

Procurement and Supply Chain Management



COURSE DATE
21-23 March 2017

How can you create more value from your supply chain? How do you give your Board confidence in your supply chain? With intense pressure from the low oil price and a focus on suppliers' reputations as well as their finances, managers need to find ways to unlock value from their suppliers and at the same time minimise their risks. It is not an easy task: with local content, this Lagos course highlights the key elements you must get right for effective Procurement and Supply Chain Management in the Nigerian market.

Warren Business Consulting, who have a long record of successful training in Nigeria, deliver the course, in partnership with local firm Richardson Oil & Gas. The 3 day programme covers the whole end-to-end process from strategy to execution, introducing practical frameworks illustrated by case studies. It is highly interactive, involving group discussions and exercises, providing a rewarding and engaging experience for participants.

VENUE

One of the most exuberant cities in Africa, as well as being a major centre for the continent's oil industry, Lagos has a thriving commercial centre, fascinating historical sites and markets. The training venue will be a 5 star business hotel on the conveniently located Victoria Island.

DELEGATES WILL BE ABLE TO

- Identify and capture a wide range of sources of value in an era of low oil prices
- Identify, assess, prioritise and mitigate a broad spectrum of risks
- Coordinate the development of a robust and comprehensive category strategy
- Professionally manage an end-to-end sourcing project
- Identify key suppliers and implement an effective performance management framework
- Establish an effective policy with appropriate controls on transactions and contracts
- Recognise the importance of stakeholder engagement

WHO SHOULD ATTEND

This course is for managers and senior professionals in capital-intensive industries, including oil & gas (upstream and downstream), manufacturing, mining, construction, utilities, transportation, telecommunications, and their supporting professional and financial services sectors. They are likely to have significant responsibilities and strong executive influence. Some will be specialist procurement professionals seeking to enhance their capabilities. Others will wish to develop their broader commercial, technical or project roles through procurement excellence.

BOOKING

3 easy ways to book:

1. Call us - Tel: +234 1 453 2725
or +234 701 860 9228 or 802 224 2975
2. Email us: info@richardson-oilandgas.com
3. Online: www.warrenbusinessconsulting.com

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Delegates from the following companies have attended our training:



COURSE DIRECTORS



Keith Crichton is Managing Director of CHAINGE, a consultancy focused on excellence in Procurement and Supply Chain Management. Before establishing CHAINGE in 2011, he was Head of Procurement of BP's Alternative Energy and Shipping divisions, following 12 years in various procurement roles at BP. He has

worked for clients all over the world across various sectors – oil & gas, manufacturing, construction, utilities, alternative energy, chemicals, transportation, banking, and professional services. His training style is highly interactive, ensuring that participants apply the techniques they learn to case studies and their work situations.

With over 30 years' experience, Keith has an MBA (Distinction) from INSEAD and an MA (Hons) in Mathematics/ Management Science from Cambridge. He is a full Member of the Chartered Institute of Procurement and Supply. He is an approved assessor of corporate certification services for CIPS, and a Certified Professional in Supply Management.



Matthew O. Obodumu. With over eighteen years in supply chain management in the oil and gas industry, Matthew brings a wealth of experience to the course, covering strategic sourcing, local and international procurement, and category management. Following a long career at Shell Nigeria, he now advises on logistics and supply chain

matters, with a blue-chip client list that includes NPDC. As well as his expertise in procurement and deal structuring for large oil, gas, and telecommunications businesses, he is also experienced in local content initiatives, capacity building and process improvement. Matthew holds a BSc, an MBA, MCIPS.



What are the trends that make this course so relevant?

- The responsibility for ensuring that service providers deploy robust safety practices
- The importance of managing the wide range of potential commercial, operational and compliance risks down supply chains
- The increasing global focus on corporate social responsibility and sustainability applied to a company's suppliers as well as its operations
- Lower oil prices reinforcing the need for highly cost effective supply chains
- The threats and opportunities presented by disruptive technologies and innovation in supply markets
- The Nigerian Content Act and Petroleum Industry Bill



TESTIMONIALS

From delegates on previous WBC courses

"High impact."

"Comprehensive. It caught everything worth knowing in the industry. I will be a better consultant and better guide my team and provide advice to my client".

"Very good course. Got a good overview of the industry, very global perspective. Better total understanding."

"Given me a 'helicopter view' on oil and gas industry. Will help my work, career and personal life decisions."

"Critical to the growth of my company."

*"Lots of good discussion and interaction was very valuable
"Will let me take better decisions for my company"*

PROGRAMME

Day 1

Session 1: Framework for Excellence

- Unlock value, mitigate risk:
 - Business alignment & Market understanding
 - Category strategies
 - Sourcing & Supplier management
 - Purchase to Pay
 - Supply chain management
 - Functional enablers

Session 2: Category Strategies/ Plans

- Governance & stakeholder engagement
- Demand planning and business strategy
- Supply market understanding and analysis
- External context – “PESTLE”
- Balance of Power – “Porters Five Forces”
- Generating and evaluating options
- Resources and enablers
- Implementation planning
- Integration with business plan

Session 3: Sourcing, Negotiation and Contracting

- Governance/ decision gates
- Sourcing/ contracting strategy (ref. umbrella category strategy)
- Business requirements and selection/ evaluation criteria
- Value vs. Price: “Total Cost of Ownership”
- Emerging markets and local suppliers
- Supplier qualification/ due diligence
- Contract framework
- Negotiation – preparation and execution
- e-Tendering, reverse auctions
- Contract award

Session 4: Supplier/ Contractor Performance Management

- Segmentation of appropriate type of relationship – “Kraljic Model”
- Governance and ownership of relationship
- Performance management
- Continuous improvement and innovation
- Monitoring financial health

Day 2

Session 5: Policy, Controls, & Purchase-to-Pay

- Policy
- Authorities – financial, legal, engineering
- Separation of duties
- Purchase-to-Pay process and systems enablement
- Spend visibility
- Document management (e.g. contracts)

Session 6: Logistics & Materials Management

- Managing lead times
- Optimising inbound logistics & inventory levels
- Insourcing vs. outsourcing?

Session 7: Risk Management and Sustainability

- Risk landscape: commercial, operational, control internal organisation, supply chain, external context
- Sustainability – environmental, social, economic
- Ethics
- Risk identification and description
- Assessment - probability/ impact
- Prioritisation – risk matrix
- Mitigation – manageability, reducing likelihood and/or impact
- Residual risk
- Governance, ownership, continuous improvement – risk register

Session 8: Sources of Value

- Avoid ineffective spend
- Aggregate demand
- Define right “boundaries of the firm”
- Optimise specifications
- Extend market reach
- Drive competition/ sourcing frequency
- Scrutinise supply chains
- Minimise Total Cost of Ownership
- Leverage financial instruments
- Grow revenue through innovation
- Govern supplier performance
- Tighten compliance
- Manage working capital
- Improve processes and productivity

Day 3

Session 9: Local context

- Supply Chain Management Planning
- Vendor Management
 - Selection
 - Performance monitoring
 - Development
- Tender Management- Public and Private
- **Public Procurement Act 2003**
 - Scope, Objectives & Implications
 - Management of Tender Process
 - Challenges
 - Vendor selection and management
- **Nigerian Content Act**
 - Scope & Objectives
 - Implementation strategy
 - Management
 - Local participation and determinants
- Value Chain Analysis – Adding local value
- Procurement Ethics

Session 10: Wrap Up

- Implementing international best practice locally
- Qs & As
- Concluding comments
- Feedback

BOOKING

Price: \$2,990+VAT (where applicable)*
Booking complete upon payment.

Included in the price: Tuition, course materials, lunches and refreshments

Discounts (one discount per booking only): \$300

discount (price \$2,690) if delegates book 3 months before the course date.

Group discount for delegates from the same company: 5 for the price of 4.

We will send you an invoice on receipt of your booking and confirm your place on receipt of your payment. If you have to cancel your place the following policy will apply: cancellation within 1-14 days of the programme start: 100% charge; 15-30 days: 50% charge; 31+ days: 10% charge. A colleague can take your place, subject to a 10% administration charge. Warren Business Consulting reserves the right to change or cancel any part of the published programme due to unforeseen circumstances and is not liable for any costs incurred by delegates in the unfortunate event that a course is cancelled. Delegates are responsible for arranging their own travel and accommodation and for obtaining visas, and medical and travel insurance. The letters MBA in any course title is used to indicate the nature of the training course. Attendees should be clear that no degree qualification is obtained by attending any Warren Business Consulting course.

*The amount of VAT you are charged will be determined when your invoice is raised. Our VAT number is 211 1256 70

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OUR WORLDWIDE COURSE LOCATIONS

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Our local agent in Lagos:
www.emrng.com
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ABOUT US

- Helping talented individuals build their careers is an inspiring experience. At Warren Business Consulting our focus is on developing tomorrow's managers and leaders.
- We believe that a successful career in upstream oil and gas depends on a thorough understanding of the industry's complexities. Technical expertise is not enough: to become a manager or a leader means understanding the geopolitics, the technology, the finance, the many different stakeholders – as well as knowing how to get the best out of a team.
- The firm was set up in 2012 by Angus Warren, an industry veteran whose career includes 15 years at BP. Since then, hundreds of aspiring managers have been on our courses, in various locations around the world, as part of their career development.
- As well as the procurement course shown above, we run courses on Contracts and Negotiations, Risk Management, Project Governance and many others including the MBA in Oil & Gas. Our portfolio of products is expanding rapidly so please check the website for latest developments.

For further information, email us: training@warrenbusinessconsulting.com
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