

E-COMMERCE IN THE OIL & GAS INDUSTRY FOR MANAGERS

“Leverage E-Commerce to Streamline Procurement, Enhance Operations, and Expand Global Reach in Oil & Gas.”

Schedule

Venue	Fees
In-House	ASK FOR THE QUOTATION

Introduction

As the oil and gas industry embraces digital transformation, e-commerce has emerged as a critical enabler of supply chain efficiency, procurement optimization, and customer engagement. This course is tailored for industry managers to understand, plan, and implement e-commerce strategies within the context of upstream, midstream, and downstream operations. Participants will explore platforms, B2B marketplaces, digital procurement tools, and case studies relevant to oilfield services, equipment trading, and energy commerce.

Objectives

By the end of the course, participants will be able to:

- Understand the fundamentals and evolution of e-commerce in energy sectors
- Evaluate e-commerce models (B2B, B2C, B2G) relevant to oil & gas
- Align e-commerce strategy with operational and supply chain goals
- Explore procurement digitalization, vendor portals, and catalog management
- Mitigate risks related to cybersecurity, compliance, and data protection
- Manage cross-functional teams to support digital trade transformation

Why Attend

This course bridges the gap between traditional oil and gas operations and modern digital commerce practices. Learn how to digitize procurement, improve supplier relationships, reduce procurement cycles, and enhance ROI using e-commerce platforms designed for industrial operations.

Target Audience

- Procurement & Supply Chain Managers
- Digital Transformation Officers
- Oilfield Service Providers & Operations Managers
- Commercial & Sales Managers in Energy Sector
- IT Managers Supporting E-Procurement Systems
- Business Development & Strategy Executives

Individual Benefits

- Acquire practical knowledge to lead e-commerce initiatives in oil & gas
- Enhance your career with specialized digital supply chain capabilities
- Improve decision-making using real-time e-procurement analytics
- Understand digital trade compliance and cybersecurity fundamentals

Organizational Benefits

- Accelerate procurement and sales cycles with digital tools
- Improve transparency and efficiency in vendor management
- Reduce operational costs through streamlined digital processes
- Expand into global markets using energy-specific e-commerce platforms

Instructional Methodology

- Case-based discussions from major oil & gas players
- Live simulations using procurement and e-commerce platforms
- Interactive group projects and role-playing scenarios
- Structured templates and toolkits for implementation

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: E-Commerce Trends in the Global Oil & Gas Industry (07:30 – 09:30)

Module 2: Understanding B2B, B2C, and B2G Models (09:45 – 11:15)

Module 3: Case Studies: E-Commerce in Upstream vs Downstream Sectors (11:30 – 01:00)

Module 4: Strategic Planning for E-Commerce Integration (02:00 – 03:30)

Day 2: Digital Procurement and Vendor Management

Module 1: Introduction to E-Procurement & Digital Catalogs (07:30 – 09:30)

Module 2: RFQ Automation, Purchase Orders & E-Auctions (09:45 – 11:15)

Module 3: Vendor Registration Portals & Compliance (11:30 – 01:00)

Module 4: Workshop: Building a Digital Procurement Workflow (02:00 – 03:30)

Day 3: E-Commerce Platforms & Tools

Module 1: E-Commerce Software and Marketplace Platforms (07:30 – 09:30)

Module 2: Integrating ERP, SCM & CRM with E-Commerce (09:45 – 11:15)

Module 3: Real-Time Data & Inventory Management Dashboards (11:30 – 01:00)

Module 4: Simulation: Navigating a B2B Oilfield Services Portal (02:00 – 03:30)

Day 4: Cybersecurity, Compliance & Legal Considerations

Module 1: Cyber Risks in Energy E-Commerce (07:30 – 09:30)

Module 2: Regulatory Frameworks (GDPR, NERC CIP, ISO 27001) (09:45 – 11:15)

Module 3: Legal Aspects of Digital Trade & Contracts (11:30 – 01:00)

Module 4: Risk Management Planning for Digital Commerce (02:00 – 03:30)

Day 5: Strategy, KPIs & Implementation Planning

Module 1: Developing a Roadmap for E-Commerce Implementation (07:30 – 09:30)

Module 2: Success Metrics and KPIs for Digital Procurement (09:45 – 11:15)

Module 3: Change Management and Internal Adoption Strategies (11:30 – 01:00)

Module 4: Final Group Presentations & Certification Wrap-Up (02:00 – 03:30)

Certification

Participants will receive a **Certificate in E-Commerce Management for Oil & Gas** upon successful completion of the program, assessments, and participation. This certification demonstrates advanced understanding of digital commerce practices tailored for the energy sector.

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