

Evaluating Offers for Materials and Spare Parts in Oil Refining

Oil & Gas Engineering
Sharm El-Sheikh (Egypt)
12 - 16 Jan 2025

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Evaluating Offers for Materials and Spare Parts in Oil Refining

Ref: 321749_145762 **Date:** 12 - 16 Jan 2025 **Location:** Sharm El-Sheikh (Egypt) **Fees:** 3700 Euro

Introduction

The oil refining industry relies on a wide range of materials and spare parts to ensure efficient and safe operations. Evaluating offers for these essential components is a critical task that requires a thorough understanding of the technical specifications, quality standards, and commercial considerations. This training course aims to equip participants with the necessary knowledge and skills to evaluate offers effectively, negotiate favorable terms, and make informed decisions regarding materials and spare parts procurement in the oil refining sector.

Course Objectives

- Understand the importance of evaluating offers for materials and spare parts in oil refining and its impact on operational efficiency and cost management.
- Familiarize participants with the key technical specifications and quality requirements for materials and spare parts used in oil refining processes.
- Develop the ability to analyze commercial terms and pricing structures to ensure value for money while maintaining quality standards.
- Enhance negotiation skills to secure favorable terms and conditions with suppliers.
- Gain insights into best practices and industry benchmarks for evaluating offers and selecting the most suitable materials and spare parts.

Course Outlines

Day 1

- Introduction to Materials and Spare Parts Evaluation in Oil Refining
 - Importance of evaluating offers in oil refining operations
 - Role of materials and spare parts in ensuring operational efficiency and safety
- Technical Specifications and Quality Requirements
 - Understanding technical specifications and their significance in material selection
 - Quality standards and certifications relevant to the oil refining industry
- Identifying Key Evaluation Criteria
 - Factors to consider when evaluating offers: reliability, durability, compatibility, etc.
 - Risk assessment and mitigation strategies

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A decorative graphic in the bottom right corner shows a chessboard with several chess pieces (a king, a queen, a rook, and a knight) in gold and silver, set against a background of concentric circles.

- Analyzing Vendor Capabilities
 - Assessing the technical expertise and capabilities of potential suppliers
 - Evaluating supplier track record and reputation
- Case Studies and Practical Exercises
 - Examining real-world scenarios to apply the concepts discussed
 - Engaging in practical exercises to reinforce understanding

Day 2

- Commercial Terms and Pricing Structures
 - Overview of commercial terms commonly used in material and spare parts procurement
 - Different pricing models and their applicability
- Total Cost of Ownership Analysis
 - Calculating the total cost of ownership to evaluate the long-term value
 - Consideration of factors such as maintenance, lifespan, and energy consumption
- Supplier Relationship Management
 - Strategies for building and maintaining effective relationships with suppliers
 - Collaborative approaches to maximize mutual benefits
- Request for Proposal RFP Development
 - Writing effective RFPs to obtain comprehensive offers from potential suppliers
 - Key elements and structure of an RFP document
- Workshop: Analyzing Offers and Preparing Evaluation Reports
 - Reviewing sample offers and analyzing their strengths and weaknesses
 - Developing evaluation reports to facilitate decision-making

Day 3

- Negotiation Techniques and Strategies
 - Essential negotiation skills for effective procurement
 - Strategies for achieving favorable terms and conditions
- Contract Management and Legal Considerations
 - Key aspects of contract management in materials and spare parts procurement
 - Understanding legal requirements and obligations
- Supplier Performance Evaluation
 - Establishing performance metrics and conducting supplier evaluations
 - Addressing non-compliance and quality issues
- Risk Management in Material Procurement
 - Identifying and mitigating risks associated with material procurement
 - Contingency planning and alternative sourcing strategies
- Case Studies and Group Discussions
 - Analyzing real-world case studies to identify best practices and lessons learned
 - Facilitated group discussions to share experiences and insights

Day 4

- Value Analysis and Value Engineering
 - Techniques for optimizing material and spare parts selection for maximum value

A graphic of a chessboard with several chess pieces (a king, a queen, a rook, and a knight) on it, set against a background of concentric circles. The text 'UK Training' is positioned above the word 'PARTNER' in a large, bold, black font.

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- Value engineering principles and methodologies
- Sustainability Considerations
 - Incorporating sustainability criteria in the evaluation process
 - Assessing the environmental impact and social responsibility of suppliers
- Market Research and Supplier Evaluation
 - Conducting market research to identify potential suppliers and industry trends
 - Supplier evaluation methodologies and tools
- Technology and Innovation in Materials and Spare Parts
 - Understanding emerging technologies and their impact on material selection
 - Leveraging innovation for improved performance and cost-effectiveness
- Interactive Exercises and Role-plays
 - Engaging in interactive exercises and role-plays to practice negotiation and decision-making skills
 - Feedback and guidance from instructors

Day 5

- Best Practices in Materials and Spare Parts Evaluation
 - Industry benchmarks and standards for materials and spare parts procurement
 - Case studies highlighting successful evaluation practices
- Continuous Improvement and Lessons Learned
 - Strategies for continuous improvement in the evaluation process
 - Learning from past experiences and adapting to changing industry dynamics
- Vendor Relationship Management
 - Effective strategies for building strong partnerships with suppliers
 - Collaborative approaches to drive innovation and cost savings
- Compliance and Ethical Considerations
 - Ensuring compliance with relevant regulations and ethical standards
 - Supplier auditing and monitoring practices
- Final Assessment and Course Wrap-up
 - Evaluation of participants' understanding through a final assessment
 - Recap of key concepts and takeaways from the training course
 - Q&A session and feedback collection

A graphic of a chessboard with several chess pieces (a king, a queen, a rook, and a pawn) on it, set against a background of concentric circles. The text 'UK Training PARTNER' is overlaid on the right side of the board.

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+44 7480 775526 / +44 7401 177335