MAWA EVENTS

Address: No. 857, Block A2. Leisure Commerce Square - No 9., 46150 Petaling Jaya, Selangor, Malaysia

Phone: +601116373203 | **Email:** info@mawaevents.net

E-COMMERCE IN THE OIL & GAS INDUSTRY FOR MANAGERS

"Revolutionize B2B transactions in the oil & gas sector by mastering e-commerce tools for procurement, logistics, and service integration."

Schedule

Venue	Fees
In-House	ASK FOR THE QUOTATION

► **Available delivery methods:** In-House Training

Introduction

The oil & gas industry is undergoing a digital revolution, and e-commerce is playing an increasingly pivotal role in procurement, supply chain management, and B2B service platforms. This course is tailored for mid-to-senior level managers and decision-makers seeking to implement or enhance e-commerce capabilities to improve operational efficiency, vendor relationships, and digital transaction ecosystems.

Objectives

Participants will:

- Understand e-commerce fundamentals and digital marketplaces in the oil & gas sector
- Identify opportunities to digitize procurement, vendor management, and logistics
- Explore strategies to integrate e-commerce with ERP, SCM, and CRM systems
- Develop B2B e-commerce models for upstream, midstream, and downstream operations
- Evaluate cybersecurity, compliance, and data integrity in digital transactions

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Why Attend

As global oil & gas operations become more interconnected, e-commerce is enabling faster, smarter, and more transparent procurement and sales. Managers equipped with e-commerce knowledge can dramatically reduce costs, streamline operations, and future-proof their organizations.

Target Audience

- Procurement Managers
- Supply Chain Executives
- Operations and Logistics Managers
- IT & Digital Transformation Leaders
- Commercial and Contracts Managers
- Vendor Relationship Officers

Individual Benefits

- Gain practical insights into modern digital procurement platforms
- Understand how to design, launch, and manage digital storefronts and marketplaces
- Improve collaboration with vendors and customers using e-commerce strategies

Organizational Benefits

- Streamlined procurement, contract execution, and supply chain transparency
- Reduced transaction times and procurement costs
- Improved data analytics and real-time visibility into supplier performance
- Enhanced compliance and auditability through digital logs

Instructional Methodology

- Expert-led presentations and demonstrations
- Industry-specific case studies
- Group workshops and strategy sessions
- Digital platform simulation exercises

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Course Outline

DETAILED 5-DAY COURSE OUTLINE (CUSTOMIZABLE)

Training Hours: 7:30 AM – 3:30 PM

Daily Format: 3–4 Learning Modules | Coffee Breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 – 02:00

Day 1: Introduction to E-Commerce in Oil & Gas

Module 1: Understanding E-Commerce Fundamentals (07:30 – 09:30)

Module 2: B2B vs B2C E-Commerce – Relevance to Oil & Gas (09:45 – 11:15)

Module 3: Key Drivers for E-Commerce in Industrial Supply Chains (11:30 – 01:00)

Module 4: Workshop: Mapping Your Current Procurement Process (02:00 – 03:30)

Day 2: Digital Procurement Transformation

Module 1: E-Procurement Platforms and Vendor Portals (07:30 – 09:30)

Module 2: Digital Tendering, Quotation, and Contracting Tools (09:45 – 11:15)

Module 3: Integrating E-Commerce with ERP & SCM (11:30 – 01:00)

Module 4: Case Study: Digital Marketplace in Oilfield Equipment Supply (02:00 – 03:30)

Day 3: Logistics, Distribution, and Marketplace Strategy

Module 1: E-Commerce-Driven Inventory and Logistics Optimization (07:30 – 09:30)

Module 2: Designing Private vs Public Marketplaces (09:45 – 11:15)

Module 3: Data Analytics for Procurement and Demand Forecasting (11:30 – 01:00)

Module 4: Simulation: Setting Up an Oil & Gas B2B Online Storefront (02:00 – 03:30)

Day 4: Risk, Compliance & Platform Security

Module 1: Cybersecurity in E-Commerce Platforms (07:30 – 09:30)

Module 2: Regulatory Compliance in Digital Transactions (09:45 – 11:15)

Module 3: Vendor Verification and Data Integrity Practices (11:30 – 01:00)

Module 4: Crisis Simulation: Responding to E-Commerce Downtime or Fraud (02:00 – 03:30)

Day 5: Strategy & Digital Roadmap Development

Module 1: Building the E-Commerce Vision for Your Organization (07:30 – 09:30)

Module 2: Cost-Benefit Analysis & KPIs for E-Commerce Projects (09:45 – 11:15)

Module 3: Developing Your Digital Marketplace Roadmap (11:30 – 01:00)

Module 4: Capstone Project: Present Your E-Commerce Strategy (02:00 – 03:30)

Certification

Upon successful completion, participants will receive a **Certificate of Completion: E-Commerce in Oil & Gas for Managers**, validating their ability to develop and manage digital transaction ecosystems in the sector.

Why Choose MAWA Events

- **Global Expertise:** More than 17 years of experience in professional training and consulting.
- **Industry-Leading Faculty:** Courses delivered by seasoned professionals with hands-on experience.
- **Practical Insights:** Learn to turn theory into actionable strategies for real-world business impact.
- **Client-Focused Solutions:** Customized programs designed to achieve your organisation’s unique goals.

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