



\$250m savings

predicted by BP Angola

BP is one of the world's largest energy companies with more than 80,000 employees in 30 countries and revenues of \$375 billion. Operations in Angola have been underway for 40 years, predominantly made up of deepwater offshore interests. It is one of BP's six new profit centres for the group's exploration and production portfolio and home to 120 Procurement and Supply Chain Managers. BP is one of the largest foreign investors in Angola and aims to continue to recruit and develop Angolans to fill most positions in the business.

CIPS Corporate Award up-skills procurement and supply workforce

BP spends approximately \$60 billion annually with third parties. The role of the procurement and supply chain is to ensure they get the right products, services and goods to the right place at the right time and cost.

In Angola, a small market of talent with little experience presented BP with a serious challenge. It was with these limitations in mind that BP engaged CIPS to train its Angolan Procurement and Supply team.

CIPS' role was to develop and deliver a comprehensive training programme based on the needs of the business in this specific market.

The success of other CIPS programmes run throughout BP meant that alternative options were not considered

“ The CIPS Corporate Award has helped introduce compliance with current legislation and best ideas, and ensures that students are better equipped for the dynamic industry they work in. They are now more able to deal with important issues such as tenders and negotiations with suppliers - to drive value for BP. ”

Highlights

- BP Angola project savings of \$250 million following introduction of CIPS Corporate Award
- Met significant training challenges in developing country
- Training programme delivered to meet very specific market needs
- Measurable business benefits through improved management and evaluation skills.

Upskilling with CIPS for professional training

ABOUT BP

BP's core activities range from finding, drilling and extracting oil and gas, to moving, making and selling fuel products. BP has operated in Angola - one of the largest world-class oil producers in Southern Africa - for nearly 40 years. Angola has been an effective OPEC member since 2008 and currently holds the presidency of this organisation. BP Angola aims to be involved in the local Angolan community at every level and to bring real benefits to the country through engaging with stakeholders.

KEY FACTS

Revenues of \$357 billion

83,400 employees

17 million barrels of oil reserve

21,800 retail sites

16 refineries

Handling more than 2 million barrels per day

SPECIALISMS

Oil and gas extraction

Low-carbon power generation

Crude oil refining

Pipeline construction and maintenance

Fuel transportation

Fuel product creation

Why CIPS Corporate Award?

CIPS has run many successful learning and development programmes throughout BP and so was the first port-of-call for BP's operations in Angola.

The pool of procurement and supply chain talent in Angola is particularly small, making training and development a critical requirement. In developing countries, access to high quality procurement training is limited or non-existent as are qualified personnel. Typically a manager works with a very limited number of properly trained, local people, hence the role of CIPS was to develop and deliver a training programme based on the needs of the business in this very specific market.

Benefits of CIPS Corporate Award

BP Angola has approximately 40 people on the CIPS Corporate Award programme. Several have graduated to MCIPS which has helped them progress in BP to higher positions of Team Leads or Sub Team Leads. The additional skills have allowed students to develop into procurement professionals who are more able to conduct tenders, evaluate the responses, recommend contract awards and manage the supplier more professionally. They now know how to analyse the market in relation to supply demand, use tools such as Kraljic to analyse the suppliers within the markets, conduct Porters 5 Force analysis, and help to drive the total cost of ownership for BP, ensuring value creation.

- **Talent:** Well trained professional teams are priceless helping to unlock potential, develop expertise and increase talent management opportunities
- **Business improvement:** CIPS Corporate Award is proven to deliver marked business development and significant improvement in professionalism and knowledge
- **Behaviour:** CIPS Corporate Award helps bring about positive changes in performance, attitude and behaviour that greatly benefit organisational reputation
- **Accreditation:** The award provides a route to professional membership status - MCIPS – the globally recognised standard in procurement and supply
- **Value:** The CIPS Corporate Award delivers proven ROI and other measurable cost benefits from practical, work based projects.

“ BP has aggressive targets and is expected to save around \$250 million in the Angola segment alone. ”



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