



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

**Sponsorship
and
Exhibition
Opportunities**

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GAS TODAY



StockAnalysis



Organised by:

www.questevents.com.au

Key trends, best practice strategy and innovative technology for procurement and supply chain managers in oil & gas

Event overview

This is the only event in the region that is specifically targeted to promote the standing of procurement practitioners and improve procurement outcomes for the oil and gas industry. It is a thoroughly researched, highly targeted forum that speaks to the fundamental challenges being faced by procurement teams.

It will be a catalyst for action to improve performance and drive the productivity and competitiveness of leading oil and gas companies.



Attendees at the Oil & Gas Procurement Leaders Forum 2013 will be looking to learn from best practice case studies, be inspired by real innovation and evaluate new technologies and products that will improve their performance. This is your opportunity to position your brand at the front of their minds.

Oil & Gas Procurement Leaders Forum 2013

The Australia-Pacific region is home to some of the largest and most complex oil and gas projects in history. The booming CSG to LNG export market along with extensive exploration activities in the region mean that a significant amount of capital will be invested over the coming decades on a number of large-scale projects. Due to the massive scale and long operational periods planned for these projects, never-before-seen major contracts are on offer. These massive contracts are waiting to be won by a variety of equipment suppliers, services and solution providers.

Official Event Advisors:



Laurie Acreman
Director
QCS Consulting



Angela Coley
Contracts &
Procurement Manager
Apache Energy

Drawing on the extensive experience of the official event advisors, the Oil & Gas Procurement Leaders Forum will feature leading industry figures giving presentation and participating on panel discussions about the critical trends and challenges facing procurement teams in the sector. The forum will allow services providers and suppliers to learn about the biggest challenges facing key producers and EPC contractors. It will also be chance to position their solutions to match the business needs of existing and potential clients.



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**

- **Paul Balfe**, Executive Director, **ACIL Allen Consulting**
- **Richard Peasgood**, Manager Procurement – Drilling, Exploration, Asia, WA and NT, **Santos**
- **Daniel Yates**, General Manager – Tendering, **Clough**
- **Colby Hauser**, National Sector Manager – Oil and Gas, **Industry Capability Network**
- **David Rynne**, Director Economic and Infrastructure Policy, **Queensland Resources Council**
- **Chris Pretorius**, Manager - ProjectConnect and REPS, **Chamber of Commerce and Industry WA**
- **Charles Prouse**, Chief Executive Officer, **Supply Nation**
- **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**

Potential sponsors please note:

In designing this event we have researched extensively with procurement practitioners about their challenges and we have designed an agenda specifically for them to discuss these at the event. By sponsoring this event you have a prime opportunity to demonstrate that you have their solutions at a time and a place where they are actively looking for these solutions.

Sponsorship and Exhibition Opportunities

If you have products or solutions for high level procurement managers from oil and gas producers, retailers and EPC contractors, we want to speak with you.

Speaking and sponsorship packages can be tailored to suit your needs. Contact **Oli Russell-Cowan** on **+61 (0)2 9977 0565** or email **olir@questevents.com.au** to discuss a package that is right for you.

Speaking, Sponsorship & Exhibition Opportunities – Get your solutions in front of high level decision makers!

Do business with senior executives from Australia's oil and gas industry!

Oil & Gas Procurement Leaders Forum 2013 is an outstanding opportunity for oil and gas suppliers, solution and service providers to showcase their products and services to a targeted and high profile gathering of senior-level decision makers.



Have your thought leading company representative on stage with senior level decision makers from the buy side

SPEAK

Present your company, showcase your leadership and demonstrate how you can help the Australian oil and gas industry by speaking to this senior gathering of procurement and supply chain managers from oil and gas producers/explorers and EPC contractors. Use this unique forum to demonstrate your value to the biggest players in oil and gas. Speakers will assert themselves as thought leaders as well as leading suppliers and solution providers to the sector.

NETWORKING

By having a prominent presence at the event you and your team will be able to meet with senior procurement and supply chain managers during the two day conference, networking lunches, coffee breaks, cocktail reception and official event dinner.

EXHIBIT

Having a stand at the event will enhance your brand, be used to set up meetings and guarantee that fellow attendees will know where to find your company representatives to make enquiries onsite at the event.

BRAND

Make an impact and elevate your presence at the event by being branded as one of the Oil & Gas Procurement Leaders Forum 2013 event partners. You will receive extensive branding prior to and at the event and be remembered as a thought leader and influencer in the industry.

HOLD A WORKSHOP

On day three of the conference there will be the option to host one of two post-conference workshops. This is your chance to assign your own workshop leader and content and present your solutions to an intimate but captivated and highly qualified buying audience.

CONTACT

If you have a solution for the oil and gas industry, this is your platform to:

- Educate the decision makers on how you can help them do business better
- Demonstrate your products and solutions, face-to-face and generate new leads for your sales team
- Associate your brand with an industry gathering of the highest standard
- Nurture your relationship with your existing customers

We provide the platform, you close the deal.

For speaking or sponsorship opportunities at the **Oil & Gas Procurement Leaders Forum 2013** Conference, please contact **Oli Russell-Cowan** on +61 (0)2 9977 0565 or email olir@questevents.com.au

Who will you meet?

Decision makers and buyers of your solutions. We bring the customers to you!

The **Oil & Gas Procurement Leaders Forum 2013** will be attended by stakeholders and decision makers with an interest in the procurement and supply chain management for the Oil and Gas industry.

Those in attendance will include senior representatives from:

- Gas explorers, producers and retailers
- Major engineering, procurement and construction firms servicing the Oil and Gas sector
- Federal and state departments responsible for energy market policy
- Associated professional services firms (legal, accounting, consulting)
- Energy technology and equipment vendors



Who should sponsor, exhibit or speak?

You, if you have products and solutions that can help the producers and contractors save money and increase profitability.

Companies looking to develop business and meet key decision makers and buyers from the biggest players in the industry:

- Engineering and construction contractors
- Technology, equipment and service providers
- Procurement consultants and industry analysts
- Law firms
- Accounting firms

The oil and gas procurement leaders need your solutions!

- Educate the industry's decision makers on how you can help them do better business
- Demonstrate your products and solutions, face-to-face and generate new leads for your sales team
- Nurture your relationship with your existing customers
- Associate your brand with an industry gathering of the highest standard

Testimonials from previous Quest Events forums

"Incredibly valuable, great speakers and a well run event – look forward to the next one"

Simon Camroux, Manager Regulation & Market Development,
AGL Energy

"Very timely and relevant"

Sarah Kok, Commercial Gas Manager, **ERM Power**

"A good overview of the competing priorities and the issues facing the eastern gas market"

Andrew Harford, Senior Commercial Advisor, **Shell**

"Very good industry representation and summary/overview of the domestic and international gas outlook"

Carley Vroom, Business Development Coordinator,
WorleyParsons

"Excellent insight and discussion of issues facing domestic gas"

Bret Harper, Associate Director of Research, **Reputex**

"Very relevant discussions on the key energy issues confronting the national economy"

Jonathan Teubner, Senior Associate, **Evans and Peck**

Sponsor Star Credits System



No two companies are the same and each one has different business development needs. In response to that we are pleased to offer our innovative star credit sponsorship system for this event.

This system will allow sponsors to tailor their package to best suit their business development and budgetary objectives. Simply select your level of sponsorship below, then use the star credits to hand pick desired package elements, tailoring the package to suit you.

Note - if further tailoring of a package is required, this can most certainly be accommodated by discussing with your sponsorship manager.

Sponsorship Levels

Event Partner (1 only)

Your investment: **AU\$50,000 + GST**

10 Star credit value 

The premier sponsorship option for The Oil & Gas Procurement Leaders Forum 2013.

Benefits pre-event

- Acknowledgment as event partner and premium sized logo strategically positioned in all event marketing material including online and print advertising, event brochures and pre-event mailers
- Company logo & link to your company's website on all electronic direct marketing and the event website
- Prime position and 200 word company profile in sponsors area of the event website
- Alphabetic listing in exhibitors area of the event website

Benefits at the event

- Premium sized logo displayed as event partner on event signage in prime position on conference stage and networking/exhibition area
- Opportunity to display your logo exclusively on the speaker's lectern
- Acknowledgment as event partner in the opening welcome
- Keynote speaking slot (30mins) on morning of conference day one (exact position and topic to be approved by conference director)
- Opportunity to participate in a Panel Discussion or Chair a session (approximately 1.5 hours) at the event
- 10 x 2-day conference passes
- 40% discount for additional conference passes
- 1 x 6x2m booth in exhibition area
- 2 x exhibition passes to man your booth
- Your choice of Mix 'n' Match Options to the value of 10 stars



Benefits after the event

- List of participating companies
- 3 x post event e-marketing blast to delegates
- Acknowledgement as event partner and premium sized logo in all post event material, including the post show report and (where possible) post show media coverage
- Right of first refusal to secure event partnership for the 2013 event



Note – inclusion in any printed marketing brochures or event advertising is subject to confirmation of sponsorship prior to print or submission deadlines. To maximise exposure, please confirm your participation as soon as possible.

Diamond Sponsor (2 only)

Your investment: **AU\$40,000 + GST**

8 Star credit value 

Benefits pre-event

- Acknowledgment as diamond sponsor and logo strategically positioned in all event marketing material including online and print advertising, event brochures and pre-event mailers
- Company logo & link to your company's website on all electronic direct marketing and the event website
- Position below event partner and 150 word company profile in sponsors area of the event website
- Alphabetic listing in exhibitors area of the event website

Benefits at the event

- Logo displayed as diamond sponsor on event signage in prime position on conference stage and networking/exhibition area
- Acknowledgment as diamond sponsor in the opening welcome
- Keynote speaking slot (30mins) on morning of conference day two (exact position and topic to be approved by conference director)
- Opportunity to participate in a Panel Discussion or Chair a session (approximately 1.5 hours) at the event
- 8 x 2-day conference passes
- 30% discount for additional conference passes
- 1 x 3x2m booth in exhibition area
- 2 x exhibition passes to man your booth
- Your choice of Mix'n'Match Options to the value of 8 stars



Benefits after the event

- List of participating companies
- 2 x post event e-marketing blast to delegates
- Acknowledgement as diamond sponsor and logo in all post event material



Platinum Sponsor (4 only)

Your investment: **AU\$30,000 + GST**

6 Star credit value 

Benefits pre-event

- Acknowledgment as platinum sponsor and logo strategically positioned in all event marketing material including online and print advertising, event brochures and pre-event mailers
- Company logo & link to your company's website on all electronic direct marketing and the event website
- Position below diamond partner and 100 word company profile in sponsors area of the event website
- Alphabetic listing in exhibitors area of the event website

Benefits at the event

- Logo displayed as platinum sponsor on event signage in prime position on conference stage and networking/exhibition area
- Acknowledgment as platinum sponsor in the opening welcome
- Standard speaking slot (30mins) on either day of the conference (position and topic to be approved by conference director)
- Opportunity to participate in a Panel Discussion or Chair a session (approximately 1.5 hours) at the event
- 6 x 2-day conference passes
- 25% discount for additional conference passes
- 1 x 3x2m booth in exhibition area
- 2 x exhibition passes to man your booth
- Your choice of Mix'n'Match Options to the value of 6 stars



Benefits after the event

- List of participating companies
- 1 x post event e-marketing blast to delegates
- Acknowledgement as diamond sponsor and logo in all post event material



Gold Sponsor

Your investment: **AU\$25,000 + GST**

5 Star credit value 

Benefits pre-event

- Acknowledgment as gold sponsor and logo strategically positioned in all event marketing material including online and print advertising, event brochures and pre-event mailers
- Company logo & link to your company's website on all electronic direct marketing and the event website
- Position below platinum partner and 100 word company profile in sponsors area of the event website
- Alphabetic listing in exhibitors area of the event website

Benefits at the event

- Logo displayed as gold sponsor on event signage in prime position on conference stage and networking/exhibition area
- Acknowledgment as gold sponsor in the opening welcome
- Standard speaking slot (30mins) on either day of the conference (position and topic to be approved by conference director)
- Opportunity to participate in a Panel Discussion or Chair a session (approximately 1.5 hours) at the event
- 5 x 2-day conference passes
- 20% discount for additional conference passes
- 1 x 3x2m booth in exhibition area
- 2 x exhibition passes to man your booth
- Your choice of Mix 'n' Match Options to the value of 5 stars



Benefits after the event

- List of participating companies
- 1 x post event e-marketing blast to delegates
- Acknowledgement as gold sponsor and logo in all post event material



Silver Sponsor

Your investment: **AU\$20,000 + GST**

4 Star credit value 

Benefits pre-event

- Acknowledgment as silver sponsor and logo strategically positioned in all event marketing material including online and print advertising, event brochures and pre-event mailers
- Company logo & link to your company's website on all electronic direct marketing and the event website
- Position below gold partner and 50 word company profile in sponsors area of the event website
- Alphabetic listing in exhibitors area of the event website

Benefits at the event

- Logo displayed as silver sponsor on event signage in prime position on conference stage and networking/exhibition area
- Acknowledgment as silver sponsor in the opening welcome
- Standard speaking slot (30mins) on either day of the conference (position and topic to be approved by conference director)
- 4 x 2-day conference passes
- 15% discount for additional conference passes
- 1 x 3x2m booth in exhibition area
- 2 x exhibition passes to man your booth
- Your choice of Mix 'n' Match Options to the value of 4 stars



Benefits after the event

- List of participating companies
- 1 x post event e-marketing blast to delegates
- Acknowledgement as silver sponsor and logo in all post event material

Note – inclusion in any printed marketing brochures or event advertising is subject to confirmation of sponsorship prior to print or submission deadlines. To maximise exposure, please confirm your participation as soon as possible.



Bronze Sponsor

Your investment: **AU\$15,000 + GST**

3 Star credit value 

Benefits pre-event

- Acknowledgment as bronze sponsor and logo strategically positioned in all event marketing material including online and print advertising, event brochures and pre-event mailers
- Company logo & link to your company's website on all electronic direct marketing and the event website
- Position below silver partner and 50 word company profile in sponsors area of the event website
- Alphabetic listing in exhibitors area of the event website

Benefits at the event

- Logo displayed as bronze sponsor on event signage in prime position on conference stage and networking/exhibition area
- Acknowledgment as bronze sponsor in the opening welcome
- Opportunity to participate in a Panel Discussion or Chair a session (approximately 1.5 hours) at the event
- 3 x 2-day conference passes
- 10% discount for additional conference passes
- 1 x 3x2m booth in exhibition area
- 2 x exhibition passes to man your booth
- Your choice of Mix'n' Match Options to the value of 3 stars



Benefits after the event

- List of participating companies
- 1 x post event e-marketing blast to delegates
- Acknowledgement as bronze sponsor and logo in all post event material



Associate Sponsor

Your investment: **AU\$10,000 + GST**

2 Star credit value 

Benefits pre-event

- Acknowledgment as associate sponsor and logo strategically positioned in all event marketing material including online and print advertising, event brochures and pre-event mailers
- Company logo & link to your company's website on all electronic direct marketing and the event website
- Position below bronze partner in sponsors area of the event website
- Alphabetic listing in exhibitors area of the event website

Benefits at the event

- Logo displayed as associate sponsor on event signage in prime position on conference stage and networking/exhibition area
- Acknowledgment as associate sponsor in the opening welcome
- Opportunity to participate in a Panel Discussion or Chair a session (approximately 1.5 hours) at the event

Or

- 1 x 3x2m booth in exhibition area
- 2 x exhibition passes to man your booth
- 10% discount for additional conference passes
- Your choice of Mix'n' Match Options to the value of 2 stars



Benefits after the event

- List of participating companies
- Acknowledgement as associate sponsor and logo in all post event material



Note – inclusion in any printed marketing brochures or event advertising is subject to confirmation of sponsorship prior to print or submission deadlines. To maximise exposure, please confirm your participation as soon as possible.



Mix 'n' Match Star Credit Options (available on a first come first served basis)

Option	Star credits	
Keynote Conference Presentation (30 min – Before Lunch Day 1 or 2)	★ ★ ★ ★ ★ ★ ★ ★	(or \$8,000 + GST)
Coffee Hub and Barista (Barista to wear company branded shirt/hat – to be supplied by sponsor)	★ ★ ★ ★ ★ ★ ★	(or \$7,000 + GST)
Branded Satchels	★ ★ ★ ★ ★ ★ ★	(or \$7,000 + GST + materials)
Standard Conference Presentation (30 mins – After Lunch Day 1 or 2)	★ ★ ★ ★ ★ ★	(or \$6,000 + GST)
Branded Lunch (including 5 minute welcome)	★ ★ ★ ★ ★ ★	(or \$6,000 + GST)
Branded Lanyards	★ ★ ★ ★ ★	(or \$5,000 + GST + materials)
Branded Networking Drinks (including 2 minute welcome)	★ ★ ★ ★ ★	(or \$5,000 + GST)
Panellist	★ ★ ★ ★	(or \$4,000 + GST)
Conference Session Sponsor	★ ★ ★ ★	(or \$4,000 + GST)
Branded Refreshment Break (1 x morning or afternoon tea)	★ ★ ★	(or \$3,000 + GST)
Branded Registration Desk	★ ★ ★	(or \$3,000 + GST)
Branded Notepads	★ ★	(or \$2,000 + GST + materials)
Branded Pens	★ ★	(or 2,000 + GST + materials)
Satchel Insert	★	(or \$1,000 + GST + materials)

Exhibit (limited number of booths available)
Your investment: **AU\$6,000 + GST**

Benefits pre-event

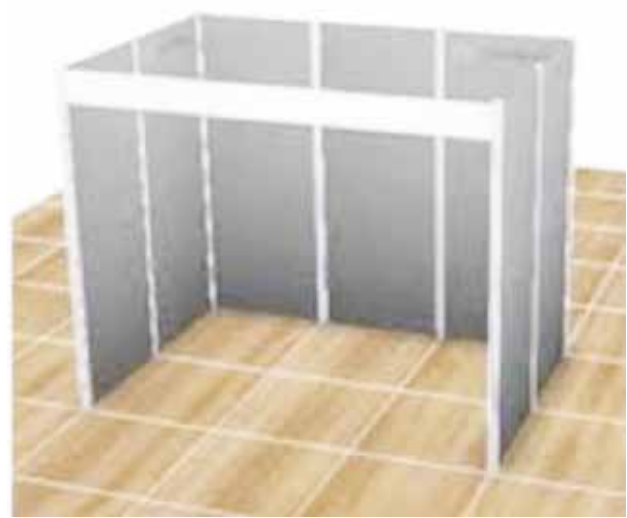
- Acknowledgment as an exhibitor and logo strategically positioned in all event marketing material including online and print advertising, event brochures and pre-event mailers
- Company logo & link to your company’s website on all electronic direct marketing and the event website
- Alphabetic listing in exhibitors area of the event website

Benefits at the event

- Acknowledgment as an exhibitor in the opening welcome
- 1 x 3x2m booth in exhibition area (display to be supplied by exhibitor)
- 2 x exhibition passes to man your booth
- 10% discount for additional conference passes

Benefits after the event

- List of participating companies
- Acknowledgement as an exhibitor and logo in all post event material



3x2m booth provided but display is a suggestion only – actual display to be provided by exhibitor.

About the organiser

Quest Events is a fast-growing business information and networking event provider – producing timely and relevant conferences, exhibitions and training seminars for industry and government participants alike.

Through high-level networking and knowledge provision, our unique events are designed to inform and inspire you – helping you grow your business and progress your career.

Our team has extensive experience developing and staging live, face-to-face, content led events in a wide range of sectors, both domestically and abroad.

The in-depth research that goes into the production of every Quest event means you can be assured of the highest level of quality and can expect value that is second to none.

Our mission, put simply, is to become and remain the leading producer of business events of the highest quality, providing you with unrivalled opportunities to **Meet. Learn. Grow.** It's what we're all about.

To discuss sponsorship or exhibition opportunities in more detail, please contact:

Oli Russell-Cowan

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