GLOBAL PROCUREMENT & SUPPLY CHAIN MANAGEMENT FOR THE OIL & GAS INDUSTRY



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Introduction

Oil and gas procurement operates under conditions most industries never face: remote sites, huge capital projects, long lead times, and a shutdown cost measured in barrels per day. A delayed valve or a non-compliant supplier can stop production, while excessive stock ties up cash that the project cannot spare. This Global Procurement & Supply Chain Management for the Oil & Gas Industry Training Course gives procurement, supply chain, and contracts professionals a complete method for this environment. Participants learn sourcing strategy for technical categories, supplier prequalification, long-lead planning, logistics to remote locations, and risk control across the chain, with the standards that govern the sector.

Global Procurement & Supply Chain Management for the Oil & Gas Industry Course Objectives

- Apply category management to technical, capital, and operational purchases in oil and gas.
- Build sourcing strategies for drilling, rotating equipment, and MRO categories.
- Run supplier prequalification using HSE, technical, and financial criteria.
- Prepare tender documents and evaluate bids with weighted technical scoring.
- Calculate total cost of ownership for equipment, spares, and service contracts.
- Plan long-lead items and align procurement with project and shutdown schedules.
- Manage international logistics to remote sites, including customs and Incoterms 2020.
- Control supplier risk: HSE performance, financial health, and supply continuity.
- Apply contract structures for services, frame agreements, and call-off orders.
- Measure procurement performance with savings, delivery, and stock availability indicators.

Course Methodology

- Facilitated sessions built on real oil and gas tenders, contracts, and stock data.

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- Case workshops on shutdown delays, supplier failures, and long-lead recovery.
- Spreadsheet drills on TCO comparison, lead time planning, and savings calculation.
- Negotiation role-play on service contracts and frame agreements.
- Group exercise on a category sourcing strategy for a technical spend area.

Who Should Take This Course

- Procurement and category managers in oil and gas.
- Supply chain and materials managers on upstream and downstream sites.
- Contract engineers and administration staff.
- Maintenance, drilling, and projects staff who specify requirements.
- Logistics and customs coordinators for field operations.
- Internal audit and HSE officers reviewing supplier governance.

Global Procurement & Supply Chain Management for the Oil & Gas Industry Course Outlines

Day 1: Oil and Gas Supply Chain Structure and Category Strategy

- Upstream, midstream, and downstream supply chain characteristics.
- Capital projects versus operational and maintenance spending.
- Category segmentation for technical and MRO purchases.
- The Kraljic portfolio matrix applied to oil and gas categories.
- Local content requirements and their effect on sourcing.
- Spend analysis and category plan development.

- Procurement governance and authority limits in the sector.

Day 2: Supplier Prequalification and Tender Management

- Prequalification criteria: HSE record, technical capability, and financial health.
- Vendor registration, assessment, and performance history review.
- Technical specifications and avoiding over-specification in oil and gas.
- Tender structures: ITT, RFQ, and two-stage evaluation.
- Weighted evaluation models for technical and commercial criteria.
- Should-cost and total cost of ownership modelling.
- Award recommendation, approvals, and supplier debriefing.

Day 3: Long-Lead Items, Planning, and Logistics

- Long-lead item identification and early ordering strategy.
- Aligning procurement with project, drilling, and shutdown schedules.
- Expediting, inspection release, and factory acceptance testing.
- International logistics to remote sites: modes and routing.
- Customs, Incoterms 2020, and bonded transit for project cargo.
- Handling oversized and hazardous consignments safely.
- Field receiving, storage, and preservation requirements.

Day 4: Contract Structures and Supplier Performance

- Contract types: lump sum, unit rate, day rate, and reimbursable.
- Service contracts, frame agreements, and call-off orders.
- Key clauses: HSE obligations, liability, indemnity, and termination.

- Service level agreements and key performance indicators.
- Supplier performance scorecards and review meetings.
- Supplier development, local capability building, and qualification.
- Claims, variations, and dispute resolution practice.

Day 5: Risk, Ethics, and Procurement Performance

- Supply risk: single source, geopolitical, and currency exposure.
- HSE and sustainability requirements in supplier selection.
- Anti-bribery, conflict of interest, and gifts and hospitality controls.
- Emergency and breakdown purchasing with control intact.
- KPIs: savings, on-time delivery, supplier performance, and stock availability.
- Stock policy for critical spares and shutdown materials.
- Building a procurement and supply chain improvement roadmap.

Conclusion

By successfully completing the Global Procurement & Supply Chain Management for the Oil & Gas Industry Training Course, participants will have acquired a thorough working knowledge of category strategy for technical spend, supplier prequalification, tender management, long-lead planning, international logistics, contract structures, supplier risk, and procurement performance measurement. They will leave able to keep critical materials available without overstocking, control supply risk on long supply lines, and hold suppliers to HSE and delivery standards. Gentex Training Center delivers this programme with oil and gas procurement practitioners who manage international supply in live operations.

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FAQs for the Global Procurement & Supply Chain Management for the Oil & Gas Industry course

Q1 What is the "Global Procurement & Supply Chain Management for the Oil & Gas Industry" course about?

It is a five-day programme on procurement and supply chain management in the oil and gas sector. It covers category strategy for technical spend, supplier prequalification, tendering, long-lead item planning, international logistics, contract structures, supplier risk, and performance measurement.

Q2 What are the key benefits of the "Global Procurement & Supply Chain Management for the Oil & Gas Industry" course?

Participants protect production by keeping critical spares available without overstocking, prevent shutdown delays through long-lead planning, and reduce supply risk on long international routes. They also gain supplier controls that hold vendors to HSE and delivery standards.

Q3 What skills will I gain from the "Global Procurement & Supply Chain Management for the Oil & Gas Industry" course?

You will gain oil and gas category strategy and sourcing management, supplier prequalification and tender evaluation, long-lead planning and international logistics control, and contract, supplier risk, and procurement performance management.

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Q4 What tools, methods, or standards are covered in the "Global Procurement & Supply Chain Management for the Oil & Gas Industry" course?

The course works with the Kraljic portfolio matrix for technical and MRO categories, vendor prequalification covering HSE, technical and financial criteria, invitation to tender and RFQ structures, weighted technical and commercial evaluation, should-cost and total cost of ownership models, long-lead item identification and expediting, factory acceptance testing and inspection release, Incoterms 2020 and customs transit planning, lump sum, unit rate, day rate and reimbursable contract types, frame agreements and call-off orders, service level agreements and supplier scorecards, and procurement KPIs including on-time delivery and stock availability.

Q5 How is the "Global Procurement & Supply Chain Management for the Oil & Gas Industry" course applied in real-world practice?

Teams apply it when planning procurement for a turnaround, qualifying a new equipment supplier, expediting a long-lead item, arranging customs clearance for project cargo, reviewing a service contract before award, and assessing a vendor's HSE performance. It also guides spare parts stocking policy and local content planning.