

# Advanced Oil and Gas Procurement Strategy Training Course

23 – 27 August 2027
Milan

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Training Center

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## Overview

Advanced Oil and Gas Procurement Strategy Training Course is a one-week course for procurement, supply chain, contracts, and category professionals who leave with an Oil and Gas Procurement Strategy and Supplier Performance Pack. Participants connect spend evidence, supply markets, category choices, sourcing routes, supplier evaluation, negotiation, commercial interfaces, risk, and performance. The course turns procurement data into traceable decisions for equipment, services, and operating requirements. Agile Leaders Training Center presents this course on advanced oil and gas procurement strategy.

## Who Should Attend

- Functions responsible for procurement strategy and category decisions
- Teams responsible for sourcing equipment, materials, and services
- Personnel responsible for supplier qualification and bid evaluation
- Groups responsible for commercial negotiation and contracting interfaces
- Teams responsible for supply risk and supplier performance

The course assumes participants support procurement decisions and can interpret spend, supplier, bid, or contract information at work; it leaves out introductory purchasing administration and jurisdiction-specific legal advice.

## Departments and Industries

The course supports departments and industries that source technical equipment, operating materials, and contracted services.

- Oil and gas operators and service companies
- Energy transportation and processing businesses
- Procurement and supply chain functions
- Contracts, commercial, and finance departments
- Projects, engineering, maintenance, and operations teams
- Infrastructure and industrial service organizations

## Learning Objectives

By the end of this course, participants will be able to:

- Analyze spend patterns and supply-market conditions
- Build category strategies and sourcing routes
- Compare total cost and commercial alternatives
- Evaluate suppliers, bids, and award evidence
- Apply negotiation and contracting-interface controls
- Use risk and performance evidence to govern suppliers

## Course Agenda

### Day 1: Analyze Spend and Supply Markets

- Procurement Lifecycle and Governance Map
- Spend Cube and Pareto Analysis
- Demand and Specification Challenge Checklist
- Supply Market Analysis Framework
- Procurement Opportunity Prioritization Matrix

### Day 2: Build Category and Sourcing Strategy

- Category Segmentation Matrix
- Total Cost of Ownership Model
- Make-or-Buy Decision Framework
- Sourcing Route Options Matrix
- Category Strategy Charter

### Day 3: Evaluate Suppliers and Bids

- Supplier Prequalification Scorecard
- Request-for-Proposal Evaluation Matrix
- Technical and Commercial Bid Alignment Sheet
- Supplier Due Diligence Checklist
- Award Recommendation Decision Record

### Day 4: Negotiate and Control Risk

- Negotiation Issue and Interest Map
- Target and Fallback Position Matrix
- Contracting Interface Responsibility Map
- Supply Risk Heat Map
- Supplier Performance Dashboard

## Day 5: Practice Procurement Decisions

- Suggested Exercise: Diagnose a Spend Portfolio
- Suggested Exercise: Select a Sourcing Strategy
- Suggested Exercise: Evaluate Bids and Suppliers
- Suggested Exercise: Negotiate a Risk Allocation
- Capstone Exercise: Present an Oil and Gas Procurement Strategy and Supplier Performance Pack

## Practical Exercises

The course uses suggested activities to convert spend, market, supplier, bid, and performance evidence into procurement decisions.

- Suggested activity: segment an equipment and services portfolio and prioritize procurement opportunities.
- Suggested activity: build a category strategy using supply-market, cost, demand, and risk evidence.
- Suggested activity: score suppliers and bids while recording technical, commercial, and governance reasons.
- Suggested activity: prepare negotiation positions and supplier performance actions for an operating scenario.

## FAQs

### Who suits advanced oil and gas procurement strategy training, and what does it assume?

Procurement, supply chain, contracts, commercial, and category professionals suit the training. It assumes practical experience contributing to sourcing, supplier, bid, or contract decisions.

### How does advanced oil and gas procurement strategy differ from general purchasing training?

Advanced oil and gas procurement strategy applies spend, supply-market, category, supplier, commercial, and risk tools to technical equipment and services. General purchasing training usually emphasizes routine requisition and order processes.

### How does oil and gas procurement strategy prioritize categories?

Oil and gas procurement strategy prioritizes categories by analyzing spend, operational criticality, supply-market complexity, cost drivers, demand, risk, and potential value within a documented decision matrix.

## How are suppliers evaluated in oil and gas procurement?

Suppliers are evaluated through qualification criteria, technical and commercial scoring, due diligence, capacity, delivery, risk, cost, and performance evidence recorded against consistent award requirements.

## How does oil and gas procurement manage supply risk?

Oil and gas procurement manages supply risk through category segmentation, market analysis, supplier qualification, sourcing options, negotiation controls, contingency actions, performance measures, and escalation decisions.

## Conclusion

Participants take an Oil and Gas Procurement Strategy and Supplier Performance Pack back to their organization. It connects spend analysis, category strategy, sourcing, supplier evaluation, negotiation, risk, and performance evidence. Teams can use the pack to compare procurement options, document award decisions, and govern supplier actions across equipment, materials, and services.