XCELERATE TRAINING INSTITUTE

your learning & development partner

PROCUREMENT, LOGISTICS AND SUPPLY CHAIN MANAGEMENT

Oil and Gas Procurement Process and Strategies

DURATION	LANGUAGE	FORMAT
5 days	English	Classroom / Online

Upcoming dates

Dates	Venue	Format	Fee
4 – 8 ????? 2027	Cairo	Classroom	€4?800
28 ????? – 2 ????? 2027	Live online	Online (live)	€1?200
6 – 10 ?????? 2027	Live online	Online (live)	€1?200

Register or ask a question

Online: x8ti.com/course/oil-and-gas-procurement-process-and-strategies/

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Oil and Gas Procurement Process and Strategies

Introduction

What is the oil and gas supply chain?

The Oil & Gas industry is a high cost & high-risk industry. The contracts negotiated with suppliers are high value & often poorly established contracts are a source of problems and source of revenue leakages for the industry. Is there a way contracts can be managed that no loopholes are left open for suppliers to capitalize on?

The daily hustle-bustle at the office can be a cover for several occurrences or miss-outs in the business transactions that can cost the industry a fortune. Which are these transactions & how can managers be sensitized to keep a watch for these revenue leakages that are costing this industry dearly.

Often established ways of doing business become so comforting for employees that they see no reason to change.

Change may not scream to draw the attention of managers to it and managers may continue to focus on what they have been habitually focusing on, not realizing their current processes are a source of many of their business problems & cause of their mediocre performance.

Carefully designed Processes that suit the new business environment can lead to dramatic breakthroughs in performance for the Oil & gas Industry.

What is procurement in the oil and gas industry?

Knowing the suppliers and their industries can get greater savings for the Oil & Gas industry than ruthless & brutal negotiations to get. Suppliers are a source of great ideas, be it a superior process, new markets, new technologies or substitute material, such ideas get extraordinary performance leaps for organizations that negotiations alone may not.

Organizations that consider their supplier’s adversaries do not explore the avenues of growth that a well-thought supplier management strategy may lead to.

The Procurement course at Zoe talent solutions addresses all that we have discussed so far and a lot more. It not only teaches the fundamentals of procurement to a novice but it also shows experienced procurement professionals the changes they can incorporate in their routine to get performance breakthroughs & aid the industry in accomplishing its business objectives.

Learning Objectives

The main objective of this masterclass is to aid:

- Participants new to procurement to learn the basics of purchasing
- Delegates to learn alongside different key procurement facets
- Experienced professionals gather insights on the way procurement if aptly put to use can aid the Organisation in strategy design

- Professionals realize business goals & effect changes that are necessary for organizations survival and success

Training Methodology

- Our instructors are experienced professionals & are subject matter experts
- They not only understand the subject well but are also able to see its significance & relevance to different industries
- They make use of examples & case studies to make the comprehension of the idea simpler for the participant
- With the use of tools such as graphics, videos, pictures etc learning not only becomes easy but also is fun
- Our instructors maintain the momentum/progression of the session such that it is neither too slow or fast for the participants

Benefits for Your Organisation

- Our experts share the current developments in the field of procurement along with all that can be done new in this field
- This opens up the circuits inside the brain for the participant as he now can see all that is unaccomplished & possible for him
- This not only can be a source of great ideas but also can be inspiring to those participants who have been experiencing boredom in their jobs & believe there is nothing much left for them to achieve
- After our training sessions, participants experience a change in their thinking which leads to new behaviors and enhanced skills
- More aware & skilled manpower will put the Organization on a fast lane to progress & improvement

Benefits for You

- You learn the fundamentals of procurement
- You go further to learn the skills that are effective but are rarely mentioned in organizations
- You will be able to accelerate your career progression

Who Should Attend

- Freshers who intend to make a career in procurement
- Experienced procurement professionals who believe their careers are not progressing as intended
- HR professionals or Senior management in procurement

Course Outline

The course will cover the following fields in detail:

Purchasing

- Understanding Purchasing step by step
- Understanding Purchase requisition, Statement of work, RFQ, Purchase Order
- Understanding different requirements of the Purchase order

Understanding Procurement Technology

- Enterprise resource planning
- Electronic data interchange
- Inventory Management systems
- Fleet Management systems

Purchase Types in the Oil & Gas Industry

- Requisitions
- Standard PO
- Contracts
- Purchasing cards
- Travel and Entertainment (T&E)
- Catalog ordering
- Material requirements planning (MRP)
- System-generated orders

Documentation

- Understanding specifications & their types
- Understanding specification traps

Supplier selection

- Selecting a supplier
- Managing supplier information

Metrics for evaluating supplier performance

- Inventory turn ratio
- Cash to cash cycle
- Return on sales
- Days sales Outstanding
- Fixed asset turnover ratio
- Return on assets
- Interest coverage ratio
- Demand Flexibility metrics
- Activity cycle time & TAKT time
- Higher production flexibility
- Product Development Metrics

Decision-making tools for the high-cost decisions of the Oil & Gas Industry

- Decision-making Tree
- Make or buy decisions
- Internal rate of return
- Real options reasoning
- Net present value

- Payback period
- Pareto method
- Profitability index
- Return on investment

Leakage Management in Oil and Gas

- Spend Analysis | An Introduction and Understanding
- Understanding deployment of spend analysis for greater benefits/savings

Risk Management in the high-risk business of the Oil & Gas Industry

- Use contracts to transfer risks to your contractors/clients
- Using tenders to mitigate risks
- Contract Management

Introduction to Supply Chain Management

- Bullwhip effect
- Need for supply chain management

Inventory Management

- What are inventory costs?
- Functions of Inventory
- Types of Inventory
- Just-in-Time
- Total cost of ownership
- Introduction to Inventory control:
- ABC analysis
- Economic Order qty
- Computing EOQ
- Computing EOQ with discounts
- Calculating Reorder Point

Negotiations

- Preparing for negotiations
- Strategic approach to negotiations

Discount Analysis | The Tool & How it Works

- Introduction to Discount Analysis
- A Deep-Dive into Discount Analysis

Tools & Strategies

1: Procurement process:

- Data collection Stage
- Determining material valuation (data & cost evaluation techniques)
- Procurement strategy formulation and execution
- Non- traditional approaches

2: Making of Procurement – Strategy & Execution

Know your Supplier

- Information Vs deployment
- Cost modeling
- Benefit during negotiating
- Ensuring continuity of supply
- Sourcing alternatives
- Help in strategic endeavors
- Access to supplier innovation
- Process Improvement
- Can change the Purchase Manager’s image in the Organization

Logistics

- Introduction to logistics
- Introduction to transportation
- Road
- Air
- Sea
- Concepts explained
- Bill of exchange
- Letter of credit
- Mates receipt
- Bill of lading
- Freight forwarder
- customs house agent
- Marine Insurance & Types
- Introduction to Warehousing & its types
- Incoterms Explained

Conducting Industry Business

- Introduction to business process reengineering
- What processes should be re-engineered?
- Reason, why start-ups record remarkable growth & established firms, do not
- Business process reengineering in procurement

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Registration Form

Oil and Gas Procurement Process and Strategies

Preferred dates: ..... Venue or online: .....

Duration: 5 days Language: .....

Please complete and email this form to us, or register online. We confirm your place and send the invoice within one working day.

Delegate information

Full name (Mr / Ms / Dr / Eng): .....

Position: ..... Telephone / mobile: .....

Official email: ..... Personal email: .....

Company information

Company name: .....

Address: .....

City / country: ..... VAT / tax number: .....

Person responsible for training & development

Full name (Mr / Ms / Dr / Eng): .....

Position: ..... Telephone / mobile: .....

Email: .....

Payment

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Email this form
info@x8ti.com

Register online
Open the course page