JUPITER PRIME
Consulting • Training • Advisory
جوبيتر برايم للاستشارات والتدريب

COURSE BROCHURE

# Oil and Gas Local Content Compliance Training Course

12 – 23 April 2027
Munich

**jupiterprime.uk**
info@jupiterprime.uk
Registered in the United Kingdom and Saudi Arabia

# Oil and Gas Local Content Compliance Training Course

**Ref:** 852_32296 **Date:** 12 – 23 April 2027 **Location:** Munich **Fees:** 11100 GBP

Oil and Gas Local Content Compliance is a 2-week training course for local content managers, supply chain leads and contract owners who build a Contractor Local Content Compliance Scorecard. Operators now write localisation targets into tenders, supplier registers and workforce plans, and each contractor report must stand up to audit. The course is delivered by Jupiter Prime Training.

## Why Oil and Gas Local Content Compliance Matters Now

Three forces shape local content compliance in petroleum operations. Host governments tie licence awards and contract renewals to measurable in-country spend, hiring and supplier growth. Contractors and subcontractors carry most of that spend, so operators depend on their declarations. Communities and domestic manufacturers watch whether promised jobs and orders arrive. An operator that tracks contractor commitments with evidence wins renewals and builds a stronger supplier base; one that relies on unverified declarations faces disputed figures, penalties and strained partner relations. The course rests on the oil and gas value chain, upstream, midstream and downstream, and on contract models such as the production sharing contract PSC and joint operating agreement JOA.

## Who Gains Most from Oil and Gas Local Content Compliance

- Specialists who set localisation targets and report in-country spend to operators and authorities
- Procurement leads who write tender criteria and score bidder localisation proposals
- Contract holders who monitor contractor hiring, training and subcontracting pledges
- Supplier development officers who qualify domestic manufacturers and service firms
- Workforce planners who manage nationalisation targets and succession for expatriate posts

A local content department attending with its procurement and contracts colleagues gains most, because the scorecard links tender scoring with post-award monitoring.

## Oil and Gas Local Content Compliance Capabilities

Participants move from reading contractor declarations to testing them against invoices, payroll and supplier registers.

- Design localisation targets for spend, workforce and suppliers by contract package — operator leadership
- Specify tender evaluation criteria that weight in-country value fairly — tender committees
- Calculate in-country value from invoices, payroll and subcontract data — compliance reporting
- Build supplier development plans for domestic manufacturers — category managers

- Test contractor declarations through desk and site audits — contract owners
- Communicate compliance results and corrective actions to partners and communities — joint venture partners

## Key Oil and Gas Local Content Compliance Terms

- Local content — The share of goods, services and labour in a petroleum project sourced from the host country.
- In-country value ICV — A measure of spend retained in the national economy through local wages, suppliers and investment.
- Localisation target — A committed percentage of spend, hiring or sourcing set for a contract or project phase.
- Workforce nationalisation plan — A schedule for replacing expatriate roles with trained national staff over a contract term.
- Supplier register — A qualified list of domestic firms eligible to bid for operator and contractor packages.
- Contractor declaration — A periodic report in which a contractor states its local spend, hires and subcontracts.

## Oil and Gas Local Content Compliance Day by Day

### Day 1: The Local Content Landscape

- Oil and Gas Value Chain Spend Map — Where Localisation Can Grow
- Host Government Expectations — Licence Awards and Contract Renewals
- PSC and JOA Local Content Clauses — Operator and Partner Duties
- Stakeholder Map of Contractors and Communities — Engagement Priorities
- Local Content Maturity Self-Assessment — Starting Point for Improvement

### Day 2: Strategy and Targets

- Local Content Strategy Canvas — Linking Targets to Business Plans
- Baseline Spend Analysis by Category — Realistic Localisation Targets
- Target Setting by Contract Package — Spend, Hiring and Sourcing Mix
- Market Capacity Studies — Which Goods Domestic Firms Can Supply
- Phasing Targets Across Field Life — Exploration to Production Balance

### Day 3: In-Country Value Measurement

- ICV Calculation Methods — Counting Wages, Goods and Services
- Invoice and Payroll Evidence Rules — What Counts as Local Spend
- Subcontract Tier Tracing — Avoiding Double Counting Across Tiers
- Imported Content Deductions — Separating Local Value From Pass-Through
- ICV Certificate Review — Checking Supplier Scores Before Award

## Day 4: Tender Evaluation Criteria

- Localisation Weighting in Bid Scoring — Price Versus In-Country Value
- Bidder Local Content Plans — Minimum Content Required at Tender
- Scoring Rubrics for Workforce Pledges — Comparing Hiring Proposals
- Clarification and Negotiation Rounds — Firming Up Weak Commitments
- Contract Clauses for Localisation — Penalties, Incentives and Remedies

## Day 5: Supplier Development

- Supplier Qualification and Registration — Opening Packages to Domestic Firms
- Capability Gap Assessment — Quality, Safety and Capacity Shortfalls
- Mentor and Joint Venture Models — Pairing Foreign and Domestic Firms
- Demand Forecasts Shared With Suppliers — Investment Decisions by Manufacturers
- Supplier Development Plan — Milestones for Each Target Category

## Day 6: Workforce Nationalisation Plans

- Expatriate Role Inventory — Posts Ready for Nationalisation
- Competency Frameworks for Technical Roles — Training Before Handover
- Succession and Shadowing Schedules — Timing Expatriate Exit
- Graduate and Apprentice Intakes — Feeding the Technical Pipeline
- Retention Measures for National Staff — Protecting Training Investment

## Day 7: Contractor Reporting and Monitoring

- Contractor Reporting Templates — Monthly and Quarterly Submissions
- Monitoring Framework With Leading Indicators — Early Warning of Shortfall
- Data Validation Checks — Spotting Inflated or Missing Figures
- Local Content Dashboards — Portfolio View for Senior Leaders
- Variance Escalation Rules — When Shortfalls Reach Contract Committees

## Day 8: Audit and Corrective Action

- Desk Audit of Contractor Declarations — Sampling Invoices and Payroll
- Site Verification Visits — Confirming Workforce and Fabrication Claims
- Root Cause Review of Shortfalls — Market Gap or Contractor Failure
- Corrective Action Plans — Agreed Recovery Steps and Deadlines
- Applying Contract Remedies — Withheld Payments and Bid Exclusion

## Day 9: Stakeholder Engagement

- Stakeholder Engagement Plan — Partners, Authorities and Communities
- Supplier Forums and Industry Days — Sharing Upcoming Package Pipelines
- Joint Venture Partner Reporting — Aligning Cost Recovery and Localisation
- Community Hiring Commitments — Managing Expectations Near Field Sites
- Local Content Annual Report — Narrative and Evidence for Authorities

## Day 10: Practising the Contractor Local Content Compliance Scorecard

- Applying ICV Calculation to a Drilling Contract Case — Score Accuracy
- Applying Tender Rubrics to an Engineering Bid Case — Award Recommendation
- Applying Audit Sampling to a Logistics Contractor Case — Finding Validation
- Peer Challenge of Scorecard Indicators — Thresholds and Escalation Triggers
- Completing the Contractor Local Content Compliance Scorecard — Team Sign-Off

## Applying Oil and Gas Local Content Compliance After the Course

- Run a desk audit of one major contractor's latest declaration, sampling invoices and payroll against reported in-country value.
- Rewrite the localisation weighting and scoring rubric for the next tender package, testing it against a past bid.

## Oil and Gas Local Content Compliance Questions FAQ

### What is oil and gas local content compliance and why does it matter now?

Oil and gas local content compliance is the work of setting, measuring and verifying localisation commitments made by operators and contractors. It matters now because licence renewals, partner relations and community trust increasingly depend on evidence that promised local spend and hiring actually happened.

### Which roles gain most from oil and gas local content compliance training?

Local content specialists, procurement leads, contract holders, supplier development officers and workforce planners gain most. You benefit when your role touches tender scoring, contractor reporting or nationalisation targets, and more so when colleagues from these functions attend together.

### How does oil and gas local content compliance differ from a general local content strategy course?

Oil and gas local content compliance focuses on petroleum contracts and verifying contractor claims. A general local content or in-country value course covers policy and strategy across sectors; this course adds PSC clauses, tender rubrics, declaration audits and corrective action for drilling, engineering and logistics contractors.

### What do you bring back from oil and gas local content compliance training?

You bring back a working scorecard for contractor local content compliance, built on a case. It combines ICV calculation rules, tender scoring weights, reporting indicators and audit sampling steps, ready to apply to your own contractor portfolio.

## Oil and Gas Local Content Compliance: The Way Forward

The Contractor Local Content Compliance Scorecard first informs which contractors need a desk audit this quarter. Contract owners use it to track pledges, procurement uses it to set the next tender weights, and local content heads use it to report to partners. After its first cycle, revisit the escalation thresholds and the balance between spend targets and supplier capability.