



OIL & GAS Procurement Leaders Forum 2013

25-27 November 2013

Pullman Brisbane King George Square

The premier event dedicated to promoting procurement leaders within oil and gas businesses and showcasing best practice oil and gas procurement strategies and trends

Delivering key industry experts including:



Jody Rowe
Asset Manager
Contracts and
Procurement
QGC



Peter Coles
Senior Manager Contracts
APLNG
Origin Energy



Beth Gutweiler
Asia Pacific Regional
Supply Chain
Manager
Halliburton



Diane Jamieson
Contracts Manager
Brownfields and Operations
Development Division
Subsea and Pipelines
Woodside



Michael Batiste
Supply Chain Manager
GLNG
Santos



Grant Christie
Vice President
PNG Operations
Talisman Energy



Tarek Amine
Operations Manager
Procurement Joint
Execution Team
Bechtel



David Staples
Acting Chief
Procurement Officer
Caltex Australia



Dale Price
Supply Chain Manager
Drillsearch Energy



Peter Murdoch
Manager Contracts and
Supply Chain
Senex Energy



Stuart Pickering
Deputy Director General
Major Projects Office
Department of State
Development
**Queensland
Government**



Andrew Stewart FCILT
Chairman
**Chartered Institute
of Logistics and
Transport in
Australia**



Alistair McGregor
Former Regional
Supply Chain
Manager
Apache



Chris Pretorius
Manager -
ProjectConnect and
REPS
**Chamber of
Commerce and
Industry WA**

- **Paul Balfe**, Executive Director, **ACIL Allen Consulting**
- **Richard Peasgood**, Manager Procurement – Drilling, Exploration, Asia, WA and NT, **Santos**
- **Colby Hauser**, National Sector Manager – Oil and Gas, **Industry Capability Network**
- **David Rynne**, Director Economic and Infrastructure Policy, **Queensland Resources Council**
- **Charles Prouse**, Chief Executive Officer, **Spplly Nation**
- **Olaf Schatteman**, Managing Director - Operations Consulting, Asia Pacific, **Accenture**
- **Dr. Liam Wagner**, Research Fellow, **University of Queensland**
- **Bob O'Connor**, Executive Director – QUT Graduate School of Business, **Queensland University of Technology**
- **Shams Rahman**, Professor of Supply Chain Management and Head, Logistics and Supply Chain, **RMIT University**
- **Sara Redmond-Neal**, Business Program Manager, **Eco-Buy**
- **Bill Bates**, Consultant, **Partners in Performance**
- **Tom Sonnen**, Consultant, **Partners in Performance**

See inside for more...

Key themes for 2013

- Examining major industry trends in oil and gas that are impacting procurement
- Showcasing best practice and contemporary procurement models
- Progressing people, management and skills development to up-skill procurement teams
- Using technology and innovation to improve the procurement process
- Corporate Social Responsibility to ensure compliance and enhance project outcomes
- Instilling excellence in supplier relationship management
- Mitigating risk in global supply chains
- Devising contract and negotiation strategies to increase ROI and reduce risk

Don't miss the full-day in-depth learning sessions. Places are limited so you'll need to hurry. Choose between:
Session A: **Designing and implementing an environmentally sustainable procurement model**
Session B: **Rapid sourcing strategies for oil and gas projects**

Exhibitors:

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Conference Day One – Monday 25 November

8:30 Registration and welcome coffee

8:50 **Opening address from the Chair**



Alistair McGregor

Former Regional Supply Chain Manager
Apache

MAJOR INDUSTRY TRENDS IMPACTING PROCUREMENT

9:00 **Global energy demand outlook and the role of oil and gas in future markets**

- Outlook for global energy markets in the next 40 years
- To what extent is the demand for oil and gas increasing and can existing resources meet that demand?
- Potential destabilising factors for global markets: CSG, US shale and competition from emerging markets
- Crude oil and gas price outlook for domestic and export markets – demand/supply balance and long-term projections



Paul Balfe

Executive Director
ACIL Allen Consulting

9:30 **Major industry trends that are impacting costs and scheduling for oil and gas projects**

- Analysing the impact of multiple oil and gas projects emerging simultaneously in Australia
- Understanding how local manufacturing capacity and skills shortages are causing strain on projects
- Assessing the demand on resources and whether it is realistic to fast track projects in the current environment
- How technology and best practice strategies can create a more economical long-term outlook for projects



Jody Rowe

Asset Manager Contracts and Procurement
QGC

Panel discussion

10:00 **Key developments that will shape the future role of procurement teams in oil and gas**

- How will macro trends in the oil and gas market impact the development of major projects?
- Understanding the impact of the move to strategic and group procurement practices
- Assessing the effect of new technology and the increasing reliance on e-Procurement
- Changing the mind-set from purely costs saving to a total cost of ownership approach



Jody Rowe

Asset Manager Contracts and Procurement
QGC



Colby Hauser

National Sector Manager – Oil and Gas
Industry Capability Network



Dr. Liam Wagner

Research Fellow in Energy Economics
University of Queensland

10:40 Morning tea

BEST PRACTICE AND CONTEMPORARY PROCUREMENT MODELS

11:10 **Total Value of Ownership and Procurement: Procurement mastery research shows that high performing CPOs are focusing on Total Value of Ownership rather than purely on cost savings**

- What is TVO?
- Why organisations are (or should be) moving towards TVO
- How can organisations get there?
- How CPOs can look to off-shore/near-shore centres of excellence to support this approach
- Examples of how TVO has been used effectively in organisations in both Australia and globally



Olaf Schatteman

Managing Director - Operations Consulting, Asia Pacific
Accenture

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Case study

11:40 **Improving lead time and reducing costs by transforming the operational and supply chain model at Talisman PNG**

- Demonstrating that lead time and supply chain cost challenges were caused by siloed operations
- Crafting a best-fit business model to overcome long lead times, high operational variability, and limited resources
- An overview of how the transformation process was accomplished
- Key learnings and results from the procurement and supply chain transformation



Grant Christie

Vice President – PNG Operations
Talisman Energy

12:10 **How to build and manage a relevant and effective contract management model**

- Setting the scene for success
- Relating to Project Management and other professions
- Organising for execution
- Creating and managing with a good Contract Management Plan



Diane Jamieson

Contracts Manager, Brownfields and Operations, Development Division, Subsea and Pipelines
Woodside

12:40 Networking lunch

TRAINING AND SKILLS DEVELOPMENT TO STRENGTHEN PROCUREMENT TEAMS

13:40 **How to up-skill procurement teams to improve performance**

- Use best practice internal training initiatives
- Create access to industry recognised qualifications
- Provide rewards and recognition for professional development



Andrew Stewart

Chairman
Chartered Institute of Logistics and Transport in Australia

14:10 **Key learnings from running the Executive Master of Business (Strategic Procurement) course at QUT**

- Overview of the current state of the procurement profession in Australia
- Understanding the critical skills needed to become an effective procurement leader
- How does education increase proficiency in procurement and supply chain management?
- Outcomes and feedback from our industry participants



Bob O'Connor

Executive Director – QUT Graduate School of Business
Queensland University of Technology

Panel discussion

14:40 **The procurement qualifications debate: do procurement managers need specific qualifications and how should they be acquired?**

- What does the industry recognise as a qualified procurement professional?
- What value do chartered procurement and supply chain qualifications provide for training staff?
- What is the role of the university in training procurement professionals?



Dale Price

Supply Chain Manager
Drillsearch Energy



David Staples

Acting Chief Procurement Officer
Caltex Australia



Shams Rahman

Professor of Supply Chain Management and Head, Logistics and Supply Chain
RMIT University

15:20 Afternoon tea

TECHNOLOGY AND INNOVATION TO IMPROVE THE PROCUREMENT PROCESS

15:50 **Strategic sustainable procurement and the challenges for government**

- An overview of the Government's current initiatives to encourage sustainable procurement
- Outlining the key challenges to achieving strategic sustainable procurement in Queensland
- Explaining the role of government and legislation in making sustainability the norm in procurement models



Stuart Pickering

Deputy Director General, Major Projects, Office - Department of State Development
Queensland Government

16:10 **How to integrate environmentally sustainable practices into your procurement strategy**

- Ensuring procurement is in-sync with company-wide strategy
- Finding and assessing the validity of environmentally friendly suppliers
- Strategies to minimise the environmental impact of procurement and supply chain



Sara Redmond-Neal

Business Program Manager
Eco-Buy

16:40 **How to utilise the Project Connect web platform to find the right supplier for your projects**

- Overview of the platform, assistance and benefits of use
- Case study examples of successful partnerships formed with web platforms
- Future plans for expansion and collaboration with suppliers and industry



Chris Pretorius

Manager - ProjectConnect and REPS
Chamber of Commerce and Industry WA

17:10 Closing remarks from the Chair

17:20 Networking drinks

19:00 Official event dinner



Conference Day Two – Tuesday 26 November

8:30 Registration and welcome coffee

8:50 Opening address from the Chair



Andrew Stewart FCILT

Chairman

Chartered Institute of Logistics and Transport in Australia

EXCELLENCE IN SUPPLIER RELATIONSHIP MANAGEMENT

International keynote

9:00 **People, process and technology: how to achieve best-in-class supplier relationship management**

- Inspire your team with the goal of value creation and the support to achieve excellence in SRM
- Benchmark your process against industry leaders and create a strategy that enables continuous improvement
- Employ best fit state-of-the-art technology to create transparency, efficiency and certainty with suppliers



Beth Gutweiler

Asia Pacific Regional Supply Chain Manager

Halliburton

Global case study review

9:30 **Supply chain and procurement collaboration strategies in upstream oil and gas**

- Elucidating the key drivers and issues that have led to collaboration
- Examples of how collaboration was achieved and an overview of the outcomes achieved
- Understanding the relevance of these collaborative strategies in the contemporary Australian context



Peter Murdoch

Manager, Contracts and Supply Chain

Senex Energy

Panel discussion

10:00 **The key elements of a good working relationship between users and suppliers**

- Good demand forecasting and clear expectations should be set by both parties
- Strategies to avoid bottlenecks and complications with the delivery of purchases
- Taking responsibility for communications strategies to create efficiency



Beth Gutweiler

Asia Pacific Regional Supply Chain Manager

Halliburton



Peter Murdoch

Manager, Contracts and Supply Chain

Senex Energy



Richard Peasgood

Manager Procurement – Drilling, Exploration, Asia, WA and NT

Santos



Peter Coles

Senior Manager Contracts – APLNG

Origin Energy

10:40 Morning tea

MITIGATING RISK IN GLOBAL SUPPLY CHAINS

11:10 **How to develop and manage a transition plan to take a major project through to production**

- Outlining the key elements of a robust transition process plan
- Taking a bottom up approach to ensure a detailed, realistic course of action is taken
- Implementing well-thought-out scheduling and reporting mechanisms



Peter Coles

Senior Manager Contracts – APLNG

Origin Energy

Case study

11:40 **Strategies to mitigate risk and enable successful modularisation of mega projects**

- Overview of Bechtel's oil and gas construction projects in Australia
- Understanding the major supply chain planning challenges on Curtis Island
- Key success factors that will enabled successful project delivery



Tarek Amine

Operations Manager – Procurement Joint Execution Team

Bechtel

Panel discussion

12:10 **Assessing the need to conduct effective supplier audits**

- Are supplier audits necessary?
- Who should be responsible for conducting supplier audits?
- Is there a need for an industry-wide approach to supplier audits?



Diane Jamieson

Contracts Manager, Brownfields and Operations, Development Division, Subsea and Pipelines

Woodside



Michael Batiste

Supply Chain Manager – GLNG

Santos



Tarek Amine

Operations Manager – Procurement Joint Execution Team

Bechtel

12:50 Networking Lunch

FINE TUNING CONTRACTS AND NEGOTIATION STRATEGIES

13:50 **Creating performance metrics and KPIs to deliver the best possible results from both users and vendors**

- Opening the performance conversation and pointing out mutually beneficial goals
- Taking responsibility for accurate demand forecasting
- Instituting performance reviews to create accountability



Richard Peasgood

Manager Procurement – Drilling, Exploration, Asia, WA and NT

Santos

14:20 **Developing contract strategies for your capital projects**

- Creating a process that enables the development of long-term contract relationships with suppliers
- Using supplier capabilities to increase delivery and efficiency
- Proving success using total value and holistic performance metrics

14:50 **How to match supplier capabilities to project needs to improve procurement outcomes**

- Choosing between major suppliers and SME's or a mix of both
- Understanding the range of suppliers available and assessing their ability to deliver on schedule and on budget
- Key consideration to ensure the capability matching process is successful



Colby Hauser

National Sector Manager – Oil and Gas

Industry Capability Network

15:20 Afternoon tea

THE ROLE OF PROCUREMENT IN CORPORATE SOCIAL RESPONSIBILITY

15:50 **How to enhance supplier diversity to build supply chain value and strengthen social licence**

- Identify and utilise products and services from various small businesses and diverse business enterprises
- Provide comprehensive information to partners on business requirements, practices and procedures
- Work closely with partners to quality expectations and achieve seamless execution
- Ensure impartiality throughout the qualification and award process



David Rynne

Director Economic and Infrastructure Policy

Queensland Resources Council

16:20 **How oil and gas companies can strengthen procurement policies to enhance indigenous supplier opportunities**

- How to design a meaningful local content policy
- Working closely with local communities to develop mutually beneficial goals
- Taking advantage of government and industry programs to enhance indigenous sourcing initiatives



Charles Prouse

Chief Executive Officer

Supply Nation

16:50 Closing remarks from the Chair

17:00 Close of conference

8:30 Registration and morning coffee

Choose between:

Session A: Designing and implementing a sustainable procurement model

This in-depth learning session will provide advice, practical resources and case studies that will enable oil and gas procurement and supply chain practitioners to implement sustainable procurement practices, reduce risk and realise value in the supply chain.

Agenda

- 9:00 **The case for sustainable procurement – reducing risks and realising value with sustainable procurement**
- Laying the foundations – establishing a policy and strategy, engaging staff and building capacity**
- 10:30 Morning tea
- 11:00 **Identifying risks and opportunities of implementing a sustainable procurement strategy**
- Working with suppliers to enhance the sustainability of your purchasing**
- 12:30 Lunch break
- 13:30 **Embedding sustainability in the procurement process**
- Measuring outcomes and reporting on the progress of a sustainability strategy**
- 15:00 Afternoon tea
- 15:30 **Case studies of leading organisations about implementing and continuing a sustainable procurement strategy**
- 17:00 End of workshop

Session leader



Sara Redmond-Neal
Business Program Manager
Eco-Buy

Sara provides sustainable purchasing advice to business sector members and clients of ECO-Buy. She has particular experience advising on best practice sustainable procurement frameworks and conducting supplier sustainability assessments. She also manages the training program, running public and in-house training courses and events across Australia.

Before joining ECO-Buy, Sara worked as an environmental consultant with URS, working across sustainability strategy, environmental footprinting, energy efficiency, waste reduction, renewable energy studies, life cycle analysis and environmental risk assessment, across a number of public and private organisations and industries.

Session B: Rapid sourcing strategies for oil and gas projects

This highly practical and interactive in-depth learning session is for all oil and gas procurement and supply chain practitioners. It will demonstrate the methods used to accelerate the delivery of efficient oil and gas operations whilst creating sustainable momentum to allow continued cost savings and improvements from an operational improvement program.

Agenda

- 9:00 **Outlining the key steps to undertaking an operational improvement program**
- 10:30 Morning tea
- 11:00 **Restructured the operating model: assessing the need for a fully-fledged transformation program vs. incremental changes**
- 12:30 Lunch break
- 13:30 **Creating a supply chain and procurement organisation that is streamlined and agile**
- 15:00 Afternoon tea
- 15:30 **Building in a solid process that will allow the cost savings from a rapid sourcing strategy to continue**
- 17:00 End of session

Session leaders



Bill Bates
Consultant
Partners in Performance

Bill has over twenty years' experience in engineering, operational assessment and improvement, Strategic Sourcing and line management. He has worked extensively oil and gas, resources, metal & mining, electricity generation, heavy engineering, pulp, paper and packaging, telecommunications and aerospace. Bill is a Melbourne University Associate qualified to assess and deliver the requirements for the Graduate Certificate.

Bill's qualifications include an MBA from the University of Melbourne (AUS), a degree in Business from Georgetown University (US) and a Bachelor degree in Applied Science.



Tom Sonnen
Consultant
Partners in Performance

Tom is a highly experienced consultant with over 18 years of cost reduction and business improvement expertise. Tom has extensive skills in supply chain management, strategic sourcing, outsourcing/offshoring, debottlenecking, organisational effectiveness and post-merger integration. Prior to joining PIP, Tom enjoyed a successful strategy consulting career with Mitchell Madison Group, Accenture and CLM Partners which he co-founded. Tom has spearheaded cost cutting efforts of many Fortune 1000 companies, across Oil & Gas, Manufacturing, Mining and diverse Services industries.

Tom holds a B.Sc. Economics (Honors) from University College London, UK and completed his MPhil. Management Studies at the Judge Institute of Management Studies, Cambridge University, UK. Tom is fluent in English, German and Dutch as well as proficient in French and Czech.

Introduction

The inaugural Oil & Gas Procurement Leaders Forum will address the critical issues facing procurement practitioners by bringing together senior representatives from the foremost oil and gas producers, state government representatives, peak industry bodies and major EPC contractors. In the current climate of rapid project development this event will put attendees in the right position to stay in control and deliver optimal procurement outcomes.

Official event advisors:



Laurie Acreman
Director
QCS Consulting



Angela Coley
Contracts and Procurement Manager
Apache

Quest Events would like to take this opportunity to sincerely thank the official event advisors who contributed their valuable time and expertise to ensure the agenda for this event is timely and relevant for all stakeholders.

Who should attend:

The Oil & Gas Procurement Leaders Forum 2013 will be the premier event for all procurement and supply chain professionals in the oil and gas industry.

Those in attendance will include leaders in procurement, supply chain, contracts, projects, legal, planning, commercial and operations from:

- Conventional oil and gas producers and explorers
- Unconventional gas producers and explorers
- Pipeline infrastructure owners and operators
- Engineering, labour and construction contractors
- Solution providers and suppliers to the industry
- Government agencies related to energy, resources and trade
- Associated professional services firms (legal, accounting, consulting)
- Universities and industry research bodies

Want to develop business at the event?

The Oil & Gas Procurement Leaders Forum 2013 offers you an exciting opportunity to promote your company to the who's who of the oil and gas industry.

Who should exhibit/sponsor?

Companies looking to develop business and meet key decision makers/buyers in oil and gas, EPC contracting, pipelines, distribution and retail including but not limited to:

- Oil and gas producers, suppliers and retailers
- Equipment and technology vendors
- Construction and engineering firms
- Consultants, accounting and law firms

If you are in the business of providing products and services to the oil and gas industry, then there is no better place to be than the Oil & Gas Procurement Leaders Forum 2013.

It's where the industry will meet. Can you afford not to be there?

Potential sponsors please note:

In developing this event we have researched extensively with oil and gas sector procurement and supply chain managers about their challenges and we have designed an agenda in response to the specific challenges they have told us about. By sponsoring this event you have a prime opportunity to demonstrate that you have solutions for them at a time and a place where they are actively looking for these solutions. Talk to me about how I can position your company at this event for maximum ROI...

Packages can be tailored to suit your needs or you can choose one of our 'off the shelf' packages. Either way you can be sure of receiving excellent value at reasonable prices.

For more information or a confidential chat, please contact
Oli Russell-Cowan on +61 2 9977 0565 or olir@questevents.com.au
Sponsorship and exhibition opportunities are limited so don't delay.



6 key benefits of attending:

- 1. Discover** the latest trends in procurement collaboration and innovative technology solutions to improve your efficiency
 - 2. Learn** the key aspects that will turn your team into a high performing procurement organisation
 - 3. Hear** first-hand insights from senior procurement managers on how to implement best-practice procurement strategies
 - 4. Learn** how to mitigate risk across the exploration, development and production phases of major oil and gas projects
 - 5. Develop** strategies to improve and strengthen partner and supplier relationship management
 - 6. Gain** an insight into how the leading companies are training and structuring their procurement teams to ensure optimal outcomes
- Meet:** Procurement and supply chain managers from the largest and most influential companies in the region
- Learn:** From 25+ high profile speakers over 3 days – delivering you premium industry content and value that is second to none
- Grow:** Your professional network and create business development opportunities through face to face interaction with potential clients or customers

But don't take our word for it, hear what the speakers are saying about the event:

"With the current unprecedented number of major projects under construction, if you want to consider the significant contribution that can be made through understanding the essential and critical activities that contribute to successful transition from construction to operations then this forum will have significant value."

Peter Coles, Senior Manager Contracts – APLNG, **Origin Energy**

"I believe the Forum will be a great opportunity to hear what is going on across the industry and seek to knowledge share, collectively driving for high standards and expectations and consistency in good practice for Procurement professionals."

Angela Coley, Contracts and Procurement Manager, **Apache**

"With the rapid growth and increased diversity of the Australian oil and gas sector the role of procurement and supply chain managers has become critical in delivering best practice strategies to maximise the benefit of capital expenditure and minimise risk for their companies. The Oil & Gas Procurement Leaders Forum is an opportunity to hear insights from the leading minds in the sector and benchmark your strategies against the foremost organisations in the industry."

Dale Price, Supply Chain Manager, **Drillsearch**

"The outlook for oil and gas markets shows great opportunity for stakeholders in the Australia-Pacific region, but there are also emerging issues which may cause destabilisation and affect future capital spending on major projects. The Oil & Gas Procurement Leaders Forum will be an opportunity for procurement practitioners to access the most up-to-date information about key trends that will influence the future fortunes of their projects"

Paul Balfe, Executive Director, **ACIL Allen Consulting**

Promo code: QE0008 – WEB

Yes! I would like to register ___ (number) delegate/s to attend The Oil & Gas Procurement Leaders Forum 2013

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 Are you a member? Project Connect Supply Nation (Please indicate and eligible for a 10% discount) **Note:** Only 1 discount may be applied whichever provides the greatest saving

Registration Items	Dates	Price	Number of Delegates	Total
<input type="checkbox"/> Producers and EPC Contractors 3 Day Package A (incl. In-depth Learning Session A)**	25-27 Nov	AUD \$3,120 incl. GST		
<input type="checkbox"/> Producers and EPC Contractors 3 Day Package B (incl. In-depth Learning Session B)**	25-27 Nov	AUD \$3,120 incl. GST		
<input type="checkbox"/> Producers and EPC Contractors 2 Day Package (conference only)**	25-26 Nov	AUD \$2,470 incl. GST		
<input type="checkbox"/> Standard 3 Day Package A (incl. In-depth Learning Session A)	25-27 Nov	AUD \$4,800 incl. GST		
<input type="checkbox"/> Standard 3 Day Package B (incl. In-depth Learning Session B)	25-27 Nov	AUD \$4,800 incl. GST		
<input type="checkbox"/> Standard 2 Day Package (conference only)	25-26 Nov	AUD \$3,800 incl. GST		
<input type="checkbox"/> In-depth Learning Session A only	27 Nov	AUD \$2,100 incl. GST		
<input type="checkbox"/> In-depth Learning Session B only	27 Nov	AUD \$2,100 incl. GST		
<input type="checkbox"/> Event dinner	25 Nov	AUD \$150 incl. GST		
			Deduct your discount TOTAL	

The first 25 conference delegates to book receive a free ticket to the official event dinner. * **Group Discounts** apply for bookings made simultaneously and on one invoice only.
**** Note** – This price is for qualified buy side procurement practitioners from Oil and Gas Explorers, Producers and Engineering/Procurement (EPC) Contractors only. Qualification for this category will be at the sole discretion of the organisers and anyone selecting this category where it is deemed to be inappropriate will not be admitted to the event unless the standard price has been paid.

STEP 3 - Register & pay

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