Local Content Management in the Oil and Gas Industry

08 - 12 Mar 2020, Dubai
22 - 26 Nov 2020, Dubai
Introduction

Local Content is the development of local skills, oil and gas technology transfer, and use of local manpower and local manufacturing. This GLOMACS Local Content Management in the Oil and Gas Industry training seminar will discuss the business benefits of developing the primary components of a local content strategy, including building local workforce and supplier capacity, integrating local content with business plans and successfully monitoring the programmes. Whether you are developing your policy now or want to scale up your local content models, you will get practical insight into what works best for your region.

This GLOMACS training will equip you with the understanding and delivering local content in relation to oil and gas projects. It aims at assisting you to build local workforce and supplier capacity, and implementing and sustaining successful local content strategic plans. Furthermore, the training will offer oil and gas business practical advice on how they can realise the potential value of local content, and to offer all stakeholders suggestions on ways to help create shared value through local content development.

Objectives

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

At the end of this GLOMACS training 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 an oil 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 local provisions on workforce management
- Manage local content regulations and requirements in key oil and gas 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

Training Methodology

In this GLOMACS Local Content Management in the Oil and Gas Industry training course, our expert presenter draws on practical experience and extensive discussion with policy makers, ministers, law officers, private sector contractors around the world. This GLOMACS training course blends presentations with practical case studies and interactive exercises to ensure that participants have ample opportunity to discuss, challenge and understand the key principles in Local Content Management in the Oil and Gas Industry.

Organisational Impact

Success can be learned, and failures can be avoided, by examining others’ experience. Throughout this GLOMACS training course, we draw on practical examples of best practice and well-documented failures to maximize your team’s chances of success. Through practical examples, open discussion and interactive exercises, your team can gain the skills and confidence to deal with Local Content Management in the Oil and Gas Industry within your organisation.

Personal Impact

Your team members will learn and have the opportunity to practice techniques for:

- Evaluating key elements of local content between regulations, industrial policy, commercial interests and sustainable development
- State of play on local content regulations around the world including Brazil, Nigeria, Kazakhstan, Indonesia, Australia and China amongst others
- Formulating contracting strategies that match local capabilities
- Simulated tender evolution of local content
- The mechanics of local content
- Reviewing and setting metrics for measuring and reporting Local Content Performance

Who Should Attend?

This GLOMACS training course is aimed at managers from the Oil & Gas sector (National Oil Companies (NOCs), regulation authorities, ministries) or from International Oil Companies (IOCs) having to deal or operate under a local content environment and contractual provisions.

This GLOMACS training course is suitable to a wide range of professionals but will greatly benefit:

- Local Content Managers
- Capacity Building Officers
- Human Resource Managers
- Operations & Logistics Managers
- Supply Chain & Procurement Managers
- Planning & Strategy Managers
- Project Managers
- Government Officials
- Legal & Contract Managers
- Business Development Managers
**Seminar Outline**

**DAY 1**

Introduction to Local Content in the Oil and Gas Industry
- Oil and Gas Industry: Setting The Scene
- What is Local Content?
- Understanding the Context and Current Overview of Major Themes in Local Content Laws and Regulation
- Company Perspectives
  - The Role of International Oil Companies
  - The Role of National Oil Companies

**DAY 2**

Local Content In Procurements And Contracts
- Understanding the Underlying Concepts Local Content Policy Provisions Applicable in the Oil & Gas Business
- How to Make Quick Wins In: Procurement of Goods and Services from Local Suppliers, Employment and Development of Local Workforce, Knowledge and Technology Transfer
- Building and Developing Human Capacity
- Developing Oil and Gas Industry Capacity
- Building A Globally Competitive Supplier Base: Focusing On Community Participation In The Supply Chain
- Procurement And Contract Strategy

**DAY 3**

Developing A Local Content Plan
- How to Approach A National Content Plan
- A Closer Look At Two Case Studies
- Content Implementation
  - Implementation, Measurement And Monitoring Of Local Content
  - Group Session: Local Content Strategy From A Company Perspective
- Corporate Social Responsibility (CSR)
- Local Content Agenda, Targets, Measures and Mechanisms to Meet Local Content Requirements, Monitor and Implement Targets Performance of Local Content

**DAY 4**

Local Content Management Plan (LCMP)
- Opportunities Driving Forces, Issues, Obstacles in Nationalizing Host Countries Workforce, Challenges and their Effective Solutions of Localization of Workforce and Suppliers for the Satisfaction of Local Content Requirements
- Maximisation of the Commercial Success of Projects with Local Content Quick Wins
- Quick Wins in Supplier Development and Training of National Suppliers and Workforce
- Challenges and Opportunities
- Managing Expectations
- Key Factors in Developing and Implementing a Local Content Strategy
- Developing Local Content Management Plan (LCMP)
- Incorporating Local Content in a Contractual Strategy
- Key-factor and Associated Risks
- Setting-up and Management of a LCMP

**DAY 5**

Negotiation and Drafting of Local Content Provisions
- Contract Drafting and Negotiation
- Ways to Measure Local Content
- The Balanced Scorecard and other Tools in Local Content
- Consequences of Local Content Provisions on the Execution of a Procurement Contract
- Contractual Strategy including Impact on Oil and Gas Contracts
- Tendering Process
- Recommendation and Awarding
- Execution - Control
- Impact of Local Content Provisions on Workforce Management
- Employment, Training and Education

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FIRST NAME: __________________________________________
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CITY: ________________________________________________
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TELEPHONE: _________________________________________
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**AUTHORISATION DETAILS**

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**PAYMENT DETAILS**

- Please invoice my company
- Cheque payable to GLOMACS
- Please invoice me

**CERTIFICATION**

Successful participants will receive GLOMACS’ Certificate of Completion

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**CODE DATE VENUE FEES**

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<th>Code</th>
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<td>MM056</td>
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**4 WAYS TO REGISTER**

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**TERMS AND CONDITIONS**

- Fees – Each fee is inclusive of Documentation, Lunch and refreshments served during the entire seminar.
- Mode of Payment – The delegate has the option to pay the course fee directly or request to send an invoice to his/her company/sponsor. Credit card and cheque payments are both acceptable.
- Cancellation / Substitution – Request for seminar cancellation must be made in writing & received three (3) weeks prior to the seminar date. A US$ 250.00 processing fee will be charged per delegate for each cancellation. Thereafter, we regret that we are unable to refund any fees due, although in such cases we would be happy to welcome a colleague who would substitute for you.
- Hotel Accommodation – is not included in the course fee. A reduced corporate rate and a limited number of rooms may be available for attendees wishing to stay at the hotel venue. Requests for hotel reservations should be made at least three (3) weeks prior to the commencement of the seminar. All hotel accommodation is strictly subject to availability and terms and conditions imposed by the hotel will apply.
- Attendance Certificate – a certificate of attendance will only be awarded to those delegates who successfully completed/attended the entire seminar including the awarding of applicable Continuing Professional Education Units/Hours.
- Force Majeure – any circumstances beyond the control of the Company may necessitate postponement, change of seminar venue or substitution of assigned Instructor. The Company reserves the right to exercise this clause and implement such amendments.
- Fair Access / Equal Opportunities – in the provision of its services as a world-class Training Provider, the Company is committed to provide fair access/equal opportunities throughout the delivery of its courses and assessment leading to the completion of training seminars, or 3rd party qualifications/certifications.

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