HOW WILL YOU SOLVE THE ISSUE OF SHORT SUPPLY AND OVER DEMAND?

FEATURED SPEAKERS

Balaji Ramakrishnan, Director PSCM, BP
Kartapurkh Khalsa, Senior Counsel and Director of Customs Compliance, National Oilwell Varco
German Torres, Director of Indirect Materials and Services, Technip
Melissa Bohannon, Director of Trade Compliance, Weatherford
Cindy Bishop, GM Contracting & Procurement Transformation and Development, Shell
Nigel Bell, Digital and Operational Excellence Senior Manager - Global Supply Chain, Hess Corporation
Pablo Zarra, Global Contracting Discipline Manager, Chevron
Andy Ernest, General Manager CP Technology & Innovation, Shell

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Back for the fourth consecutive year, the Oil & Gas Supply Chain and Procurement Summit will again explore how oil and gas companies can respond to the improving market sentiment and new technology offerings by sharing cross-silo best practices strategies for streamlining processes, increasing efficiency and sustainability, and achieving business value.

What Will You Learn?

- Deconstruct digitization - decipher which disruptive technologies will enable you to drive new ways of productivity, improve production capacity and deliver competitive advantage
- Gain insight into mergers and acquisition activity - adapt your supply chain to changing dynamics
- Get to grips with developments across the compliance landscape - adopt a proactive approach to supply chain decision making
- Evaluate the increasing cyber security threat - adopt strategies to mitigate security breaches
- Leverage supply chain analytics to achieve exploration and production optimisation, improve capital project management and manage costs
- Address the talent gap - understand how the capabilities for supporting procurement and supply chain activities are changing in the era of digital disruption
Who Should Attend

Upstream E&P Operators, Midstream Companies, Petrochemical, Lubricant, Refinery and Processing Plants in addition to EPC and Oilfield Service Companies with the following job titles:

SUPPLY CHAIN • PROCUREMENT • STRATEGIC SOURCING • CATEGORY MATERIALS • LOGISTICS / TRANSPORTATION • PURCHASING • BUYER • IT

In addition to:

CONSULTANCY AND TRAINING FIRMS • DRILLING COMPANIES • IT SOFTWARE FREIGHT, TRANSPORTATION AND LOGISTICS PROVIDERS • EBUSINESS PARTNERS
Over the past three years, the Oil & Gas Supply Chain & Procurement Summit has attracted some of the biggest operators, drilling companies, EPC’s and more.

Previous Attendee Sample List

CEO - PIDX
Chief Supply Chain Officer - Alta Mesa Resources
Contracting and Procurement Manager – Shell
Corporate Supply Chain Manager – Range Resources
Director, Global Sourcing – Ensco
Director, PSCM – BP
Director, Supply Chain - Seneca Resources
Finance Controller – Petrosaudi
Global Network, Trade, & Freight Analyst – Shell
IT Procurement Manager - Motiva
Procurement Analyst – Southwestern Energy
Purchasing Manager – Calpine
Sr. Category Manager for Drilling - Maersk Drilling
Sr. Manager, Global Lead for Materials & Logistics - Hess
Vice President - Global Supply Chain – Noble Drilling
Vice President - Procurement & Supply Chain - BP

Attending Operator Teams in 2017

Apache –
Bechtel –
BP –
Chevron –
Ecopetrol –
Enbridge –
Hess –
Marathon Oil –
McDermott –
Newpark Drilling –
Noble Energy –
Petrosaudi –
Range Resources –
Shell –
SK Energy -
Transocean –

Interested in bringing your team in 2018? For group rates, contact: pam.pierce@energyconferencenetwork.com

Companies that attended in 2017 include:
Balaji Ramakrishnan
Director PSCM, BP

Caleb McElroy
P2P & Sourcing Team Lead, BP

Suhail Siddiqui
Procurement & Supply Chain Manager for Global Subsea Systems, BP

Melissa Bohannon
Director of Trade Compliance, Weatherford

Russell McKinnon
Supply Chain Manager, Southern Region, Marathon Oil

William Knittle
Director of SCM, Cheniere

Tanmoy Kumar
Senior Director Supply Chain Services, Calpine

Kartapurkh Khalsa
Senior Counsel and Director of Customs Compliance, National Oilwell Varco

German Torres
Director of Indirect Materials and Services, Technip

Sarah Sherman
Global SC Manager, PetroSaudi Oil Services

Carsten Bernstiel
VP Procurement and Materials, KBR

Nigel Bell
Digital and Operational Excellence Senior Manager - Global Supply Chain, Hess Corporation

Joshua Flowers
Manager Market Intelligence, Chevron Services Company

Pablo Zarra
Global Contracting Discipline Manager, Chevron

Ionel Chila
Information Risk Management and Compliance Manager, Chevron

Jorge Wallis
Supply Chain Director, Precision Drilling Corporation

Pravin Tampi
Vice President, Global Sourcing and Supply Chain, Newpark Drilling Fluids

Aigerim Zimmerman
Director at Large ISM-Houston

Bryan Jackson
President, BJackson Enterprises

Mark Waddleton
VP Supply Chain, Warm Commerce

Joseph Gallagher
Direct Materials and Corporate Procurement, Manager, Phillips 66

Andy Ernest
General Manager CP Technology & Innovation, Shell

Bobby Davis
CP Manager Performance and Innovation, Shell

Cindy Bishop
GM Contracting & Procurement Transformation and Development, Shell

Interested in presenting a case study or joining a panel? Contact:
Symon Rubens | 832-709-0098 | Symon.Rubens@energyconferencenetwork.com

WWW.SUPPLYCHAINOILANDGAS.COM | 1-855-869-4260 | INFO@ENERGYCONFERENCENETWORK.COM |
### December 5, 2018

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<th>Time</th>
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<td>7:30 AM</td>
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<tr>
<td>8:30 AM</td>
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<td>Mark Waddleton VP Supply Chain, Warm Commerce &amp; Joseph Gallagher Direct Materials and Corporate Procurement, Phillips 66</td>
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| 8:40 AM | Opening keynote presentation                                         | • In depth analysis of the status of global capex – current trends and future forecasts  
  • Managing the impact of inflation hikes and achieving capital acceleration  
  • The oil and gas supply chain’s responsibility in managing scaling of capacity, ensuring accurate prediction and selective resourcing  
  • Digitization: a new frontier for supply chain management – what are the opportunities for the oil and gas industry? Lessons learned from other industries  
  • Tech trends across the procurement function: what is next on the technological development horizon?  |
| 9:20 AM | The impact of digitization on supply chain management and procurement for the oil and gas sector | Nigel Bell Digital and Operational Excellence Senior Manager - Global Supply Chain, Hess Corporation  |
| 10:40 AM | Morning networking break                                              |                                                                                |
| 11:10 AM | Panel Discussion - How digitization is transforming the oil and gas supply chain | • An overview of applications of Digitization across the oil and gas supply chain  
  • The role of digital disruption in overhauling maintenance, safety, connectivity, exploration and production  
  • Increasing connectivity by integrating data with physical process management to adjust production levels based on inventory data  
  • Innovations in maintenance – what is next on the innovation landscape?  
  • Strategies to engage key stakeholders and determine priorities  |
| 11:50 AM | Improving compliance through supply chain digitalization           | Melissa Bohannon, Director Trade Compliance, Weatherford  |
| 12:30 PM | Networking lunch                                                       |                                                                                |
| 1:30 PM  | Presentation reserved for Power Advocate                               |                                                                                |
| 2:10 PM  | Panel Discussion                                                       | Joshua Flowers Manager Market Intelligence, Chevron Services Company  |
| 2:50 PM  | Driving transformation in a fast growing business                     | William Knittle Director of Supply Chain Management, Cheniere Energy  |
| 3:20 PM  | Afternoon networking break                                            |                                                                                |
| 3:40 PM  | A step by step guide to building a disruptive supply chain model     | • Applying disruptive technologies across your supply chain – understanding what can be adapted and what needs to be built from scratch  
  • Assessing the key digital disruptive elements across the supply chain: technologies, inventory, contracts, payments and shared data  
  • Cost-benefit analysis and understanding the drivers of value  |
| 4:20 PM  | The cyber threat – mitigating cyber security breaches in the age of digital disruption | Pablo Zarra Global Contracting Discipline Manager, Chevron  
  Ionel Chiba Information Risk Management and Compliance Manager, Chevron  |
| 5:00 PM  | Chairman’s closing remarks                                            |                                                                                |
| 5:05 PM  | End of main conference day one                                       |                                                                                |
7:30 AM
Registration, coffee and networking

8:30 AM
Chair opening remarks
German Torres
Director Categories - Indirect Materials and Services, Global Sourcing and Procurement, TechnipFMC
Aigerim Zimmerman
Director at Large, ISM-Houston

8:40 AM
Panel Discussion: Cost competitiveness through supplier-led solutions
• In an environment of rising costs, where are the opportunities to drive down costs across the supplier base?
• Leveraging high quality, consistent and connected data to drive supply chain, procurement, operational and analytical applications and to achieve a 360 view of products, raw materials, services and suppliers
• Drawing comparisons between “Should-Cost” versus TCO models
• Streamlining supplier lifecycle management – simplifying the processes of supplier onboarding and automating SRM and workflows
• Automating product data exchange with trading partners across multiple channels
• Strategies to manage risks across the entire spending portfolio: Calculating the “total value” of major spend categories

Suhail Siddiqui
Procurement & Supply Chain Manager for Global Subsea Systems, BP
Pravin Tampi
Vice President, Global Sourcing and Supply Chain, Newpark Drilling Fluids
Andy Ernest
GM CP Technology, Shell Global Solutions (US) Inc

9:20 AM
Presentation reserved for Oildex

10:00 AM
Morning coffee and networking break

10:30 AM
Smart contracts: a new framework for pricing negotiations across the supply chain
• Smart contracts – an overview of the benefits for suppliers: driving accuracy, cost efficiency and reducing supplier disputes
• The benefits of smart contracting for the oil and gas supply chain in tracking asset exchange across multiple parties
• Limitations of smart contracting until data standards are harmonised

11:10 AM
Living in an Era of Managed Trade
• Overview of the recent history of tariff actions in the U.S. and other countries
• Supply chain impacts arising from the new trade landscape

Kartapurkh S. Khalsa
Senior Counsel & Director of Customs Compliance, National Oilwell Varco

11:50 AM
Working group sessions
Group 1: Best practice approaches to aligning demand forecasting with inventory management and e-procurement
Group 2: Defining an optimal demand forecasting strategy to achieve required efficiencies in today’s price-sensitive environment
Group 3: Strategies to build custom-fit procurement processes to drive process transparency and supplier engagement
Group 4: Effective sourcing strategies to balance cost with quality control
Group 5: Defining the RIGHT digital strategy to manage cost
Group 6: Demystifying automation – evaluating what tools will drive your supply chain and generate maximum value for your business

12:50 PM
Networking lunch

1:50 PM
Panel discussion: Leveraging advanced analytics to yield real-time insight: enable accurate forecasting, drive down cost and unleash trends – what really works?
• The importance of effective and flexible data navigation and analysis in a rapidly changing oil and gas environment
• Analysing the increasing scope of unstructured data from records and repositories across the supply chain and procurement network
• Leveraging data in real time to drive quick analysis and translate results into performance improvement
• Driving exploration and production optimisation, improving capital project management and effectively managing costs
• Leveraging algorithms from other industries to achieve more accurate forecasting across the oil and gas sector

Tanmoy Kumar
Senior Director Supply Chain Services, Calpine

2:30 PM
Addressing the talent gap: meeting future supply chain and procurement requirements
• How are the capabilities required for supporting procurement and supply chain activities changing in the era of digital disruption?
• Cultivating tomorrow’s talent today – capitalising on training and development opportunities
• How to increase the appeal of supply chain and procurement professions to a broader graduate market
• Balancing technical and operational skillset requirements – how will the demand for specific capabilities change in the age of automation?

Russ McKinnon
Supply Chain Manager, Southern Region, Marathon Oil

3:10 PM
Presentation from
Balaji Ramakrishnan
Director Procurement and Supply Chain, BP

3:50 PM
Chairman’s closing remarks

4:00 PM
End of summit
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GLOBAL POWER & ENERGY BLOCKCHAIN CONFERENCE
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