

Financial Evaluation of Suppliers & Contractors: Credit Assessment Training Course

OGI-1167 · 5 days · 15 CPD hours · English

Overview

Financial Evaluation of Suppliers & Contractors is a specialist procurement capability that enables oil and gas organisations to assess the financial strength, resilience and creditworthiness of suppliers and contractors before commercial commitments are made. The Financial Evaluation of Suppliers & Contractors Training Course from [Institute For Oil & Gas Training](#) develops practical capability in financial statement analysis of suppliers, financial capacity assessment, credit risk evaluation and contractor failure risk management.

Oil and gas procurement decisions involve substantial commercial exposure across drilling services, engineering, construction, maintenance, logistics, equipment supply, technology, fabrication and specialist contracting. A supplier that appears commercially competitive can still create significant exposure when its liquidity position deteriorates, working capital becomes constrained, debt obligations increase or cash generation weakens. Procurement teams therefore require a structured approach that connects financial information with operational and contractual risk.

This course addresses the skills gap between conventional supplier qualification and detailed financial risk assessment. Participants learn how to interpret supplier financial statements, evaluate liquidity and solvency ratios, assess cash flow strength, review credit rating and credit reports, identify going concern indicators and determine whether a supplier or contractor has sufficient financial capacity to fulfil its contractual obligations.

Institute For Oil & Gas Training focuses the programme on practical procurement decisions rather than theoretical financial analysis. The course examines how financial information supports supplier prequalification, tender evaluation, contract award, supplier segmentation, payment decisions, credit controls and ongoing financial monitoring.

The financial condition of a contractor directly affects project continuity. Weak liquidity can restrict payroll and subcontractor payments. Excessive leverage can reduce financial flexibility. Poor working capital management can create procurement delays. Declining cash generation can indicate pressure before a formal financial failure occurs. Understanding these signals allows procurement and commercial teams to identify emerging exposure and strengthen contractual safeguards.

Participants examine the relationship between financial statements and procurement risk. Balance sheets provide evidence of capital structure and liquidity. Income statements reveal profitability and margin trends. Cash flow statements provide insight into the ability to generate and retain cash. Notes to financial statements can reveal debt obligations, contingent liabilities, related-party exposure and other factors that influence supplier resilience.

The course also addresses credit rating and credit reports as supplementary sources of information. Participants learn how to interpret external credit information without treating a credit score or rating as a complete assessment. External information is combined with financial statement analysis, management information, trading history, contract exposure and commercial intelligence to establish a more complete supplier risk profile.

Particular attention is given to liquidity and solvency ratios. Current ratio, quick ratio, debt ratios, interest coverage and other relevant indicators are assessed in the context of the supplier's business model. Participants learn why individual ratios should not be interpreted in isolation and how changes over time provide valuable information about financial direction.

Going concern indicators receive specific attention because financial distress often develops progressively. Persistent losses, declining cash balances, refinancing pressure, covenant concerns, overdue liabilities, adverse working capital movements and dependence on external support can provide important warning signals. Participants learn how to distinguish normal financial volatility from indicators that warrant enhanced procurement controls.

The programme also examines contractual protection mechanisms. Parent company guarantee structures, performance bond and bank guarantee arrangements can provide additional protection when supplier financial exposure is material. Participants assess how these mechanisms interact with supplier financial capacity and how procurement teams incorporate financial findings into commercial and contractual decisions.

Ongoing financial monitoring is another central component. Supplier financial strength is not static. A supplier that passes an initial prequalification assessment can experience deterioration during a long-term contract. Participants therefore develop approaches for periodic reassessment, trigger-based reviews, risk escalation and financial information tracking throughout the supplier lifecycle.

For oil and gas organisations, financial evaluation is closely connected to business continuity. Contractor failure can disrupt production support, shutdown activities, capital projects, maintenance programmes and critical supply chains. Effective financial assessment supports procurement resilience by identifying vulnerable suppliers before financial deterioration becomes an operational disruption.

The course is designed for professionals who need to make or support supplier and contractor decisions using reliable financial evidence. It connects finance, procurement, commercial management, risk management and contract administration so that financial findings translate into practical procurement actions.

Objectives

- Conduct structured financial statement analysis of suppliers and contractors.
- Assess supplier liquidity, solvency, profitability and cash flow strength.
- Calculate and interpret liquidity and solvency ratios relevant to procurement decisions.
- Evaluate financial capacity assessment requirements for critical suppliers and contractors.
- Interpret credit rating and credit reports as part of wider supplier due diligence.
- Identify going concern indicators and signs of emerging financial distress.

- Evaluate contractor failure risk across procurement and contract lifecycles.
- Distinguish short-term financial pressure from persistent deterioration in financial strength.
- Connect supplier financial analysis with procurement risk and business continuity.
- Assess the relevance of parent company guarantee arrangements.
- Understand the role of performance bond and bank guarantee protections.
- Establish practical approaches to ongoing financial monitoring.
- Develop supplier financial risk categories and escalation triggers.
- Support tender evaluation with structured financial evidence.
- Improve communication of supplier financial risks to procurement and management stakeholders.

Training methodology

Institute For Oil & Gas Training delivers this course through an applied corporate learning methodology centred on realistic procurement and contractor risk scenarios. Participants work with structured financial information and commercial situations that reflect the decisions encountered in oil and gas supply chains.

Case studies are used to examine suppliers at different stages of financial strength. Participants review financial statements, calculate relevant ratios, identify warning signals and determine the procurement implications of their findings. This approach connects financial analysis directly with supplier selection and contract management.

Financial assessment exercises require participants to compare suppliers using consistent criteria. They analyse liquidity, solvency, profitability, cash generation and financial trends before developing an overall financial capacity assessment. The exercises reinforce disciplined evidence-based decision making.

Scenario simulations focus on contractor failure risk. Participants consider how financial deterioration affects project delivery, subcontractors, mobilisation, equipment availability and contractual performance. They then identify appropriate mitigation measures and escalation points.

Group exercises examine parent company guarantee arrangements, performance bond and bank guarantee protections. Participants assess when additional security is commercially relevant and how financial findings influence the level of contractual protection required.

Credit rating and credit reports are analysed alongside company financial statements. Participants identify the strengths and limitations of external credit information and learn how to combine different sources into a practical supplier risk assessment.

Real-world procurement scenarios are used to develop ongoing financial monitoring processes. Participants establish financial indicators, review triggers and escalation procedures that support supplier oversight throughout the contract lifecycle.

The methodology encourages cross-functional discussion between procurement, finance, commercial and risk perspectives. This reflects the way supplier financial decisions are made within major oil and gas organisations, where financial risk is rarely isolated from operational and contractual considerations.

Organisational impact

A structured approach to supplier financial evaluation strengthens procurement governance and commercial resilience. Organisations gain a more consistent basis for determining whether suppliers possess sufficient financial capacity to undertake contractual obligations.

Improved financial statement analysis helps procurement teams identify risks that are not visible through price, technical capability or conventional supplier questionnaires. This supports better-informed supplier qualification and tender evaluation.

Enhanced assessment of liquidity and solvency reduces reliance on isolated financial indicators. Procurement teams gain a broader view of whether suppliers can sustain operations, manage working capital requirements and meet financial obligations during contract execution.

The organisation also strengthens contractor failure risk management. Early identification of financial deterioration supports timely intervention before supplier problems become major operational disruptions. This is particularly important for critical services, long-lead equipment, maintenance contracts and project activities where replacement suppliers are difficult to mobilise.

A stronger financial capacity assessment process improves supplier segmentation. Organisations can differentiate routine suppliers from financially critical or strategically important contractors and apply appropriate levels of financial scrutiny.

The course also supports stronger contractual risk management. Procurement and commercial teams gain a clearer understanding of when parent company guarantee arrangements, performance bond and bank guarantee protections form part of an appropriate mitigation strategy.

Ongoing financial monitoring provides greater visibility after contract award. Organisations can establish review points and financial triggers that support proactive supplier management rather than relying exclusively on annual qualification exercises.

Improved use of credit rating and credit reports strengthens external intelligence within procurement processes. Credit information becomes one component of a wider assessment rather than a substitute for internal financial analysis.

The resulting capability supports stronger procurement decisions, improved supplier governance, better risk escalation and greater continuity across critical oil and gas supply chains.

Personal impact

Participants develop practical financial analysis skills that strengthen their effectiveness within procurement and commercial environments. They gain confidence in reading supplier financial statements and identifying information that has direct relevance to supplier risk.

The course improves participants' ability to interpret liquidity and solvency ratios and understand how changes in financial indicators affect supplier capacity. Participants also develop greater awareness of cash flow and working capital issues that influence contractor performance.

Participants gain a structured approach to financial capacity assessment. Rather than relying on individual financial figures, they learn to assemble multiple indicators into a coherent assessment of supplier resilience.

The programme strengthens participants' ability to interpret credit rating and credit reports and distinguish external credit information from a complete internal assessment.

Participants also develop practical skills in recognising going concern indicators. This supports earlier escalation of financial concerns and more informed engagement with finance, commercial and management teams.

Contract and procurement professionals gain a stronger understanding of financial security mechanisms, including parent company guarantee structures and performance bond and bank guarantee arrangements.

The course strengthens communication skills by enabling participants to present financial findings in procurement and commercial language. This helps decision makers understand why a financial concern matters to contract performance.

Participants also gain capability in ongoing financial monitoring, enabling them to establish practical review processes for critical suppliers and contractors.

These capabilities support career development across procurement, supply chain, commercial management, contract management, finance, risk and vendor management functions.

Who should attend

- Procurement Managers who need to assess the financial strength of suppliers during sourcing and tender evaluation.
- Procurement Officers who conduct supplier due diligence and prequalification reviews.
- Supply Chain Managers who manage financial exposure across critical supplier networks.
- Commercial Managers who incorporate supplier financial risk into contract decisions.
- Contract Managers who monitor contractor financial resilience throughout contract execution.

- Vendor Management Professionals who oversee supplier performance and ongoing financial monitoring.
- Supply Chain Risk Managers who identify and mitigate contractor failure risk.
- Finance Managers who support procurement teams with financial assessment and supplier analysis.
- Financial Analysts who evaluate supplier statements and financial capacity.
- Credit Managers who assess external credit information and supplier exposure.
- Project Managers who need to understand contractor financial capacity and continuity risk.
- Tendering and Bid Evaluation Teams who require structured financial assessment criteria.
- Procurement and Commercial Directors who oversee supplier governance and risk controls.
- Senior Supply Chain Professionals who make decisions involving financially significant suppliers and contractors.
- Oil and Gas Operations Managers who depend on financially resilient contractors for operational continuity.

Course outline

Supplier Financial Fundamentals and Statement Analysis

This module establishes the financial analysis foundation required for effective supplier and contractor evaluation. Participants examine the structure and purpose of key financial statements and connect financial information with procurement risk. The focus is on extracting relevant evidence from supplier accounts rather than performing finance analysis without a commercial purpose.

Liquidity, Solvency and Financial Capacity

This module focuses on determining whether a supplier has sufficient financial capacity to sustain contractual obligations. Participants examine liquidity and solvency ratios and interpret them within the commercial context of oil and gas supply chains.

Credit Assessment and Contractor Failure Risk

This module examines external credit information and the early warning indicators associated with financial distress. Participants learn how to combine credit rating and credit reports with internal financial analysis to establish a more complete view of supplier risk.

Financial Security and Contractual Protection

This module examines how financial evaluation informs contractual protection. Participants consider the relationship between supplier financial strength, exposure levels and available security mechanisms, including parent company guarantee arrangements, performance bonds and bank guarantees.

Ongoing Financial Monitoring and Procurement Risk Control

This module moves beyond initial supplier qualification to establish a practical framework for ongoing financial monitoring. Participants develop approaches for tracking supplier financial health, identifying trigger events and integrating financial information into supplier governance throughout the contract lifecycle.

Scheduled dates

Dates	Venue	Format	Fee
12 - 16 Oct 2026	Abu Dhabi, United Arab Emirates	In person	£3,600
12 - 16 Oct 2026	Abuja, Nigeria	In person	£3,600
12 - 16 Oct 2026	Accra, Ghana	In person	£3,600
12 - 16 Oct 2026	Addis Ababa, Ethiopia	In person	£3,600
12 - 16 Oct 2026	Al Ain, United Arab Emirates	In person	£3,600
12 - 16 Oct 2026	Al Khobar, Saudi Arabia	In person	£3,600
12 - 16 Oct 2026	Alberta, Canada	In person	£3,600
12 - 16 Oct 2026	AlUla, Saudi Arabia	In person	£3,600
12 - 16 Oct 2026	Amman, Jordan	In person	£3,600
12 - 16 Oct 2026	Amsterdam, Netherlands	In person	£3,600
12 - 16 Oct 2026	Athens, Greece	In person	£3,600
12 - 16 Oct 2026	Baku, Azerbaijan	In person	£3,600
12 - 16 Oct 2026	Barcelona, Spain	In person	£3,600
12 - 16 Oct 2026	Berlin, Germany	In person	£3,600
12 - 16 Oct 2026	Boston, United States	In person	£3,600
12 - 16 Oct 2026	Brussels, Belgium	In person	£3,600
12 - 16 Oct 2026	Budapest, Hungary	In person	£3,600
12 - 16 Oct 2026	Cairo, Egypt	In person	£3,600
12 - 16 Oct 2026	Cape Town, South Africa	In person	£3,600

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12 - 16 Oct 2026	Casablanca, Morocco	In person	£3,600
12 - 16 Oct 2026	Dammam, Saudi Arabia	In person	£3,600
12 - 16 Oct 2026	Dhahran, Saudi Arabia	In person	£3,600
12 - 16 Oct 2026	Doha, Qatar	In person	£3,600
12 - 16 Oct 2026	Dubai, United Arab Emirates	In person	£3,600
12 - 16 Oct 2026	Edinburgh, United Kingdom	In person	£3,600
12 - 16 Oct 2026	Edmonton, Canada	In person	£3,600
12 - 16 Oct 2026	Frankfurt, Germany	In person	£3,600
12 - 16 Oct 2026	Geneva, Switzerland	In person	£3,600
12 - 16 Oct 2026	Houston, United States	In person	£3,600
12 - 16 Oct 2026	Istanbul, Turkey	In person	£3,600
12 - 16 Oct 2026	Jakarta, Indonesia	In person	£3,600
12 - 16 Oct 2026	Jeddah, Saudi Arabia	In person	£3,600
12 - 16 Oct 2026	Jubail, Saudi Arabia	In person	£3,600
12 - 16 Oct 2026	Khamis Mushait, Saudi Arabia	In person	£3,600
12 - 16 Oct 2026	Kigali, Rwanda	In person	£3,600
12 - 16 Oct 2026	Kuala Lumpur, Malaysia	In person	£3,600
12 - 16 Oct 2026	Lisbon, Portugal	In person	£3,600
12 - 16 Oct 2026	Liverpool, United Kingdom	In person	£3,600
12 - 16 Oct 2026	London, United Kingdom	In person	£3,600
12 - 16 Oct 2026	Los Angeles, United States	In person	£3,600
12 - 16 Oct 2026	Luanda, Angola	In person	£3,600
12 - 16 Oct 2026	Madrid, Spain	In person	£3,600
12 - 16 Oct 2026	Manama, Bahrain	In person	£3,600
12 - 16 Oct 2026	Marbella, Spain	In person	£3,600
12 - 16 Oct 2026	Marrakech, Morocco	In person	£3,600

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12 - 16 Oct 2026	Miami, United States	In person	£3,600
12 - 16 Oct 2026	Milan, Italy	In person	£3,600
12 - 16 Oct 2026	Munich, Germany	In person	£3,600
12 - 16 Oct 2026	Muscat, Oman	In person	£3,600
12 - 16 Oct 2026	Nairobi, Kenya	In person	£3,600
12 - 16 Oct 2026	New York, United States	In person	£3,600
12 - 16 Oct 2026	Nice, France	In person	£3,600
12 - 16 Oct 2026	Nouakchott, Mauritania	In person	£3,600
12 - 16 Oct 2026	Oslo, Norway	In person	£3,600
12 - 16 Oct 2026	Paris, France	In person	£3,600
12 - 16 Oct 2026	Port Louis, Mauritius	In person	£3,600
12 - 16 Oct 2026	Prague, Czech Republic	In person	£3,600
12 - 16 Oct 2026	Pretoria, South Africa	In person	£3,600
12 - 16 Oct 2026	Riyadh, Saudi Arabia	In person	£3,600
12 - 16 Oct 2026	Rome, Italy	In person	£3,600
12 - 16 Oct 2026	Sarajevo, Bosnia and Herzegovina	In person	£3,600
12 - 16 Oct 2026	Sharm El Sheikh, Egypt	In person	£3,600
12 - 16 Oct 2026	Singapore	In person	£3,600
12 - 16 Oct 2026	Stockholm, Sweden	In person	£3,600
12 - 16 Oct 2026	Tokyo, Japan	In person	£3,600
12 - 16 Oct 2026	Toronto, Canada	In person	£3,600
12 - 16 Oct 2026	Tromso, Norway	In person	£3,600
12 - 16 Oct 2026	Vienna, Austria	In person	£3,600
12 - 16 Oct 2026	Zagreb, Croatia	In person	£3,600
12 - 16 Oct 2026	Zurich, Switzerland	In person	£3,600
12 - 16 Oct 2026	Online, Virtual	Online	£3,600

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08 - 12 Feb 2027	Abu Dhabi, United Arab Emirates	In person	£3,600
08 - 12 Feb 2027	Abuja, Nigeria	In person	£3,600
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08 - 12 Feb 2027	Al Ain, United Arab Emirates	In person	£3,600
08 - 12 Feb 2027	Al Khobar, Saudi Arabia	In person	£3,600
08 - 12 Feb 2027	Alberta, Canada	In person	£3,600
08 - 12 Feb 2027	AlUla, Saudi Arabia	In person	£3,600
08 - 12 Feb 2027	Amman, Jordan	In person	£3,600
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08 - 12 Feb 2027	Dammam, Saudi Arabia	In person	£3,600
08 - 12 Feb 2027	Dhahran, Saudi Arabia	In person	£3,600
08 - 12 Feb 2027	Doha, Qatar	In person	£3,600
08 - 12 Feb 2027	Dubai, United Arab Emirates	In person	£3,600
08 - 12 Feb 2027	Edinburgh, United Kingdom	In person	£3,600
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08 - 12 Feb 2027	Geneva, Switzerland	In person	£3,600
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07 - 11 Jun 2027	Abu Dhabi, United Arab Emirates	In person	£3,600
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11 - 15 Oct 2027	Cape Town, South Africa	In person	£3,600
11 - 15 Oct 2027	Casablanca, Morocco	In person	£3,600
11 - 15 Oct 2027	Dammam, Saudi Arabia	In person	£3,600
11 - 15 Oct 2027	Dhahran, Saudi Arabia	In person	£3,600
11 - 15 Oct 2027	Doha, Qatar	In person	£3,600
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11 - 15 Oct 2027	Istanbul, Turkey	In person	£3,600
11 - 15 Oct 2027	Jakarta, Indonesia	In person	£3,600
11 - 15 Oct 2027	Jeddah, Saudi Arabia	In person	£3,600
11 - 15 Oct 2027	Jubail, Saudi Arabia	In person	£3,600
11 - 15 Oct 2027	Khamis Mushait, Saudi Arabia	In person	£3,600
11 - 15 Oct 2027	Kigali, Rwanda	In person	£3,600
11 - 15 Oct 2027	Kuala Lumpur, Malaysia	In person	£3,600
11 - 15 Oct 2027	Lisbon, Portugal	In person	£3,600
11 - 15 Oct 2027	Liverpool, United Kingdom	In person	£3,600
11 - 15 Oct 2027	London, United Kingdom	In person	£3,600
11 - 15 Oct 2027	Los Angeles, United States	In person	£3,600

Dates	Venue	Format	Fee
11 - 15 Oct 2027	Luanda, Angola	In person	£3,600
11 - 15 Oct 2027	Madrid, Spain	In person	£3,600
11 - 15 Oct 2027	Manama, Bahrain	In person	£3,600
11 - 15 Oct 2027	Marbella, Spain	In person	£3,600
11 - 15 Oct 2027	Marrakech, Morocco	In person	£3,600
11 - 15 Oct 2027	Miami, United States	In person	£3,600
11 - 15 Oct 2027	Milan, Italy	In person	£3,600
11 - 15 Oct 2027	Munich, Germany	In person	£3,600
11 - 15 Oct 2027	Muscat, Oman	In person	£3,600
11 - 15 Oct 2027	Nairobi, Kenya	In person	£3,600
11 - 15 Oct 2027	New York, United States	In person	£3,600
11 - 15 Oct 2027	Nice, France	In person	£3,600
11 - 15 Oct 2027	Nouakchott, Mauritania	In person	£3,600
11 - 15 Oct 2027	Oslo, Norway	In person	£3,600
11 - 15 Oct 2027	Paris, France	In person	£3,600
11 - 15 Oct 2027	Port Louis, Mauritius	In person	£3,600
11 - 15 Oct 2027	Prague, Czech Republic	In person	£3,600
11 - 15 Oct 2027	Pretoria, South Africa	In person	£3,600
11 - 15 Oct 2027	Riyadh, Saudi Arabia	In person	£3,600
11 - 15 Oct 2027	Rome, Italy	In person	£3,600
11 - 15 Oct 2027	Sarajevo, Bosnia and Herzegovina	In person	£3,600
11 - 15 Oct 2027	Sharm El Sheikh, Egypt	In person	£3,600
11 - 15 Oct 2027	Singapore	In person	£3,600
11 - 15 Oct 2027	Stockholm, Sweden	In person	£3,600
11 - 15 Oct 2027	Tokyo, Japan	In person	£3,600
11 - 15 Oct 2027	Toronto, Canada	In person	£3,600

Dates	Venue	Format	Fee
11 - 15 Oct 2027	Tromso, Norway	In person	£3,600
11 - 15 Oct 2027	Vienna, Austria	In person	£3,600
11 - 15 Oct 2027	Zagreb, Croatia	In person	£3,600
11 - 15 Oct 2027	Zurich, Switzerland	In person	£3,600
11 - 15 Oct 2027	Online, Virtual	Online	£3,600

Certificate

Attendees receive a Certificate of Completion from Institute For Oil & Gas Training upon finishing the course.

The certificate is issued to participants who satisfy the course attendance requirement and complete the programme as delivered. Participants are expected to attend the full course to receive the Certificate of Completion.