CONTRACTING & PROCUREMENT AND LOCAL CONTENT FOR MANAGERS WITH COST IMPLICATIONS IN THE OIL AND GAS SECTOR

Kigali - Rwanda
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$5,500

GENTEX®
TRAINING CENTER

Introduction

The Contracting & Procurement and Local Content for Managers with Cost Implications in the Oil and Gas Sector Training Course prepares managers to handle contracting, procurement, and local content obligations with financial precision. Oil and gas projects involve complex supplier networks, regulatory requirements, and cost structures that demand careful management. This course explains how to design procurement strategies, negotiate contracts, and meet local content targets while controlling costs. Furthermore, participants explore risk allocation, supplier qualification, and compliance with national content policies common across the private sector. Through case studies and practical tools, learners gain the ability to balance operational needs with financial discipline. As a result, participants leave equipped to manage contracts that protect margins and meet regulatory expectations.

Contracting & Procurement and Local Content for Managers with Cost Implications Course Objectives

- Explain core principles of contracting and procurement in the oil and gas industry
- Apply local content frameworks and national in-country value (ICV) requirements
- Calculate cost implications across contract types and pricing models
- Use bid evaluation criteria to select qualified suppliers and contractors
- Draft and negotiate contract terms using FIDIC and standard industry clauses
- Apply risk allocation matrices to manage contractual liabilities
- Develop supplier qualification and pre-qualification processes
- Monitor contract performance using key performance indicators (KPIs)
- Manage variation orders and their cost impact on project budgets
- Ensure compliance with local content regulations and reporting standards

Course Methodology

- Interactive lectures on procurement frameworks and local content policy
- Case studies from real oil and gas contracting scenarios
- Hands-on exercises using cost-benefit and total cost of ownership models
- Group workshops on contract negotiation and risk allocation
- Practical review of bid evaluation and supplier scorecards
- Continuous assessment through scenario-based discussions

Who Should Take This Course

- Contracts and procurement managers in oil and gas companies
- Supply chain and vendor management professionals
- Project managers overseeing contractor performance
- Finance and cost control managers in the energy sector
- Local content and compliance officers
- Business development managers in private sector oil and gas firms

Contracting & Procurement and Local Content for Managers with Cost Implications Course Outlines

Day 1: Foundations of Contracting and Procurement

- Overview of oil and gas procurement cycles
- Types of contracts: fixed-price, cost-reimbursable, and hybrid
- Roles of contracting and procurement managers
- Introduction to FIDIC contract standards

- Key procurement documents and tender processes
- Legal considerations in contract formation
- Common contracting risks in the private sector

Day 2: Local Content Requirements and Compliance

- Understanding in-country value (ICV) frameworks
- National local content regulations in oil and gas
- Supplier development and local capacity building
- Reporting and compliance obligations
- Balancing local content targets with cost efficiency
- Case studies on local content implementation
- Common compliance pitfalls and how to avoid them

Day 3: Cost Implications and Financial Analysis

- Cost structures in contracting and procurement
- Total cost of ownership (TCO) analysis
- Budgeting for contract variations and escalations
- Currency and inflation risk in long-term contracts
- Cost-benefit analysis for supplier selection
- Financial modeling for procurement decisions
- Managing hidden and indirect costs

Day 4: Contract Negotiation and Risk Management

- Principles of effective contract negotiation
- Risk allocation matrices and liability clauses

- Managing variation orders and claims
- Dispute resolution mechanisms in contracts
- Performance bonds and guarantees
- Supplier relationship management strategies
- Negotiation simulation exercises

Day 5: Contract Administration and Performance Monitoring

- Contract administration best practices
- Key performance indicators (KPIs) for supplier evaluation
- Monitoring compliance with local content commitments
- Managing contract close-out procedures
- Lessons learned and continuous improvement
- Digital tools for contract and procurement tracking
- Final workshop: building a contracting action plan

Conclusion

By successfully completing Contracting & Procurement and Local Content for Managers with Cost Implications in the Oil and Gas Sector, participants will have acquired practical skills to manage contracts, control costs, and meet local content obligations effectively. Moreover, they will understand risk allocation, supplier evaluation, and compliance reporting within the private oil and gas sector. This Training Course, delivered by Gentex Training Center, prepares managers to negotiate confidently and protect organisational value. As a result, participants gain lasting knowledge that strengthens procurement performance and regulatory compliance.

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FAQs

Q1 What is the "Contracting & Procurement and Local Content for Managers with Cost Implications" course about?

This course explains how managers handle contracting, procurement, and local content obligations in the oil and gas sector. It covers cost analysis, supplier selection, and compliance requirements, helping participants manage contracts that balance operational needs with financial control.

Q2 What are the key benefits of the "Contracting & Procurement and Local Content for Managers with Cost Implications" course?

Participants learn to reduce contracting risks, control costs, and meet local content targets efficiently. Additionally, they gain stronger negotiation skills and compliance knowledge, resulting in better supplier relationships and improved financial outcomes for their organisations.

Q3 What skills will I gain from the "Contracting & Procurement and Local Content for Managers with Cost Implications" course?

Participants develop skills in cost analysis, contract negotiation, supplier evaluation, and local content compliance. These skills enable managers to make informed procurement decisions while protecting project budgets and meeting regulatory obligations.

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Q4 What tools, methods, or standards are covered in the "Contracting & Procurement and Local Content for Managers with Cost Implications" course?

The course covers FIDIC contract standards, in-country value (ICV) frameworks, total cost of ownership (TCO) analysis, risk allocation matrices, bid evaluation criteria, and key performance indicators (KPIs) for supplier monitoring.

Q5 How is the "Contracting & Procurement and Local Content for Managers with Cost Implications" course applied in real-world practice?

Participants apply learned tools to negotiate contracts, evaluate suppliers, and manage local content compliance in live oil and gas projects. This helps reduce cost overruns, improve supplier performance, and strengthen regulatory alignment across operations.