COURSE BROCHURE

Local Content in the Oil and Gas Sector

A course on local content policy, how it is measured, and how it is applied through procurement, contracts, supplier development and workforce nationalization, ending with a local content plan for a project.

Code	HT-OGE-165
Category	Oil & Gas, Engineering & Maintenance
Duration	1 week
Level	Intermediate

Introduction

Producing countries across the Gulf and Africa want more of their petroleum spending to stay in the domestic economy as jobs, industry and services. Whether that happens depends on requirements that are realistic and measured properly, not simply on raising the target percentages.

Objectives

- Explain the aims and instruments of local content policy and the trade-offs with cost and schedule
- Interpret the local content requirements commonly found in licenses and contracts and plan for compliance
- Calculate local content in goods, services and workforce by more than one method
- Design programs for developing local suppliers and nationalizing technical jobs
- Build local content into contracting strategy, bid evaluation and performance monitoring

Who should attend

- Staff of regulators and ministries responsible for local content
- Procurement and contracts managers in operators and contractors
- Nationalization and national workforce development officers
- Supplier development and small and medium enterprise program managers

Skills you will develop

- Local content measurement and reporting
- Demand and supply gap analysis
- Supplier development and qualification
- Workforce nationalization planning

Learning Outcomes

- Calculate the local content percentage of a service contract from spend and payroll data
- Prepare a gap analysis identifying categories that can be localized in the near and longer term
- Write verifiable local content criteria into a tender document
- Draw up a project local content plan with performance indicators and a monitoring mechanism

Course Outline

Day 1: Concept, Policy and Economic Rationale

- Defining local content, in-country value and backward linkages to domestic industry
- Policy instruments from mandated percentages to price preference and incentives
- Lessons from producing countries and the risks of higher cost, delay and lower quality

Day 2: Regulatory and Contractual Requirements

- Local content clauses in licenses, production sharing contracts and service contracts
- The project local content plan, supplier registration and periodic reporting duties
- Joint ventures with local companies, the risk of fronting and how to detect it

Day 3: Measurement and Verification

- Calculating the percentage by the spend method and the value-added method, and why the results differ
- Classifying goods and services, workforce nationalization metrics and training spend
- Verifying data, auditing contractor declarations and an Excel calculation exercise

Day 4: Developing Suppliers and the National Workforce

- Forecasting project demand, assessing local market capability and analyzing the gap
- Supplier qualification, unbundling of large contracts and small and medium enterprise development programs
- Nationalization plans, competency frameworks, on-the-job training and succession for expatriate-held posts

Day 5: Local Content in Procurement and Project Execution

- Building local content into contracting strategy and bid evaluation criteria and weightings
- Contract performance indicators, monitoring dashboards and handling non-compliance
- Applied project in which each team prepares and presents a local content plan for an EPC project

Training methodology

Excel exercises calculating local content from spend and employment data
Group gap analysis of the supply chain for a drilling campaign or processing facility
Comparison of local content policy models used by different producing countries
Preparing and presenting a local content plan on the final day

Certification

Participants receive a Harbor Training Center certificate of attendance on completing the course.

Upcoming dates

City	Dates	Language	Fee
Istanbul	18 – 22 January 2027	AR	EUR 5,400
Dubai	25 – 29 January 2027	EN	EUR 4,800
London	1 – 5 February 2027	AR	EUR 5,800
Amsterdam	8 – 12 February 2027	EN	EUR 6,100
Online	15 – 19 February 2027	AR	EUR 2,800
Istanbul	19 – 23 July 2027	EN	EUR 5,400
Dubai	26 – 30 July 2027	AR	EUR 4,800
London	2 – 6 August 2027	EN	EUR 5,800
Amsterdam	9 – 13 August 2027	AR	EUR 6,100
Online	16 – 20 August 2027	EN	EUR 2,800

Fees are per participant.

Contact us

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To register and for details, scan the code or visit:

https://harbor4training.com/en/courses/local-content-oil-gas