

OIL & GAS CONTRACTING, PROCUREMENT & LOCAL CONTENT



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TRAINING CENTER



Introduction

Oil & Gas Contracting, Procurement & Local Content Training Course equips professionals with practical knowledge to manage contracts, procurement processes, and local content requirements across the energy sector. Furthermore, the course explores international contracting models, tendering procedures, and supplier qualification standards used by leading operators. Participants examine risk allocation, negotiation strategies, and compliance frameworks that govern upstream, midstream, and downstream projects. In addition, the course addresses local content policies, national regulations, and supplier development programs that strengthen domestic industry participation. As a result, attendees gain a structured approach to building transparent, efficient, and compliant procurement systems.

Oil & Gas Contracting, Procurement & Local Content Course Objectives

- Apply international contracting models used across upstream, midstream, and downstream oil and gas projects
- Develop tendering, bidding, and supplier qualification procedures aligned with industry standards
- Draft and negotiate contract terms using FIDIC and national-operator contracting frameworks
- Evaluate risk allocation clauses, liability limits, and indemnity provisions within energy contracts
- Design procurement strategies that reduce cost while maintaining quality and delivery performance
- Implement local content policies and supplier development programs required by national regulators
- Assess vendor performance using key performance indicators and balanced scorecards

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- Manage contract variations, claims, and dispute resolution mechanisms effectively
- Apply e-procurement systems and digital contract management tools
- Ensure compliance with anti-corruption regulations and ethical procurement practices

Course Methodology

- Interactive lectures supported by real oil and gas contracting case studies
- Group discussions on tendering documents, contract clauses, and risk registers
- Practical workshops using sample RFPs, bid evaluation matrices, and negotiation simulations
- Review of local content scorecards and supplier development frameworks
- Structured exercises applying FIDIC clauses and dispute resolution procedures
- Continuous feedback through class discussions and instructor-guided assessments

Who Should Take This Course

- Procurement and contracts managers
- Supply chain and logistics professionals
- Commercial and tendering officers
- Legal advisors working within energy projects
- Local content and government relations officers
- Project managers overseeing supplier and contractor relationships
- Finance professionals involved in vendor payment and budgeting processes

Oil & Gas Contracting, Procurement & Local Content Course Outlines





Day 1: Foundations of Oil & Gas Contracting

- Overview of upstream, midstream, and downstream contracting structures
- Key contract types: lump sum, cost-reimbursable, and EPC agreements
- Introduction to FIDIC and national-operator contracting frameworks
- Roles of operators, contractors, and subcontractors
- Contract lifecycle stages from planning to closeout
- Legal principles governing energy sector agreements
- Common contracting risks and mitigation approaches

Day 2: Procurement Planning & Tendering

- Procurement planning methods and sourcing strategies
- Developing request for proposals and tender documents
- Prequalification and supplier evaluation criteria
- Bid evaluation matrices and scoring methods
- E-procurement systems and digital sourcing platforms
- Managing single-source and competitive bidding processes
- Ensuring transparency and fairness in tender awards

Day 3: Contract Negotiation & Risk Management

- Negotiation strategies for high-value energy contracts
- Risk allocation clauses and liability limitations
- Indemnity, insurance, and force majeure provisions
- Managing contract variations and change orders
- Claims management and dispute resolution mechanisms

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- Arbitration and mediation practices in oil and gas
- Building win-win negotiation outcomes with suppliers

Day 4: Local Content Strategy & Compliance

- Understanding national local content regulations
- Designing supplier development programs
- Measuring local content using scorecards and indices
- Building partnerships with local vendors and contractors
- Workforce nationalization and training obligations
- Reporting and compliance requirements for regulators
- Balancing local content goals with project efficiency

Day 5: Vendor Performance & Contract Closeout

- Key performance indicators for supplier evaluation
- Vendor performance monitoring and balanced scorecards
- Contract administration and documentation best practices
- Anti-corruption and ethical procurement compliance
- Final inspections, acceptance, and contract closeout procedures
- Lessons learned and continuous improvement practices
- Building long-term strategic supplier relationships





Conclusion

By successfully completing Oil & Gas Contracting, Procurement & Local Content Training Course, participants will have acquired practical knowledge of contracting frameworks, procurement planning, negotiation strategies, and local content compliance within the energy sector. Furthermore, attendees will understand how to manage supplier relationships, mitigate contractual risks, and support national development goals through effective local content programs. As a result, participants leave equipped with structured tools to strengthen procurement efficiency. Gentex Training Center remains committed to delivering practical, industry-relevant knowledge that supports long-term professional growth.

FAQs

Q1 What is the "Oil & Gas Contracting, Procurement & Local Content" course about?

This course explains how oil and gas organizations manage contracting, procurement, and local content requirements. It covers tendering procedures, contract negotiation, risk allocation, and supplier development programs, giving participants a structured understanding of procurement practices across project phases.

Q2 What are the key benefits of the "Oil & Gas Contracting, Procurement & Local Content" course?

Participants gain practical skills in tendering, negotiation, and risk management while learning to design compliant local content programs. As a result, attendees can improve procurement efficiency, reduce contractual disputes, and strengthen supplier relationships within their organizations.



Q3 What skills will I gain from the "Oil & Gas Contracting, Procurement & Local Content" course?

Participants develop strong skills in contract negotiation, procurement planning, risk management, and local content compliance. Furthermore, they learn to apply these skills within real contracting scenarios, improving decision-making across tendering, supplier evaluation, and contract administration.

Q4 What tools, methods, or standards are covered in the "Oil & Gas Contracting, Procurement & Local Content" course?

The course covers FIDIC contract frameworks, request for proposal templates, bid evaluation matrices, balanced scorecards, and e-procurement systems. Additionally, participants examine local content scorecards and supplier development frameworks used by national regulators.

Q5 How is the "Oil & Gas Contracting, Procurement & Local Content" course applied in real-world practice?

Participants apply contracting and procurement principles to real project scenarios, including tender evaluation, contract negotiation, and supplier performance monitoring. In addition, they practice designing local content strategies aligned with national regulations and supplier development goals.