With many companies in crisis mode over the crash in oil prices it is essential to make savings and remain competitive to effectively manage the downturn in the market.
Day One

22nd June 2015

08.30 Registration and Coffee

08.45 Opening Address from the Chair
William Le Sage
CEO
OFS Portal

09.00 Case Study
Optimising supplier relationships: Renegotiating agreements
- Using historical data as a precedent
- Negotiating discounts to ease strain in the supply chain
- Balancing quality, cost and delivery time
- Renegotiating agreements in the current market: How to get the best deal
Francois Trofim-Breuer
Director, Supply Chain Management
Spectra Energy

09.45 Case Study
Standardization to enhance PSCM: A Subsea Roadmap
- The current state of things: Key drivers of customization
- Standardization case study
- Standardization road map
- Considering the value of standardization for improving PSCM strategies
Scott Kraynak
Regional Head of Supply Chain, North America
Aker Solutions

10.30 Networking and Refreshments Break

10.45 An excellent opportunity to speak directly with your peers and network effectively. Exchange your views and business cards.

11.00 Case Study
Building a culture that drives mutual value creation for both parties: Strategic alliances
- The importance of building strong relationships for the future of the supply chain
- Knowing your opportunities and your limits
- Assessing your strategic position
- What happens when an alliance breaks up: Preparing for this eventuality
Juan Carlos Agoglia
Director, Supply Chain
Tenaris

11.45 Panel Discussion
Broadening the supply chain to reduce costs
- Developing new sources of supply to reduce costs and save time
- Knowing when you should move away from old suppliers and look towards new sources
- Remaining competitive in a challenging market
Robert Cataldo
Director of Procurement
C&J Energy Services

Constantyn Chalistsios
Senior Director, Global Supply Chain
Baker Hughes

Robert Goss
Global Supply
Chain Management
Southwestern Energy

Doug Johnson
VP Global Supply Chain
Emerson

Tom Longmire
VP PSCM, CPO
US Lower 48 Onshore

12.30 Networking Lunch

13.30 Case Study
Leveraging your inventory to limit costs and add value
- Establishing and maintaining a strategy for knowing exactly what stock is held
- Working with suppliers so they’re able to have stock readily available:
  Keeping inventories as low as possible
- Reusing supplies and machines for new projects: How to make the most of what you already have
Alan Hubatka
Global Supply Chain Manager
Schlumberger

14.15 Case Study
Effective use of KPIs and benchmarking for PSCM enhancement
- Downturn analysis: KPIs and benchmarks to understand exactly what’s going on
- Using benchmarks to improve your procurement strategy:
  Best practice in using this information to improve your procurement strategy
- Using KPIs to demonstrate the value of procurement as part of overall business strategy
Scott McKinnon
CPO
Valerus Compression Services

15.00 Networking and Refreshments Break

15.30 Panel Discussion
Overcoming the challenges of working in new locations
- Political issues: Understanding local policies and regulations
- Working with unfamiliar customs laws
- Making sure communications are thorough and increasing transparency
- Logistical difficulties working in inaccessible locations and in locations with poor infrastructure
Jason Casper
Director, Supply Chain Management
Rowan Companies

16.15 Closing Comments from Chair and End of Day One

Angelica Anselmo, Marketing Executive, GFMI
Tel: +1 312 757 6194, E-Mail: Angelicaan@global-fmi.com

Business Development Opportunities
Does your company have solutions or technologies that the conference delegates would benefit from knowing? If so, you can find out more about the exhibiting, networking and branding opportunities available by contacting:
Angelica Anselmo, Marketing Executive, GFMI
Tel: +1 312 757 6194
E-Mail: Angelicaan@global-fmi.com
NEGOTIATING SKILLS FOR DEALS THAT BENEFIT ALL PARTIES

16.20 Registration and Coffee

In light of the recent drop in oil prices it has become necessary for contracts to be renegotiated to help operators cope. Negotiating in any market environment can bring up unexpected challenges. This workshop will focus on how to successfully negotiate a contract within the current market which satisfies all parties.

Led by:
David Jacoby
Independent Consultant

16.25 Carefully planning and preparing for negotiations to get more value from established relationships

- Knowing exactly what you want to get from the negotiation
- Assessing all parties’ bargaining powers
- Communicating clearly and maintaining transparency throughout the project
- Understanding that the operator-supplier relationship is two-way

18.00 Networking and Refreshments Break

18.15 Issues to consider while negotiations are taking place: How can these be effectively dealt with?

- Exploring the requirements of both parties
- Establishing expectations so all parties know where they stand
- How to cope with unexpected requirements
- Ensuring reliability and quality of goods and services
- Closing the negotiation

19.15 Closing Remarks from the Masterclass Leader

About the Master Class leader

David Jacoby has been consulting for over 20 years in operations strategy and performance improvement, especially in the oil, gas, and power industries. He wrote The Economist Guide to Supply Chain Management (The Economist, 2009), and Optimal Supply Chain Management in Oil, Gas, and Power Generation (PennWell, 2012). Formerly, he taught Operations Management at Boston University’s graduate school of business, served as a contributing editor at the Economist Intelligence Unit, and consulted to the World Bank. While based in Brazil, Hong Kong and France, he consulted on strategic sourcing, purchasing and outsourcing, shipping, and capital investments. He holds an MBA from the Wharton School, a Masters in International Business from Lauder Institute and a Bachelor of Science in Finance and Economics from the University of Pennsylvania. He is also a Certified Fellow in Production and Inventory Management (CFPIM), Certified in Supply Chain Management (CSCP, Certified in Integrated Resource Management CIRM, Certified in Purchasing Management (Lifetime C.P.M.), and Certified in Transportation and Logistics.

Who Should Attend

CPOs, VPs, Directors, Heads and Managers of:
- Procurement
- Supply Chain
- PSCM
- Materials Management
- Category Management
- Sourcing
- Contracts
- Commercial affairs
- Logistics
- Projects

From:
- Oil and Gas Operators
- Oil and Gas Contractors and Sub-Contractors
- Oil and Gas Equipment and Material Suppliers

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Supply & Demand Chain Executive

Supply & Demand Chain Executive is the executive’s users manual for successful supply and demand chain transformation, utilizing hard-hitting analysis, viewpoints and unbiased case studies to steer executives and supply management professionals through the complicated, yet critical, world of supply and demand chain enablement to gain competitive advantage. On the Web at: www.SDCExec.com and on smartphones and tablets at: www.SDCExec.com/mobile

SupplyChainBrain

SupplyChainBrain, the world’s most comprehensive supply chain management information resource, is accessed year round through a wide range of ever evolving multi-media formats by hundreds of thousands of senior level industry executives. In addition to addressing the fundamental principles of supply chain management, SupplyChainBrain identifies emerging trends, technologies and best practices, forward thinking ideas and cutting-edge solutions and continues to write and report about these as they evolve and mature.

Testimonials

“Good and well organized event with excellent participation and topic covered”
Sr. Mn. Category Management
Halliburton

“Good solid agenda, high level professional speakers and presenters. Wide range of SCM topics. Good Job!”
Director of SCM
TIW

"Was a high-quality conference overall helpful for better understanding of oil and gas specifications."
Project Manager
The European Institute of Purchasing management

“Event was very informative and added huge value to knowledge with good knowledge sharing.”
Senior Strategic Buyer
Maersk Oil Qatar

“Great selection of speakers, great staff”
Materials Procurement Superior
Aramco

“Thanks. Look forward to attending this event next year.”
Procurement Manager
Baker Hughes
Day Two

23rd June 2015

08.30  Registration and Coffee

08.45  Opening Address from the Chair
William Le Sage
CEO
OFS Portal

EVOLVING PROCUREMENT STRATEGY

09.00  Effectively minimizing supply chain risks
• Predicting and mapping potential risks
• Mitigating and measuring risk for new partners and contracts
• Identifying risks involved and prioritizing which risks to reduce in the supply chain
• Working with suppliers to ensure quality of services
Chris Bloxham
Corporate Director Project Risk Management
Cameron

09.45  Case Study
Reducing the risk of logistical difficulties throughout the supply chain
• Increasing collaboration, transparency and communication with all parties involved in the supply chain
• Logistical optimisation through thorough planning to streamline the supply chain
• Dealing with strikes, weather risk and the increasing cost of air freight
Melissa Bohannon
Director of Logistics, Global Supply Chain
Weatherford

10.30  Networking and Refreshments Break

11.00  Case Study
Category management: Creating deeper categories for easier management of the supply chain
• Implementing category management strategies for a more efficient supply chain
• Building a strong team of category managers
• Understanding the position of the category within the supply chain and within the company as a whole
• Rethinking the category management approach: Taking a more strategic approach and considering exactly what should be included in each category
Luis Rivas
Head of Category Management
AP Moller – Maersk A/S Drilling

11.45  Panel Discussion
Using joint ventures to mitigate risks and develop your supply chain
• Understanding the shared vision of operators and suppliers
• How is risk shared between the parties involved?
• Building data protection and IP into contracts
• Who is responsible for the overall success or failure of the project?
Roberto Cataldo
Director of Procurement
C&J Energy Services

DEVELOPING YOUR PSCM WORKFORCE

12.30  Hiring, training, engaging and retaining a talented workforce
• Best practice in finding qualified candidates at the right price: Recruitment strategies and vetting processes
• Forming and educating new teams to cope with the difficult market environment
• Retaining talent: Ensuring skilled employees are happy and engaged

13.15  Networking Lunch

14.30  Utilising technologies to enhance procurement strategies
• Keeping up to date with the technologies available to aid PSCM
• Innovative technologies for streamlining procurement strategies
• Integrating new technologies into your business: Education and training
Paul Hines
Global Procurement Systems Development Manager
Marathon Oil

15.00  Networking and Refreshments Break

15.45  Round Tables
These roundtables are an opportunity to discuss some of the most important topics within procurement. Discussions are lead by top industry professionals and provide an opportunity for open debate.

Table One
Understanding the global market: What’s happening with the oil pricing?
Melissa Bohannon
Director of Logistics, Global Supply Chain
Weatherford

Table Two
Using software to streamline your procurement procedures
Janice Hamilton
Global Supply Chain Management Process and Technology Lead
Talisman Energy

Table Three
Debating different procurement strategies: Shale, onshore unconventional and offshore
Luis Rivas
Head of Category Management
AP Moller – Maersk A/S Drilling

16.45  Closing Comments from Chair and End of the Conference

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