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COURSE BROCHURE

# Oil and Gas Industry Fundamentals for Service Contractors Training Course

13 – 17 December 2026
Abu Dhabi

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Registered in the United Kingdom and Saudi Arabia

# Oil and Gas Industry Fundamentals for Service Contractors Training Course

**Ref:** 1640_60100 **Date:** 13 – 17 December 2026 **Location:** Abu Dhabi **Fees:** 6500 GBP

Oil and Gas Industry Fundamentals for Service Contractors is a 1-week training course for new joiners and non-technical staff in service companies, ending with a contractor interface map that links their company's services to the operator's asset lifecycle. Contractors now carry more drilling and maintenance scope, so staff who read the operator's world win tenders and avoid disputes. Jupiter Prime Training delivers this course for service contractors.

## Why Oil and Gas Industry Fundamentals for Service Contractors Matters Now

Three forces shape the contractor side today: operators outsourcing more scope to fewer suppliers, capital discipline that puts day rates under scrutiny, and stricter safety expectations passed down every contract tier. Contractors that speak the operator's language price scope well and are invited back; others lose margin to variations and rejected invoices. The course draws on the joint venture operating model, the authorisation for expenditure AFE cycle and the permit to work PTW system, described in general terms with drilling and refining cases.

## Who Gains Most from Oil and Gas Industry Fundamentals for Service Contractors

- Sales and tendering staff who prepare bids and prequalification files for operator contracts
- Contract and commercial administrators who track call-offs, work orders and variations
- Finance and invoicing staff who match field tickets to purchase orders and rates
- Coordinators and planners who mobilise crews, equipment and materials to wellsites and plants

Account teams gain most when sales and field members attend together.

## Oil and Gas Industry Fundamentals for Service Contractors Capabilities

Participants trace how operators buy, control and pay for services.

- Map the upstream, midstream and downstream stages a company's services support — account and bid strategy
- Explain how licences, joint ventures and the AFE cycle release operator spending — tender timing
- Compare day rate, lump sum, unit rate and incentive contract structures — pricing and risk allocation
- Apply permit to work and bridging document rules at the operator interface — field supervisors and HSE leads
- Prepare field tickets, service reports and invoices that pass operator checks — finance and cash collection
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Build a contractor interface map for one client asset — account managers and new joiners

## Key Oil and Gas Industry Fundamentals for Service Contractors Terms

- Operator — the company appointed by licence partners to run day-to-day activity on a field and to award most service contracts.
- Authorisation for Expenditure AFE — a partner-approved budget for a well or project that sets the ceiling for related service spending.
- Master Service Agreement — a framework contract setting legal and commercial terms, under which individual call-offs or work orders are issued.
- Day Rate — a price per day for a rig, crew or equipment, paid whether or not planned progress is achieved.
- Bridging Document — an agreement aligning operator and contractor safety systems, roles and emergency arrangements for a specific scope.
- Field Ticket — a signed record of services, hours and materials delivered on site, used as the basis for invoicing.

## Oil and Gas Industry Fundamentals for Service Contractors Day by Day

### Day 1: The Value Chain Through a Contractor's Eyes

- Upstream, Midstream and Downstream Stages — Where Service Demand Arises
- Exploration, Appraisal and Development Phases — Timing of Contractor Mobilisation
- Oil, Gas and Product Streams — Equipment and Service Lines Required
- Operator, Partner and Contractor Roles — Who Decides and Who Pays
- Tiered Supply Chain Structure — Position of Your Company Among Suppliers

### Day 2: Wells, Facilities and Field Services

- Well Lifecycle From Spud to Abandonment — Services Needed at Each Stage
- Drilling Rigs, Completions and Well Intervention — Rig and Crew Scope
- Production Facilities, Separation and Compression — Maintenance and Inspection Scope
- Pipelines, Terminals and Shipping — Logistics and Marine Service Openings
- Refining and Retail Fuel Distribution — Downstream Contractor Opportunities

### Day 3: How Operators Buy and Budget

- Licences and Joint Venture Operating Agreements — Partner Approval of Spending
- AFE Cycle and Annual Work Budgets — Windows for Tender Release
- Prequalification and Vendor Registration — Eligibility for Operator Tender Lists
- Technical and Commercial Bid Evaluation — Weighting of Price Against Capability
- Day Rate, Lump Sum and Unit Rate Contracts — Allocation of Cost Risk

## Day 4: Working at the Operator Interface

- Master Service Agreements and Call-Offs — Authority to Start Field Work
- Permit to Work and Bridging Documents — Safe Handover at the Worksite
- Key Performance Indicators and Scorecards — Contract Renewal and Award Decisions
- Variations, Change Orders and Claims — Recovery of Out-of-Scope Costs
- Field Tickets, Service Reports and Invoices — Speed of Operator Payment

## Day 5: Practising the Contractor Interface Map

- Value Chain Positioning Exercise — Linking Services to a Client Asset
- Mock Tender Response Review — Pricing Structure and Scope Clarification
- Permit and Interface Role Play — Supervisor and Operator Representative Exchange
- Invoice Dispute Case From Refining and Gas Processing — Resolution Steps
- Contractor Interface Map — Client Asset, Contacts, Contracts and Risks

## Applying Oil and Gas Industry Fundamentals for Service Contractors After the Course

- Review one client contract, mapping call-offs and variations against the AFE cycle.
- Brief field and finance colleagues on one operator's field ticket rules.

## Oil and Gas Industry Fundamentals for Service Contractors Questions FAQ

### What are Oil and Gas Industry Fundamentals for Service Contractors and why do they matter now?

They are how operators produce oil and gas and buy services. With more scope outsourced, staff who grasp this bid and invoice with fewer disputes.

### Which roles gain most from Oil and Gas Industry Fundamentals for Service Contractors?

New joiners and non-technical staff in service and supply companies gain most.

### How does Oil and Gas Industry Fundamentals for Service Contractors differ from a general petroleum value chain course?

It looks at the industry from the supplier side. It follows tenders, contracts, permits and invoices rather than hydrocarbons alone.

### What do you bring back from Oil and Gas Industry Fundamentals for Service Contractors?

You bring back a contractor interface map for one client asset. It shows the stage served, contract structure, interface rules and commercial risks.

## Oil and Gas Industry Fundamentals for Service Contractors: The Way Forward

The contractor interface map gives a service company one shared view of a client asset. Its first use is deciding which upcoming tenders to pursue and how to price them. Account managers, contract administrators and field coordinators use it together. After one contract cycle, revisit how budget timing shaped the margin earned.