

Solving Project Challenges for the Oil and Gas Industry

TwentyEighty Strategy Execution has been delivering an extensive suite of customized project management training to the world's leading oil and gas organizations for over 35 years. We have assisted clients across all sectors of the energy industry in improving efficiency, project success and their bottom line through our broad delivery of performance education.

Our solutions combine the best of cutting-edge university research and best practice business techniques to ensure adoption, to deliver performance improvement and to validate investment in talent development. Whether your goal is to sharpen your team's project-focused skills or evolve the way your leadership approaches strategic execution, we have the solutions that will transform the way you think, lead, execute—and perform project-based work.

It is no coincidence that the five largest international oil and gas companies use our services. Trust TwentyEighty Strategy Execution to do the same for you.



www.esi-italy.it

02.83847263

solutions@esi-italy.it

 **TWENTYEIGHTY**TM
Strategy Execution
FORMERLY IPS LEARNING & ESI INTERNATIONAL

FROM STRATEGY TO EXECUTION

SOLVING PROJECT CHALLENGES
FOR THE **OIL AND GAS**
INDUSTRY



Industry Drivers and their Impact on Project Performance

While every organization has their unique business challenges, TwentyEighty Strategy Execution’s extensive research and practical work with leading oil and gas companies has allowed us to aggregate these business issues into four definitive drivers that distinguish the industry today. As we put on our specialist, project-tinted lenses in working with the industry, these drivers have been determined to critically impact the skills requirements and competencies development of the project community. Our clients have thus realized the most significant value against these business drivers by focusing on the select project performance areas.



PRODUCTIVITY ON CAPITAL INVESTMENTS

Oil and gas companies are challenged with balancing capital project investment for long term growth against current market expectations. As reserves become increasingly inaccessible and expensive to get out of the ground, capital project investment will continue its meteoric rise, forcing the E&P organization to deal with enormous complexities in planning, scheduling, budgeting, and human capital management. Given the level of commitment and high cost of failure, it is essential to develop a robust capital decision framework to ensure that the right projects are identified, selected, and executed to full value.



HUMAN CAPITAL PRODUCTIVITY

The re-allocation of resources to meet regulatory requirements coupled with the rapid retirement of senior scientists, engineers, and project professionals is creating a talent crisis that threatens the very mission of oil and gas organizations. In addition to a strategic approach for recruiting and retention, it is critical to maximize the productivity of existing talent through thoughtful human capital development. A recent TwentyEighty Strategy Execution salary and development survey of oil and gas producers revealed that project management training initiatives generated an average ROI of 465%. Given the size and complexity of projects inherent to the industry and the impact of cost overruns and schedule slippages, this is likely a conservative calculation.



OPERATIONAL EFFECTIVENESS

Now more than ever, E&P organizations are struggling to balance aggressive cost reduction targets with increased expectations on production and the changing risk and compliance needs of the business. Similarly, the downstream organization is tasked with eliminating defects, increasing reliability and utilization of aging assets. Whether through turnarounds, process improvement initiatives, or new technologies and engineering solutions, increased operational effectiveness ultimately depends on improving project management effectiveness.



RISK, REGULATION AND COMPLIANCE

Oil and gas companies operate in a highly complex and uncertain environment. Multiple regulatory regimes, complex relationships between IOCs, NOCs, and local government agencies, changing geopolitical interests, and growing environmental and safety concerns each create a level of added risk. Whether for capital projects, facility turnarounds, or any initiative, strong risk management processes are essential for any project that interfaces with the business.

OUR SOLUTION

We help organizations manage capital project risk through the development of effective project portfolio management capabilities and the alignment of strategy to execution. From portfolio analysis to project prioritization and selection, we help clients align organizational objectives with operational capability through the implementation of sound Project Portfolio Management processes:

- Portfolio Risk Management
- Portfolio Prioritization
- Portfolio Budgeting and Resource Allocation
- Portfolio Monitoring & Control
- Portfolio Optimization
- Strategy Execution

OUR SOLUTION

Our singular focus is to help our clients build project-focused competencies. After three decades of working with project organizations in the world’s largest enterprises, we are capable of enabling clients to build organizational capabilities in the areas of:

- Project, Program, and Portfolio Management
- Requirements Management
- Sourcing and Contract Management
- Project Leadership Development

OUR SOLUTION

A clearly defined project management methodology with robust processes for requirements, estimation, cost control, and project monitoring, is essential to project effectiveness and ultimately to delivering on the operational improvement requirements of the business. TwentyEighty Strategy Execution provides training and support solutions for:

- Requirements Management
- Estimating
- Cost Control
- Scope Change Management
- Project Leadership Development

OUR SOLUTION

We help clients establish a strong risk management culture and develop robust processes for identifying, managing and mitigating risks in very dynamic and complex environments. Areas of concentration typically include:

- Eliciting and Documenting Risks
- Risk Analysis
- Risk Monitoring and Control
- Response Planning
- Contract and Vendor Management

Fueling Success in a Complex Energy Landscape

Volatile markets. Increasing global demand for energy. Aging workforce. Environmental concerns. Regulatory complexities. Emerging technologies. From the energy renaissance to supply sustainability, the opportunities and challenges facing oil and gas companies today are unprecedented.

A key to navigating such complexities and developing repeatable success is to find an informed perspective that can help organizations swiftly respond to challenges and best position themselves for the future. This is where we can help. We have been partnering with organizations around the world to address their most pressing business issues. Our portfolio of clients covers the depth and breadth of the industry ranging from oil and gas majors, to regional and national oil companies, and the multitude of services companies that support them.

Proving Business Value for Your Learning Investments

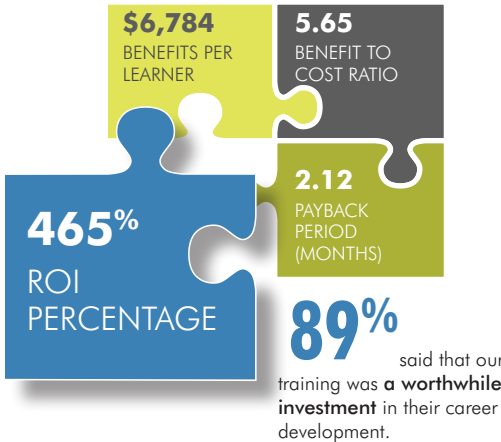
At TwentyEighty Strategy Execution, we know that learning investments must be linked to improved business performance. We asked 11,064 learners from the oil and gas industry who have trained with us since 2010 to rate how their training in project-related areas has impacted their business performance. And the numbers speak for themselves.

STRONG BUSINESS IMPACT FROM OIL AND GAS PROJECT RELATED TRAINING

Client learners from the oil and gas industry were asked to identify the business impact they had delivered back to the organization from their participation in TwentyEighty Strategy Execution training events.

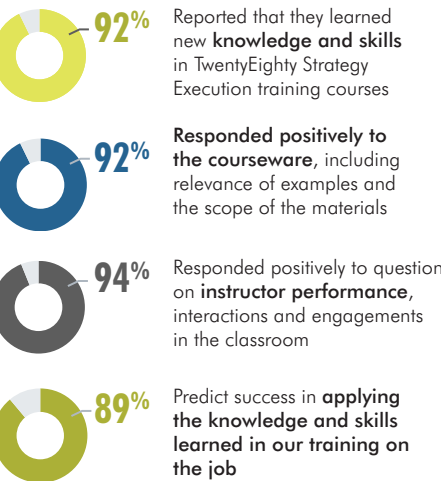


OUTSTANDING TRAINING ROI



The above refers to some standard financial return on investment calculations based on a learner predicted 8.48% improvement in job performance (adjusted for self-reported bias), a per student tuition cost of \$1,200, and an average project or contract manager salary of \$80,000. These results are based on information gathered immediately following their participation in a TwentyEighty Strategy Execution training event.

IMPROVED PERFORMANCE QUALITY AND EFFECTIVENESS



ACCELERATED PERFORMANCE IMPROVEMENT

