

OPERATION AND MAINTENANCE (O&M) CONTRACTS NEGOTIATIONS AND MANAGEMENT IN OIL AND GAS INDUSTRY

**Negotiate better conditions for your Operations and Maintenance Contracts
which Supports Oil & Gas Projects towards a Long- Term Success**

12 - 13 September 2019
Bangkok, Thailand

**DELEGATES ARE REQUIRED
TO BRING THEIR LAPTOP
FOR EXERCISE AND
PRESENTATION PURPOSES**

Major Benefits Of Attending

By end of this course, delegates will be able to:

- **GET TO KNOW** the management contracts and operations and maintenance contracts
- **GOVERN** a type of PPP agreement
- **EXPLAIN** key features of arrangement
- **PROVIDE** sample contracts, bidding documents and checklist
- **IDENTIFY** the multi-sided negotiations
- **LEARN** the attributes of a good contract in terms of and legal differences
- **UNDERTSAND** the importance and function of a proper scope documents
- **DISCOVER** the protection of confidential document and information
- **DESCRIBE** the procedures to conduct termination

Why you Should Attend?

Many O&M contracts signed during the 2009 – 2010 period are reaching their exit door window. With a more competitive market and new pure players dedicated to maintenance, it is now possible to negotiate better conditions for your O&M contracts.

Contract negotiation is a key feature of petroleum business transactions between governments and oil companies. Negotiation is not a simple process of giving and taking, it involves various steps and complexities. At each step in the value chain, variety of contracts has to negotiate and bring to closure. Oil contract negotiations are delicate and important affairs for both of natural resource countries and foreign oil companies.

This course is designed for professionals that are involved in oil and gas contracts negotiation and also to whom that would like more details about the contracts in oil and gas industry. This is an intensive course provides understanding of attributes of a good contract. Through this course, participants will have the opportunity to understand the importance and Function of the Document setting out the scope of services.

Who Should Attend?

The seminar is specifically designed for:

- ✓ Commercial Manager and Executives
- ✓ Contract Managers
- ✓ Engineers and Analysts
- ✓ Business Development Managers
- ✓ New Venture Managers and Executives
- ✓ Procurement and Purchasing Managers
- ✓ Financiers Involved in Project Finance
- ✓ Investment Analysis and Syndicated Lending
- ✓ Government and Joint Venture Owners Involved in Sponsoring/Assessing Project Finance Deals
- ✓ Accountants and Lawyers Needed to Understand in More Detail the Challenges Specific to the Oil and Gas Industry

Organized by: _____

