate

Product Type: Course

Formats Available: In-Classroom

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