

Working together

to develop consistent international procurement practices

CIPS and Total E&P worked in close partnership to deliver structured, relevant and tailored training, leaving participants feeling proud of their achievements and capabilities within their role.

Highlights

- Clearer understanding of the procurement process
- Better understanding of the use of relevant IT tools
- A sharper focus on accountability

Total E&P is one of the world's leading energy operators, active in every aspect of the oil and gas industry. It focuses on three business segments: Upstream, which includes oil exploration and production, natural gas activities and new energies; Refining & Chemicals, including refining, petrochemicals, base chemicals and fertilisers; and Marketing & Services, comprising the supply and marketing of petroleum products.

Collaborating to design a Tailored Skills Training programme

With an already-robust training programme in place, Total E&P wanted to strengthen its offering to employees worldwide. A close collaboration with CIPS was established to ensure quality assurance, consistency and continuity across all continents via a Tailored Skills Training programme. The end result was the Contracts and Procurement (C&P) Fundamentals – Basic course, a five-day course delivered by trainers from both Total E&P and CIPS.

At the end of the course, delegates take an assessment, with a score of at least 70% necessary to be awarded the diploma. The programme is mandatory for all of Total's procurement staff worldwide. The collaboration grew from strength to strength, with CIPS accommodating and respecting Total's in-house processes and terminology, proving to be a trusted and valuable partner in developing and delivering training on a global scale.

“ Total's management identified the need for this training, and by working closely with CIPS, we have engaged our people through a lively and memorable course.

PAUL GALICE, CONTRACTS & PROCUREMENT DIVISION, TOTAL

Creating a consistent global approach through close collaboration

Why CIPS Tailored Skills Training?

Total E&P were looking for a strong collaborator who could ensure their course content was relevant and robust. CIPS worked very closely with Total E&P to examine and monitor every aspect, ensuring the course was to an acceptable and consistent level of quality.

The international scope of Total E&P's operations meant it was key for the training to deliver a relevant and consistent message worldwide. Together, Total E&P and CIPS grew their working relationship into a strong, trusted collaboration which is now being extended into developing intermediate and advanced training. The success of the course stems from the powerful combination of strong drive from Total E&P's management, expert advice from CIPS and an enthusiastic response from participants. Those who undertake the training learn the steps of the purchasing process, understand the role of everyone involved in each step, discover the most effective methods and tools to achieve an efficient purchase, get to grips with the C&P IT tools and understand the roles and contributions of all C&P specialties.

Benefits of CIPS Tailored Skills Training

- **Relevance:** The Tailored Skills Training is designed to fill specific knowledge gaps and meet your desired outcomes. Course content is bespoke, tailored directly to your organisation
- **Skills:** Your workforce is upskilled via highly effective training
- **Interaction:** A strong focus on team working and collaborative learning leads to improved co-working
- **Development:** Each employee's potential is fully realised through training designed to accommodate different learning styles
- **Efficient:** All of our courses are designed to fit around your team's working patterns.

ABOUT TOTAL

Operating in more than 130 countries and with over 99,000 employees, Total E&P has facilities and shareholders right across the globe. It has exploration and production activities in more than 50 countries and produces oil and gas in 30 countries.

KEY FACTS

Fifth largest publicly traded international oil and gas company in the world

The number one marketer in Africa and the Middle East

Retail network of 15,425 service stations

Produces 2.3 million barrels of oil equivalent per day

Refining capacity of 2 million barrels per day (as end of 2012)

SPECIALISMS

Oil exploration and production

Natural gas and new energy exploration, including solar and biomass

Refining and chemicals

Oil and gas trading

Shipping activities

Supply and marketing of petroleum products

604 C&P employees trained to date from...

36 affiliates and... **32** different countries...

722 procurement staff worldwide will ultimately be trained

CONTACT US

Europe: +44 (0)1780 756777 • Africa: +27 (0)12 345 6177

Asia Pacific: +65 6403 3940 • Australasia: +61 (0)3 9629 6000 • MENA: +971 (0)4 311 6505

Email: corporate.solutions@cips.org • www.cips.org/tailored-skills-training