MERCURY

General Tendering and Contract in the Oil and Gas Industry

11 – 15 April 2027
Dubai (UAE)



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Ref: 15748_1002497 **Date:** 11 – 15 April 2027 **Location:** Dubai (UAE) **Fees:** 4900 Euro

Introduction:

In this general tendering and contracting course in the oil and gas industry, participants will explore the industry's complexity. Large-scale projects demand meticulous planning, execution, and legal frameworks. The tendering process and contract management are crucial in ensuring the successful delivery of these projects.

Participants in this General Tendering and Contract in the Oil and Gas Industry training will learn that general tendering involves a structured process in which companies invite bids from suppliers or contractors for various services, equipment, or works required in exploration, production, and downstream activities.

Contracts are legal agreements that define the scope, terms, and conditions of the work or services to be performed. These procedures are integral to safeguarding the interests of all parties, mitigating risks, and ensuring compliance with regulatory standards in the highly competitive and dynamic oil and gas environment.

The General Tendering and Contract in the Oil and Gas Industry course offers oil and gas contract training, focusing on the principles and practices of contracts in the industry. Participants will explore the intricacies of oil and gas contracts, including concession contracts, and learn effective strategies for negotiating them. It covers key aspects of oil and gas tenders, providing a detailed understanding of industry-specific contract management. Professionals will improve their knowledge to master oil and gas contract processes.

Targeted Groups:

- Procurement Managers.
- Contract Managers.
- Legal Advisors in Oil and Gas.
- Project Managers.
- Supply Chain Professionals.
- Tendering and Bidding Specialists.
- Engineers Involved in Contract Negotiations.
- Financial Analysts in Oil and Gas Projects.
- Compliance Officers.
- Business Development Managers in Oil and Gas.

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Course Objectives:

At the end of this General Tendering and Contract in the Oil and Gas Industry course, the participants will be able to:

- Understand the full tendering process in the oil and gas sector.
- Learn how to draft, review, and negotiate contracts effectively.
- Identify and manage risks in tendering and contracting.
- Ensure compliance with industry legal and regulatory frameworks.
- Develop skills in evaluating and selecting suppliers or contractors.
- Gain insights into cost and pricing strategies in contracts.
- Learn techniques for dispute resolution and claims management.
- Improve financial analysis skills related to contracts.
- Enhance strategic procurement and contracting capabilities.
- Understand the project lifecycle and its impact on contracts.

Targeted Competencies:

By the end of this General Tendering and Contract in the Oil and Gas Industry training, the participants competencies will:

- Tendering Process Management.
- Contract Drafting and Negotiation Skills.
- Risk Management and Mitigation.
- Legal and Regulatory Compliance.
- Supplier and Contractor Evaluation.
- Cost and Pricing Analysis.
- Dispute Resolution and Claims Management.
- Project Lifecycle Understanding.
- Financial Acumen in Contracting.
- Strategic Procurement Planning.

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Course Content:

Unit 1: Introduction to Tendering in the Oil and Gas Industry:

- Overview of the tendering process in oil and gas.
- Types of tenders: open, selective, and negotiated.
- Roles of stakeholders in the tendering process.
- Key phases in the tender cycle.
- Importance of clear specifications and requirements.
- Pre-qualification criteria for suppliers and contractors.
- Legal and regulatory considerations in tendering.

Unit 2: Contract Formation and Types in Oil and Gas:

- Basic principles of contract law.
- Elements of a valid contract.
- Common contract types: EPC, lump-sum, and cost-plus.
- Understanding turnkey contracts in oil and gas.
- Key clauses in oil and gas contracts.
- Drafting contracts: key considerations.
- Legal obligations and enforceability of contracts.

Unit 3: Risk Management in Tendering and Contracts:

- Identifying risks in the tendering process.
- Contractual risk allocation and mitigation strategies.
- Force majeure and its implications on contracts.
- Risk management tools and techniques.
- Insurance and indemnity provisions in contracts.
- Managing financial, legal, and operational risks.
- Case studies of contract failures due to poor risk management.

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Unit 4: Supplier and Contractor Evaluation and Selection:

- Criteria for supplier and contractor evaluation.
- Tender evaluation methods and scoring techniques.
- Technical and financial evaluation of bids.
- Due diligence in the selection process.
- Negotiation strategies for finalizing contracts.
- Supplier performance monitoring and KPIs.
- Importance of transparency and fairness in the selection process.

Unit 5: Contract Administration and Dispute Resolution:

- Key activities in contract administration.
- Monitoring compliance with contractual obligations.
- Managing variations, amendments, and extensions.
- Contract termination procedures.
- Dispute resolution mechanisms: arbitration, mediation, and litigation.
- Claims management and handling contract disputes.
- Lessons learned from real-world contract disputes in oil and gas.