

# Local Content Master Class



## 3 Day Master Class in Local Content:

Oil, Gas, Mining & Infrastructure

16th - 18th November 2016, Oxfordshire, England



"One of the best I have been to. Good mix between exercises and classroom".

Regional Supply Chain Director for Africa  
**Newmont Ghana**

"Very dynamic and interactive. Well balanced between theory and real life examples"

Local Content and Technology Manager  
**Shell Brazil Petroleo**

"What has been put together is incredible; professionally organised and very comprehensive"

Local Content and HR Manager,  
**Heerema Marine Contractors, Angola**

"Excellent course, what a wonderful Class, and I really enjoyed the company and the good humour of the presenter"

Local Content Strategy Manager,  
**Tanzania Petroleum Development Corporation**

# Local Content Master Class



**An excellent and insightful learning experience**

*Local Content Advisor,  
Abu Dhabi Chamber of Commerce and Industry*



**This three day Master Class imparts skills for effective management of Local/National Content in the supply chains of oil, gas and mining companies.**

Led by Dr Michael Warner, architect of the Local Content standards and procurement processes of a major international oil and gas company, with support from specialists and guest speakers, the Master Class provides practical tools, hands-on experience and best practices in the fast-growing discipline of Local Content management.

The core skill sets are brought together in a residential learning environment, enriched by interaction between practitioners from companies, regulators and international contractors.

"The biggest added value of the training is that it summarises all Local Content knowledge in a short course"

Government Relations Advisor,  
**BG Kazakhstan**

"As advertised. A very enjoyable course which fully met expectations"

Leader Procurement Practices,  
**Rio Tinto**

"The course has given me great insight and covered all the important areas of local content: policy, procurement and metrics"

Project Co-ordinator for Local Content,  
**Ministry of Energy, Ghana**

## Master Class Programme Overview

### **Day 1 – Strategic alignment**

on Local Content between regulations, industrial policy, commercial interests and sustainable development

### **Day 2 – Smart Procurement**

to manage Local Content through contracting strategy and tendering

### **Day 3 – The Mechanics of Local Content:**

Metrics and reporting, vendor development programmes, ethics and 'Who Pays?'

"Detailed, beneficial and informative. I learnt a great deal and have highly recommended the course."

Local Content Supervisor,  
**Tullow Oil Ghana Limited,  
Ghana**

"All materials were excellently presented. Good analysis and examples"

Supervisor, Local Content  
**Department, Chevron/TCO,  
Kazakhstan**

"The knowledge sharing and real life scenarios makes the benefits of attending this course priceless"

National Content Manager,  
**Schlumberger Nigeria & Gulf of  
Guinea**



# Master Class Programme Details

Day 1

## Strategic Alignment in Local Content between Regulations, Industrial Policy and Commercial Interests

- Learn the state-of-play on **Local Content regulations** around the world, in Kazakhstan, Brazil, Nigeria, Indonesia, Angola, Australia, Trinidad and others
- Simulate a stakeholder dialogue to align Local Content **public policy and regulations** with corporate **country-level local content strategy**
- Undertake hands-on **economic optimisation modelling** to forecast the trade-offs between local content %, job creation, supplier development, national revenues, project costs and risks, and commercial returns
- Select between **strategic options** for managing local content and developing local suppliers, inter alia, engineering concepts (repeat and parallel designs; stick-build vs modules); quality standards; vendor development; joint ventures and alliances; procurement-driven solutions, aggregate and regional sourcing.

Continued...

**To Register for the Master Class, please contact:** [masterclass@localcontentsolutions.com](mailto:masterclass@localcontentsolutions.com)

## Day 2

### Smart Procurement to Manage Local Content

- Practice **analysing local supplier market** capabilities and competitiveness using an adaptation of Kraljic's category management classification
- Formulate **Contracting Strategies** matched to local capabilities
- Understand when to **bundle vs unbundle contracts** to drive local content
- Learn how to adapt **Invitations to Tender (ITTs)**, **Tender Evaluation Plans (TEPs)** and **contract and compensation** provisions for major EPC and O&M contracts, so as to incentivise Local Content
- Conduct a simulated **tender evaluation** of Local Content in a bid submission by a major Construction contractor or international Facilities Management company

## Day 3

### The Mechanics of Local Content: Metrics, SME Development Programs, Ethics and 'Who Pays?'

- Review 53 different metrics for **measuring and reporting** on Local Content performance from regulators and companies around the world
- Building blocks of monitoring and reporting systems, using **LCS Reports**
- Design a **vendor/SME development programme** that overcomes the competitiveness constraints to goods being supplied by local manufacturers
- Debate **'who should pay'** for managing Local Content and supplier development, be that developer, public sector or 1st or 2nd tier suppliers

## Date & Price

### Price:

£2,900 inclusive of all materials, templates and trainers, and accommodation and meals for 3 nights. *(Fully refundable up to five weeks prior to event.)*

### Date of Next Master Class:

16th - 18th November 2016

### Venue:

Greenlands, Henley on Thames, Oxfordshire RG9 3AU, United Kingdom (50 mins from London and Heathrow)



## Warmly welcomed to the Master Class:

**Contracts and Procurement, Strategy and Commercial** departments of national and international oil, gas and mining companies

**External Affairs, Sustainable Development and Social Performance** departments of oil, gas and mining companies and from major service contractors and equipment suppliers

**International contractors** and suppliers who manage local supply chains, source globally or have business development interests in emerging economies

**Government regulators** of Local Content and representatives of competent authorities on Tender Boards

**Government authorities engaged in industrial policy**, private sector development, supply-chain linkages and foreign direct investment

**Official development agencies** and development finance institutions, especially those from procurement departments, oil, gas and mining departments and those involved in business linkage advisory services

## Trainers and Guest Speakers



**Lead Trainer:  
Dr Michael Warner**  
**Former Local Content and Supply Chain Sustainability Manager for BG Group**

working in Kazakhstan, Brazil, Australia and Nigeria. Recently advising: ExxonMobil; TPDC Tanzania; NOCAL Liberia; Ministry of Mineral Resources, Mozambique; Newmont Mining and Volta Rivers Authority, Ghana; Schlumberger; and Anadarko. Author of "Local Content in Procurement", published 2011

### Guest speakers:

**Cyrille Putz** - Specialist in community-based procurement and former Sustainable Development Manager for Sodexo. Recently advising Rio Tinto in Madagascar and Australia, Oxiana in Laos, Newmont in Peru and Ghana, Shell in Gabon, BP in Indonesia and Xstrata in Philippines.

Apply

**Download Application Form for next Master Class from:**

<http://www.localcontentsolutions.com/training.html>

**For enquiries about the Master Class in Local Content contact:**

[masterclass@localcontentsolutions.com](mailto:masterclass@localcontentsolutions.com)

or call +44 (0)1491 572638