

**TRAINING**

# LOCAL CONTENT DEVELOPMENT AND MANAGEMENT.

**3-5 JULY 2024 MAPUTO**  

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**8-10 CAPE TOWN**



**YOUR COURSE GWJI**



**DR. AKANIMO ODON,**  
Envirofly Consulting UK

**KEY  
TOPICS**

Local Content history, definitions, and terms; Strategic appropriation in Local Content.  
Local Content knowledge transfer and capacity building.  
Supplier development programmes and initiatives.  
Stake-holder engagement and management.  
Financial and Commercial Considerations.



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# MEET YOUR TRAINER

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*Dr Akanimo Odon holds a master's degree in environmental Rehabilitation, a PhD in Environmental Management from Lancaster University, UK and business and enterprise certifications and fellowships from Cambridge University UK, Stanford University USA, and MIT USA. He specializes in cross-border education and innovations in research and is an expert in navigating, developing, and managing relationships between academia, government, and industry in Africa for economic viability, research impact and sustainable innovations. He has been Africa Strategy Adviser for Aberystwyth University, University of Strathclyde; University of East Anglia; and currently he is the African Regional Adviser for the University of London, the Africa Adviser for Lancaster University, and the Africa director for Zurich Elite Business School Switzerland.*



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## OVERVIEW:

In the last ten years or more, Local Content and Local Content Development has been principally driven by compliance requirements and performance target specifications imposed by governments. More recently, Local Content is being viewed as a core principle for sustainable business especially in the extractive industry irrespective of national regulatory frameworks. Local Content development is a business sustainability offering to the extractive industry with benefits to all stakeholders – government, communities, operators, service providers, non-governmental organizations etc. Therefore, smart government: companies and organizations should invest in the alignment of external and business drivers of local content so as to benefit optimally in oil and gas rich environment.

Interestingly, in the last five years, the fundamentals of local content and local content development has now spilled over and is now influencing positively other core sectors of national economies especially those that drive national development and GDPs. i.e., agriculture, mining, ICT, manufacturing and construction, tourism etc. Within this context, local content and local content development is a crucial capacity that individuals, organisations and institutions across the quadruple helix of societies (academia, industry, government and civil societies/NGOs) require to be able to function and operate sustainably within an investment and partnership umbrella for national development.

As a result, we have designed a three days' workshop to expose government, academia and industry to the fundamentals of local content and local content development within an oil and gas sector (but with emphasis on other core national economy sector drivers) but also to highlight the opportunities that local content provides and how to explore these effectively.

## PREAMBLE:

The **FIRST** day of the workshop would start with an introduction to the oil and gas supply chain and the role of Local Content in creating jobs and revenues within this supply chain. The second half of the day would then highlight some practical models, processes, schemes, and case studies of Local Content successes in different countries so that the participants can appreciate how their organisations or specific roles fits into this overall framework. The workshop would be an interactive and engaging session, learning from the experiences of the participants.

The **SECOND** day would be to fully elaborate on the fundamental opportunities that different sectors provide within a local content agenda. These opportunities would be strategically outlined with levels of priority and importance so that participants can have a rounded knowledge of where best their strengths lie and how they can tap into these opportunities. The second half of the second day then highlights in phases the different steps that the participants should take to fully capitalize on these opportunities. This will also be a highly interactive session with a discussion format.

On the **THIRD** and final day, there is a focus on exposing participants to a more external dimension of local content especially in a globally connected world. This showcases the opportunities for local suppliers and participants to strategize in internationalizing their capacities tapping into a wide range of resources now available to them. At the end of the day, the biggest measure of a true local content value is international competitiveness and this would be explored on the third day.





# OBJECTIVES

The objectives of this course are:

- To expose participants to the oil and gas supply chain and a holistic view of local content development policies, frameworks, strategies and processes of global standards and best practice.
- To enable participants, understand what steps to take in developing local content policies, programmes, and initiatives so as to effectively participate in the oil, gas and minerals industry.
- To enable participants to understand fully the opportunities that exists in local content development and how to tap into these opportunities.

## Target Audience:

Different Sector Operators, Government, International Contractors, Local Suppliers, Urban and regional planning professionals, project managers, Insurance firms, maritime, financial institutions, community development NGOs, and graduates

## Workshop Course Content:

- Local Content history, definitions, and terms; Strategic appropriation in Local Content; Policies and Standards, Smart Contracting and Procurement in Local Content.
- Local Content knowledge transfer and capacity building – education and training.
- Supplier development programmes and initiatives; SME Linkages, Incubation, Enterprise Centers, JVs, Partnerships etc
- Stake-holder engagement and management; CSR, Dual Infrastructures, Social Investment
- Financial and Commercial Considerations – taxes, foreign investments, loans, credits, cost recovery, Local Content Reporting, Monitoring and Evaluation; Metrics and Tools.



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## LEARNING OUTCOMES:

At the end of this course participants should be able to

- Explain the concept of Local Content, its premise, the need, its regulatory and commercial framework, the challenges and viable solutions for different industries and the role of government, academia and industry within the local content agenda.
- Understand how to implement a comprehensive stakeholder engagement and management process crucial for local content development successes.
- Understand the opportunities that abound in Local Content in the oil and gas or any other sector and how to capitalize on these opportunities.
  - Appreciate the upstream and downstream opportunities in Local Content or the supply chain dimensions of local content in other sectors.
- Plan a process of deploying, managing, measuring and reporting an effective local content strategy or framework within its operations.
- Understand the kinds of strategic partnerships that should be developed both in Africa and overseas to be able to capitalize on the opportunities of the oil and gas sector.
- Understand the capacity building requirements needed for government and organisations but also the national training opportunities, which can be developed and articulated for efficient local content development and management i.e. HSSE Academy, Welding Institute, Enterprise Centre, SME Incubation Hubs etc
- Understand the importance of resource mobilization and internationalization within the context of local content.



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# COURSE OUTLINE



## DAY ONE

### FUNDAMENTALS OF LOCAL CONTENT AND LOCAL CONTENT DEVELOPMENT

**0900 – Introduction to Oil and Gas; Agriculture; Sustainable Development and other key sectors where local content development is significant and crucial.**

**10.00 – Understanding Local Content: Local Content history, definitions and terms; Strategic appropriation in Local Content; Policies and Standards, Smart Contracting and Procurement in Local Content and Local Content Development**

**1100 – Global Case Studies on Local Content across different sectors as required.**

**1130 – Tea break**

**12.30 – Understanding Capacity Building: Local Content knowledge transfer and capacity building – education and training, supplier development, stakeholder engagement and management, Ethical and financial considerations of Local Content, SME development, job creation.**


**1330 – Lunch**

**14.30 – Discussions on experiences, the need to develop strategic partnerships in Africa and overseas, national, and international research opportunities, business development schemes, knowledge transfer schemes, educational and training development, scholarship schemes etc**

**16.30 – Conclusion and recap of first day.**



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# COURSE OUTLINE

## *DAY TWO*

### **STRATEGIC STEPS TO OPTIMISING LOCAL CONTENT OPPORTUNITIES**

**9.00 – QUESTIONS AND ANSWERS FROM DAY 1**

**10.00 - DEVELOPING OPPORTUNITY SCHEMES IN LOCAL CONTENT I.E. ENTERPRISE CENTRE, HSE ACADEMY, WELDING ACADEMY, UPSTREAM AND DOWNSTREAM OPPORTUNITIES – CATERING, HOUSING ETC**

**11.00 – TEA BREAK**

**11.30 - SETTING UP A LOCAL CONTENT MANAGEMENT PORTFOLIO: STRUCTURE, OPERATIONS, ROLES AND RESPONSIBILITIES, MANAGEMENT, MONITORING AND EVALUATION, POLICY ADVOCACY, RESEARCH AND DEVELOPMENT, STAKEHOLDER MANAGEMENT, SETTING UP A LOCAL CONTENT FUND ETC**

**13.00 – LUNCH**

**14.00 - DEVELOPING AN INTERNATIONAL STRATEGY AND PLANS TO DEVELOP AND SUSTAIN LOCAL CONTENT THROUGH PARTNERSHIPS WITHIN THE QUADRUPLE HELIX MODEL, SETTING UP AN LOCAL CONTENT INVESTMENT FORUM, INTERNATIONAL CONFERENCES, LAUNCHING A SEMINAR SERIES AND OTHER ETC**

**16.00 – QUESTIONS AND ANSWERS**

**17.00 – CONCLUSIONS AND AGREE ON NEXT STEPS.**



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# COURSE OUTLINE

## *DAY THREE*

### **RESOURCE MOBILIZATION AND INTERNATIONALISATION WITHIN LOCAL CONTENT DEVELOPMENT**

**09:00 – QUESTIONS AND ANSWERS ON DAY 2**

**10:00 – UNDERSTANDING RESOURCE MOBILISATION AND INTERNATIONALISATION WITHIN A LOCAL CONTENT FRAMEWORK**

**11.00 – TEA BREAK**

**11.30 – EXPLORING 5 PS OF RESOURCE MOBILISATION – PROBLEM, PEOPLE, PARTNERSHIP, PREPARATION AND PRACTICE.**

**13:00– LUNCH**

**14:00: EXPLORING THE TEN DIMENSIONS OF INTERNATIONALISATION FOR THE DEVELOPMENT OF A ROBUST LOCAL CONTENT VALUE PROPOSITION FOR A SUPPLIER; INTERNATIONAL OUTLOOK AND VISION; INTERNATIONAL CLIENTELLE; INTERNATIONAL STAFF AND MANAGEMENT/ADVISORY BOARD; INTERNATIONAL PROGRAMMES AND PROJECTS; INTERNATIONAL PARTNERS AND ASSOCIATES; INTERNATIONAL FUNDING AND BUSINESS; INTERNATIONAL RESEARCH, INNOVATION AND IMPACT; INTERNATIONAL PRESENCE AND COMMUNICATION; INTERNATIONAL COMPETITIVE ADVANTAGE; INTERNATIONAL PROCESSES AND SYSTEMS**

**16.00 – QUESTIONS AND ANSWERS**

**17.00 – CONCLUSIONS AND AGREE ON NEXT STEPS.**



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**This course is available as a public and in-house and is delivered as a LVT- Live Virtual Training**



**\$ 1450 PER PERSON**

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