

Vendor Management & Local Content Requirements: Onboarding Training Course

OGI-1150 · 5 days · 15 CPD hours · English

Overview

Vendor Management & Local Content Requirements is a specialist corporate training course from [Institute For Oil & Gas Training](#) designed for procurement, supply chain, contracts, vendor management and operational professionals working across the oil and gas sector. The course addresses the practical requirements of supplier prequalification, vendor registration and onboarding, local supplier participation, supplier relationship management and controlled vendor performance throughout the procurement lifecycle.

Oil and gas organisations depend on a complex network of suppliers, contractors, service providers, equipment manufacturers and specialist technical partners. Effective vendor management therefore extends beyond selecting a supplier and issuing a purchase order. It requires structured due diligence, transparent onboarding, appropriate supplier segmentation, performance monitoring, contractual governance and clear processes for renewal, remediation and exit. At the same time, organisations operating in jurisdictions with local content obligations need procurement processes that support local participation while maintaining required standards for quality, capability, safety, commercial value and operational continuity.

Institute For Oil & Gas Training delivers this course around the complete vendor lifecycle. Participants examine how supplier prequalification establishes minimum entry requirements, how vendor registration and onboarding creates a controlled route into the supply chain, and how an approved vendor list supports procurement consistency. The course also examines supplier risk segmentation, category management, supplier performance scorecards and service level agreements as practical mechanisms for managing supplier expectations and performance.

The programme gives particular attention to local content requirements and their relationship with procurement strategy. Local participation is examined as part of structured supply chain planning rather than as a standalone administrative requirement. Participants explore approaches for identifying qualified local suppliers, assessing local capability, defining supplier development requirements, documenting local participation and aligning procurement decisions with applicable jurisdictional requirements.

Vendor management also has a direct connection with operational resilience. Weak supplier controls create exposure across quality, delivery, commercial performance, technical capability, safety and compliance. A structured vendor management process gives procurement and operational teams a consistent basis for identifying risk, establishing controls and escalating performance concerns. Supplier risk segmentation enables organisations to differentiate strategic, critical, routine and higher-risk suppliers according to business impact and management requirements.

The course also addresses supplier performance scorecards and the use of measurable performance indicators. Participants examine how to establish practical measures for delivery performance, quality, responsiveness, documentation, technical compliance, commercial performance and contractual obligations. Service level agreements are considered as mechanisms for defining expectations, responsibilities, performance measures and escalation

arrangements between organisations and suppliers.

Supplier relationship management forms another core element of the programme. Oil and gas organisations frequently maintain long-term relationships with suppliers whose performance has a direct influence on projects, production, maintenance, engineering and business continuity. Participants therefore examine how relationships can be governed through structured reviews, performance discussions, corrective action processes and documented improvement plans.

Category management provides an additional strategic perspective. Instead of managing every supplier independently, organisations can group suppliers and expenditure into relevant categories, analyse market conditions, understand supply risks and develop sourcing strategies that reflect operational requirements. This approach supports better coordination between procurement, technical functions, finance, operations and contract management.

The course also covers contract renewal and exit. A vendor relationship requires controlled review before renewal and a structured process when a contract reaches its conclusion. Participants examine supplier performance evidence, outstanding obligations, documentation, asset and information returns, transition planning, commercial close-out and lessons learned as part of an effective contract exit process.

Institute For Oil & Gas Training uses practical oil and gas scenarios to connect procurement principles with real organisational requirements. The emphasis is on building processes that procurement and supply chain teams can apply within existing governance structures. Participants leave with a stronger understanding of how vendor management supports procurement control, supplier accountability, local participation, operational continuity and commercial discipline.

Objectives

- Understand the complete vendor management lifecycle within the oil and gas procurement environment
- Apply effective supplier prequalification principles to assess capability, capacity and commercial suitability
- Establish structured vendor registration and onboarding processes
- Understand the purpose and governance of an approved vendor list
- Apply supplier risk segmentation to differentiate management requirements according to business exposure
- Develop practical supplier performance scorecard structures
- Define meaningful supplier performance indicators for oil and gas procurement
- Understand the role of service level agreements in establishing measurable supplier expectations

- Integrate local content considerations into procurement and supplier management processes
- Identify opportunities for qualified local supplier participation
- Understand how supplier capability affects local content objectives and procurement outcomes
- Apply category management principles to vendor strategy and procurement planning
- Strengthen supplier relationship management practices
- Establish structured approaches to supplier performance reviews and corrective actions
- Understand the governance requirements surrounding contract renewal and exit
- Improve coordination between procurement, contracts, operations, technical functions, finance and compliance teams
- Strengthen documentation and evidence supporting vendor decisions
- Apply risk-based thinking to vendor governance and supplier oversight
- Improve consistency in supplier evaluation, monitoring and escalation
- Support more controlled and transparent vendor management decisions

Training methodology

Institute For Oil & Gas Training uses an applied corporate delivery model focused on practical vendor management situations encountered in oil and gas organisations. The methodology combines facilitator-led technical discussion with case studies, procurement scenarios, group exercises, supplier assessment activities and structured decision-making exercises.

Case studies examine typical vendor lifecycle challenges, including incomplete supplier documentation, weak prequalification controls, underperforming contractors, unclear service requirements, local supplier capability gaps and suppliers approaching contract renewal. Participants assess the underlying issues and determine appropriate management actions.

Simulation exercises place participants in realistic procurement and vendor governance situations. These exercises cover supplier registration, prequalification assessment, risk segmentation, performance review and contract renewal decisions. The scenarios encourage participants to consider technical, commercial, operational, compliance and relationship factors rather than treating vendor management as an isolated procurement activity.

Group exercises focus on developing supplier evaluation criteria and performance scorecards. Participants work through practical examples of key performance indicators and assess how performance information can be converted into meaningful supplier management actions.

Local content scenarios examine the interaction between procurement planning and applicable local participation requirements. Participants consider how local supplier capability, workforce participation, local sourcing, supplier development and documentation requirements can be incorporated into procurement processes while maintaining organisational standards.

The methodology also uses supplier relationship management scenarios to demonstrate how procurement teams can handle performance disputes, corrective action, escalation and continuous improvement. This supports a more structured approach to supplier communication and governance.

Participants are encouraged to relate the exercises to their own procurement categories, supplier structures and organisational procedures. The delivery therefore focuses on practical application, cross-functional coordination and consistent vendor governance rather than theoretical learning alone.

Organisational impact

Effective vendor management provides oil and gas organisations with a structured mechanism for controlling supplier exposure throughout the procurement lifecycle. The sponsoring organisation gains stronger consistency in supplier evaluation, onboarding, monitoring and review.

A controlled supplier prequalification process improves the quality of information available before suppliers enter the procurement system. Procurement teams can assess relevant technical capability, experience, capacity, documentation and commercial requirements against defined organisational criteria. This creates a more consistent foundation for supplier selection.

Vendor registration and onboarding processes also improve governance. Clear registration requirements reduce ambiguity around supplier entry, establish ownership for required information and support better maintenance of vendor records. An approved vendor list gives authorised users a controlled reference for suppliers that have completed the relevant organisational approval process.

Supplier risk segmentation strengthens resource allocation. Critical or strategically important suppliers can receive more structured monitoring than lower-risk vendors. This helps procurement and operational teams focus management attention where supplier failure would have greater consequences for projects, production, maintenance, safety, quality or business continuity.

Supplier performance scorecards create a more objective basis for supplier reviews. Organisations can monitor agreed indicators covering delivery, quality, responsiveness, documentation, technical requirements, contractual performance and other relevant measures. Consistent scorecards also support evidence-based discussions between procurement teams and suppliers.

Service level agreements strengthen clarity around expected performance. Clear service requirements, responsibilities, measures and escalation processes reduce uncertainty and provide a documented basis for performance management.

Local content integration supports procurement teams in incorporating applicable local participation requirements into sourcing and vendor management processes. Organisations can identify local supply opportunities, evaluate supplier capability and establish appropriate development or qualification requirements while maintaining operational and technical standards.

Category management improves visibility across related areas of expenditure and supply. By organising suppliers and requirements into appropriate categories, procurement teams can analyse supplier markets, identify concentration risks, coordinate sourcing activities and develop category-specific management strategies.

Supplier relationship management supports more structured engagement with strategically important vendors. Regular reviews, performance discussions, corrective actions and improvement plans create stronger governance around long-term supplier relationships.

Contract renewal and exit processes provide additional commercial control. Renewal decisions can be supported by documented performance information rather than being treated as routine administrative actions. Where a relationship ends, structured exit processes support the return of assets and information, resolution of outstanding obligations, transition planning and commercial close-out.

The combined effect is stronger procurement governance, improved supplier accountability, clearer documentation and more disciplined vendor lifecycle management.

Personal impact

Participants develop practical capabilities that support their responsibilities across procurement, supply chain, contracts, vendor management and commercial operations.

They gain a structured understanding of supplier prequalification and learn how to assess vendor information against defined business requirements. This supports more consistent supplier evaluation and stronger procurement documentation.

Participants also develop practical knowledge of vendor registration and onboarding. They learn how to structure supplier information requirements, approval stages and internal responsibilities so that vendors enter the supply chain through a controlled process.

The course strengthens participants' ability to manage an approved vendor list and understand the governance considerations associated with supplier status, review and continued eligibility.

Supplier risk segmentation skills help participants differentiate supplier management requirements according to operational and commercial exposure. This supports better prioritisation of supplier reviews and escalation activities.

Participants learn how to structure supplier performance scorecards and select meaningful performance indicators. They develop stronger capabilities in monitoring supplier results and converting performance evidence into corrective action and improvement discussions.

The programme also develops service level agreement awareness, enabling participants to connect contractual expectations with measurable supplier performance.

Local content knowledge gives procurement and supply chain professionals a stronger framework for incorporating applicable local participation requirements into vendor management processes. Participants understand the importance of verifying relevant jurisdictional requirements and aligning procurement documentation with organisational governance.

Category management concepts strengthen strategic procurement capability. Participants learn to view supplier portfolios by category, business importance, market characteristics and risk rather than treating each vendor as an isolated transaction.

Supplier relationship management skills support more effective communication with important suppliers. Participants develop a structured approach to supplier meetings, performance reviews, escalation, corrective action and improvement planning.

The course also improves capability in contract renewal and exit planning. Participants learn how to use supplier performance information when reviewing ongoing relationships and how to support orderly transition when contracts end.

These capabilities support career development across procurement, supply chain, contracts, commercial management, sourcing, vendor governance and related oil and gas functions.

Who should attend

Procurement Managers and Procurement Professionals

Designed for professionals responsible for sourcing, supplier selection, purchasing governance and procurement performance.

Supply Chain Managers and Specialists

Relevant for professionals managing supplier networks, logistics interfaces, supply continuity and vendor performance.

Vendor Management Professionals

Suitable for personnel responsible for supplier registration, onboarding, monitoring, performance reviews and vendor governance.

Contracts Managers and Contract Engineers

Supports professionals responsible for supplier obligations, service requirements, performance management, renewal and contract exit.

Category Managers and Strategic Sourcing Professionals

Provides practical tools for category management, supplier segmentation and sourcing strategy.

Commercial Managers

Relevant for professionals assessing supplier performance, commercial exposure and contract lifecycle decisions.

Procurement and Supply Chain Directors

Supports senior leaders overseeing supplier governance, local content integration and procurement strategy.

Operations and Maintenance Managers

Useful for operational leaders who depend on supplier performance for maintenance, production support and service continuity.

Project Procurement Professionals

Designed for professionals managing vendors and contractors supporting capital projects, engineering programmes and project delivery.

Local Content and Supplier Development Professionals

Provides a structured approach to integrating local supplier participation into procurement and vendor management processes.

Quality and Supplier Quality Professionals

Supports personnel involved in supplier assessment, performance monitoring, corrective actions and quality governance.

Risk and Compliance Professionals

Relevant for professionals involved in supplier risk assessment, governance, due diligence and compliance oversight.

Course outline

Vendor Management Foundations and Procurement Governance

This module establishes the foundation for effective vendor management across the oil and gas procurement lifecycle. It examines the relationship between sourcing strategy, supplier prequalification, vendor registration and onboarding, approved vendor list governance and local content considerations.

Supplier Qualification, Performance and Service Governance

This module focuses on evaluating supplier capability and establishing measurable expectations after onboarding. It examines supplier performance scorecards, performance indicators, service level agreements, supplier reviews and corrective action.

Supplier Relationship Management and Category Management

This module examines how organisations manage strategic and operational supplier relationships beyond individual transactions. It connects supplier relationship management with category management, supplier collaboration, commercial objectives and long-term supply chain performance.

Supplier Risk Segmentation and Vendor Lifecycle Control

This module focuses on supplier risk segmentation and the controls required to manage vendors according to business exposure. It examines supplier concentration, operational dependency, criticality, performance deterioration and the controls needed throughout the vendor lifecycle.

Local Content, Contract Renewal and Supplier Exit

This module brings together local content requirements, supplier governance and the final stages of the vendor lifecycle. It examines how organisations manage local supplier participation, contract renewal decisions, supplier development, transition arrangements and controlled vendor exit.

Scheduled dates

Dates	Venue	Format	Fee
05 - 09 Oct 2026	Abu Dhabi, United Arab Emirates	In person	£3,900
05 - 09 Oct 2026	Abuja, Nigeria	In person	£3,900
05 - 09 Oct 2026	Accra, Ghana	In person	£3,900
05 - 09 Oct 2026	Addis Ababa, Ethiopia	In person	£3,900
05 - 09 Oct 2026	Al Ain, United Arab Emirates	In person	£3,900
05 - 09 Oct 2026	Al Khobar, Saudi Arabia	In person	£3,900
05 - 09 Oct 2026	Alberta, Canada	In person	£3,900
05 - 09 Oct 2026	AlUla, Saudi Arabia	In person	£3,900
05 - 09 Oct 2026	Amman, Jordan	In person	£3,900
05 - 09 Oct 2026	Amsterdam, Netherlands	In person	£3,900
05 - 09 Oct 2026	Athens, Greece	In person	£3,900
05 - 09 Oct 2026	Baku, Azerbaijan	In person	£3,900
05 - 09 Oct 2026	Barcelona, Spain	In person	£3,900
05 - 09 Oct 2026	Berlin, Germany	In person	£3,900
05 - 09 Oct 2026	Boston, United States	In person	£3,900
05 - 09 Oct 2026	Brussels, Belgium	In person	£3,900
05 - 09 Oct 2026	Budapest, Hungary	In person	£3,900
05 - 09 Oct 2026	Cairo, Egypt	In person	£3,900
05 - 09 Oct 2026	Cape Town, South Africa	In person	£3,900

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05 - 09 Oct 2026	Casablanca, Morocco	In person	£3,900
05 - 09 Oct 2026	Dammam, Saudi Arabia	In person	£3,900
05 - 09 Oct 2026	Dhahran, Saudi Arabia	In person	£3,900
05 - 09 Oct 2026	Doha, Qatar	In person	£3,900
05 - 09 Oct 2026	Dubai, United Arab Emirates	In person	£3,900
05 - 09 Oct 2026	Edinburgh, United Kingdom	In person	£3,900
05 - 09 Oct 2026	Edmonton, Canada	In person	£3,900
05 - 09 Oct 2026	Frankfurt, Germany	In person	£3,900
05 - 09 Oct 2026	Geneva, Switzerland	In person	£3,900
05 - 09 Oct 2026	Houston, United States	In person	£3,900
05 - 09 Oct 2026	Istanbul, Turkey	In person	£3,900
05 - 09 Oct 2026	Jakarta, Indonesia	In person	£3,900
05 - 09 Oct 2026	Jeddah, Saudi Arabia	In person	£3,900
05 - 09 Oct 2026	Jubail, Saudi Arabia	In person	£3,900
05 - 09 Oct 2026	Khamis Mushait, Saudi Arabia	In person	£3,900
05 - 09 Oct 2026	Kigali, Rwanda	In person	£3,900
05 - 09 Oct 2026	Kuala Lumpur, Malaysia	In person	£3,900
05 - 09 Oct 2026	Lisbon, Portugal	In person	£3,900
05 - 09 Oct 2026	Liverpool, United Kingdom	In person	£3,900
05 - 09 Oct 2026	London, United Kingdom	In person	£3,900
05 - 09 Oct 2026	Los Angeles, United States	In person	£3,900
05 - 09 Oct 2026	Luanda, Angola	In person	£3,900
05 - 09 Oct 2026	Madrid, Spain	In person	£3,900
05 - 09 Oct 2026	Manama, Bahrain	In person	£3,900
05 - 09 Oct 2026	Marbella, Spain	In person	£3,900
05 - 09 Oct 2026	Marrakech, Morocco	In person	£3,900

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05 - 09 Oct 2026	Miami, United States	In person	£3,900
05 - 09 Oct 2026	Milan, Italy	In person	£3,900
05 - 09 Oct 2026	Munich, Germany	In person	£3,900
05 - 09 Oct 2026	Muscat, Oman	In person	£3,900
05 - 09 Oct 2026	Nairobi, Kenya	In person	£3,900
05 - 09 Oct 2026	New York, United States	In person	£3,900
05 - 09 Oct 2026	Nice, France	In person	£3,900
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05 - 09 Oct 2026	Port Louis, Mauritius	In person	£3,900
05 - 09 Oct 2026	Prague, Czech Republic	In person	£3,900
05 - 09 Oct 2026	Pretoria, South Africa	In person	£3,900
05 - 09 Oct 2026	Riyadh, Saudi Arabia	In person	£3,900
05 - 09 Oct 2026	Rome, Italy	In person	£3,900
05 - 09 Oct 2026	Sarajevo, Bosnia and Herzegovina	In person	£3,900
05 - 09 Oct 2026	Sharm El Sheikh, Egypt	In person	£3,900
05 - 09 Oct 2026	Singapore	In person	£3,900
05 - 09 Oct 2026	Stockholm, Sweden	In person	£3,900
05 - 09 Oct 2026	Tokyo, Japan	In person	£3,900
05 - 09 Oct 2026	Toronto, Canada	In person	£3,900
05 - 09 Oct 2026	Tromso, Norway	In person	£3,900
05 - 09 Oct 2026	Vienna, Austria	In person	£3,900
05 - 09 Oct 2026	Zagreb, Croatia	In person	£3,900
05 - 09 Oct 2026	Zurich, Switzerland	In person	£3,900
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01 - 05 Feb 2027	Tromso, Norway	In person	£3,900
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04 - 08 Oct 2027	Accra, Ghana	In person	£3,900
04 - 08 Oct 2027	Addis Ababa, Ethiopia	In person	£3,900
04 - 08 Oct 2027	Al Ain, United Arab Emirates	In person	£3,900
04 - 08 Oct 2027	Al Khobar, Saudi Arabia	In person	£3,900
04 - 08 Oct 2027	Alberta, Canada	In person	£3,900
04 - 08 Oct 2027	AlUla, Saudi Arabia	In person	£3,900
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04 - 08 Oct 2027	Athens, Greece	In person	£3,900
04 - 08 Oct 2027	Baku, Azerbaijan	In person	£3,900
04 - 08 Oct 2027	Barcelona, Spain	In person	£3,900
04 - 08 Oct 2027	Berlin, Germany	In person	£3,900

Dates	Venue	Format	Fee
04 - 08 Oct 2027	Boston, United States	In person	£3,900
04 - 08 Oct 2027	Brussels, Belgium	In person	£3,900
04 - 08 Oct 2027	Budapest, Hungary	In person	£3,900
04 - 08 Oct 2027	Cairo, Egypt	In person	£3,900
04 - 08 Oct 2027	Cape Town, South Africa	In person	£3,900
04 - 08 Oct 2027	Casablanca, Morocco	In person	£3,900
04 - 08 Oct 2027	Dammam, Saudi Arabia	In person	£3,900
04 - 08 Oct 2027	Dhahran, Saudi Arabia	In person	£3,900
04 - 08 Oct 2027	Doha, Qatar	In person	£3,900
04 - 08 Oct 2027	Dubai, United Arab Emirates	In person	£3,900
04 - 08 Oct 2027	Edinburgh, United Kingdom	In person	£3,900
04 - 08 Oct 2027	Edmonton, Canada	In person	£3,900
04 - 08 Oct 2027	Frankfurt, Germany	In person	£3,900
04 - 08 Oct 2027	Geneva, Switzerland	In person	£3,900
04 - 08 Oct 2027	Houston, United States	In person	£3,900
04 - 08 Oct 2027	Istanbul, Turkey	In person	£3,900
04 - 08 Oct 2027	Jakarta, Indonesia	In person	£3,900
04 - 08 Oct 2027	Jeddah, Saudi Arabia	In person	£3,900
04 - 08 Oct 2027	Jubail, Saudi Arabia	In person	£3,900
04 - 08 Oct 2027	Khamis Mushait, Saudi Arabia	In person	£3,900
04 - 08 Oct 2027	Kigali, Rwanda	In person	£3,900
04 - 08 Oct 2027	Kuala Lumpur, Malaysia	In person	£3,900
04 - 08 Oct 2027	Lisbon, Portugal	In person	£3,900
04 - 08 Oct 2027	Liverpool, United Kingdom	In person	£3,900
04 - 08 Oct 2027	London, United Kingdom	In person	£3,900
04 - 08 Oct 2027	Los Angeles, United States	In person	£3,900

Dates	Venue	Format	Fee
04 - 08 Oct 2027	Luanda, Angola	In person	£3,900
04 - 08 Oct 2027	Madrid, Spain	In person	£3,900
04 - 08 Oct 2027	Manama, Bahrain	In person	£3,900
04 - 08 Oct 2027	Marbella, Spain	In person	£3,900
04 - 08 Oct 2027	Marrakech, Morocco	In person	£3,900
04 - 08 Oct 2027	Miami, United States	In person	£3,900
04 - 08 Oct 2027	Milan, Italy	In person	£3,900
04 - 08 Oct 2027	Munich, Germany	In person	£3,900
04 - 08 Oct 2027	Muscat, Oman	In person	£3,900
04 - 08 Oct 2027	Nairobi, Kenya	In person	£3,900
04 - 08 Oct 2027	New York, United States	In person	£3,900
04 - 08 Oct 2027	Nice, France	In person	£3,900
04 - 08 Oct 2027	Nouakchott, Mauritania	In person	£3,900
04 - 08 Oct 2027	Oslo, Norway	In person	£3,900
04 - 08 Oct 2027	Paris, France	In person	£3,900
04 - 08 Oct 2027	Port Louis, Mauritius	In person	£3,900
04 - 08 Oct 2027	Prague, Czech Republic	In person	£3,900
04 - 08 Oct 2027	Pretoria, South Africa	In person	£3,900
04 - 08 Oct 2027	Riyadh, Saudi Arabia	In person	£3,900
04 - 08 Oct 2027	Rome, Italy	In person	£3,900
04 - 08 Oct 2027	Sarajevo, Bosnia and Herzegovina	In person	£3,900
04 - 08 Oct 2027	Sharm El Sheikh, Egypt	In person	£3,900
04 - 08 Oct 2027	Singapore	In person	£3,900
04 - 08 Oct 2027	Stockholm, Sweden	In person	£3,900
04 - 08 Oct 2027	Tokyo, Japan	In person	£3,900
04 - 08 Oct 2027	Toronto, Canada	In person	£3,900

Dates	Venue	Format	Fee
04 - 08 Oct 2027	Tromso, Norway	In person	£3,900
04 - 08 Oct 2027	Vienna, Austria	In person	£3,900
04 - 08 Oct 2027	Zagreb, Croatia	In person	£3,900
04 - 08 Oct 2027	Zurich, Switzerland	In person	£3,900
04 - 08 Oct 2027	Online, Virtual	Online	£3,900

Certificate

Attendees receive a Certificate of Completion from Institute For Oil & Gas Training upon finishing the course. Certificate eligibility requires attendance and completion of the full course programme.