

Oil and Gas Local Content Strategy and Assurance Training Course

25 – 29 January 2027
Frankfurt

AGILE LEADERS
Training Center

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Ref: 2015_248460 **Date:** 25 – 29 January 2027 **Location:** Frankfurt **Fees:** 6500 Euro

Overview

Oil and Gas Local Content Strategy and Assurance Training Course is a one-week advanced programme for local-content, procurement, supply-chain, workforce and project leaders. Participants turn project spend into measurable supplier, workforce, technology and capability outcomes through baselines, targets, tender requirements, development plans, evidence and assurance. They leave with a Local Content Strategy and Assurance Framework. Agile Leaders Training Center presents this practical national-value course.

Who Should Attend

- Local-content and localisation programme managers
- Procurement, contracts and supply-chain leaders
- Supplier-development and industrial-investment teams
- Human resources, training and workforce-planning professionals
- Project directors, commercial managers and category owners
- Finance, reporting, audit and assurance personnel

Participants should understand procurement, projects, workforce planning or performance reporting. The course does not provide certification preparation or replace current legal and contractual advice.

Departments and Industries

- Oil, gas, energy and petrochemical operators
- Engineering, procurement and construction projects
- Government entities and national-value programmes
- Manufacturers, service providers and local suppliers
- Procurement, human resources and industrial-development departments
- Audit firms, advisers and programme-management offices

Learning Objectives

- Build a local-content baseline and opportunity map
- Set measurable targets across spend, workforce, suppliers and capability
- Embed local-content requirements in tenders and contracts
- Design supplier and workforce development plans
- Control reporting, evidence, verification and corrective action
- Produce a Local Content Strategy and Assurance Framework

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Course Agenda

Day 1: Establish the Local Content Baseline

- Local Content Purpose, Scope and Governance Map
- Spend, Workforce, Asset and Capability Baseline
- Category, Supplier and Skills Gap Analysis
- Stakeholder, Policy and Reporting Requirement Register
- Local Value Opportunity and Constraint Matrix

Day 2: Design the Strategy and Targets

- Local Content Objective and Outcome Hierarchy
- Goods, Services, Workforce and Technology Targets
- Supplier Segmentation and Localisation Roadmap
- Workforce, Training and Knowledge-Transfer Plan
- Investment, Innovation and Export Opportunity Portfolio

Day 3: Embed Requirements in Procurement

- Prequalification and Tender Local Content Criteria
- Bid Evaluation, Weighting and Minimum Requirement Design
- Contract Clause, Commitment and Action-Plan Structure
- Supplier Development and Joint Improvement Agreement
- Category Strategy and Make-Buy-Localise Decision

Day 4: Measure and Assure Performance

- Metric Definition, Formula, Boundary and Data Owner
- Evidence Register and Document-Retention Controls
- Supplier Submission, Validation and Exception Workflow
- Dashboard, Forecast, Variance and Corrective Action
- Independent Review, Audit Readiness and Governance Reporting

Day 5: Practice Sustainable National Value Decisions

- Suggested Exercise: Build a Baseline and Opportunity Map
- Suggested Exercise: Set Balanced Local Content Targets
- Suggested Exercise: Evaluate Competing Supplier Plans
- Suggested Exercise: Challenge a Performance Submission
- Capstone Exercise: Present the Local Content Strategy and Assurance Framework

Practical Exercises

- Map current spend, workforce, suppliers, assets and capability gaps.
- Translate policy objectives into measurable programme targets.
- Draft tender criteria and contract commitments for a project package.
- Test supplier evidence, forecast performance and corrective actions.

FAQs

What is local content management in oil and gas?

It is the coordinated design and control of procurement, workforce, supplier, investment and capability actions that retain and develop sustainable value within the target economy.

How is a local-content baseline built?

A baseline defines scope and period, classifies spend and suppliers, measures workforce and training, identifies local assets and capability, assigns data owners and documents supporting evidence.

How are requirements embedded in contracts?

Requirements are expressed through eligibility rules, bid evaluation criteria, commitments, action plans, milestones, reporting definitions, evidence, remedies and governance responsibilities.

What makes a good local-content target?

A good target has a clear boundary, baseline, formula, owner, deadline, evidence source and connection to an economic or capability outcome rather than an isolated percentage.

How is supplier reporting assured?

Teams apply definitions, evidence requirements, validation checks, exception approvals, sample testing, reconciliations, audit trails and corrective-action tracking.

What will participants produce?

Participants produce a framework containing the baseline, opportunity map, targets, procurement levers, supplier and workforce plans, KPI dictionary, evidence register and assurance cycle.

Conclusion

Participants leave with a disciplined method for converting project demand into durable local capability. The framework aligns commercial decisions, development actions and evidence so leaders can manage both performance and long-term value.