

# Commercial Awareness Course

## Perth, Western Australia



*This three day course focuses on commercial aspects of the subsea energy sector. It is suitable for anyone new to the industry, technical professionals who require a better understanding of commercial imperatives or for those professionals who want a refresher in commercial aspects of the subsea industry.*

*The course programme is designed by practicing professionals and will be presented by industry experts.*

<b>Monday</b>	<b>Tuesday</b>	<b>Wednesday</b>
<i>Morning (08.30 -12.00)</i>	<i>Morning (08.30 -12.00)</i>	<i>Morning (08.30 -12.00)</i>
<u>Overview</u> Major operators, subsea contractors, industry bodies and unions, relevant legislation  Tea break  <u>Closing the loop</u> Introduction of Case Study  <u>Risk Analysis and Mitigation</u> Risk types Risk identification Risk analysis	<u>Tendering in Oil and Gas</u> Project life cycle Request for tenders Review objectives Preparation of tender documents Evaluation of submitted tenders  Tea break  <u>Tendering in Oil and Gas (cont)</u> Responding to tenders Subcontracting Pre-qualification	<u>Contracts in Oil and Gas</u> Key terms and principles  Tea break  <u>Insurance</u> Types of insurance including workers compensation, employers liability, contractor's equipment, marine hull and machinery, marine protection and indemnity insurance regimes
<i>Afternoon (13.00 – 16.30)</i>	<i>Afternoon (13.00 – 16.30)</i>	<i>Afternoon (13.00 – 16.30)</i>
<u>Risk Analysis and Mitigation</u> Risk Mitigation strategies  Tea break  <u>Finance and Tax</u> Project evaluation techniques Project tax issues  Tea break  <u>Industrial Relations</u> Issues to be aware of Recent trends Lessons learned	<u>Contracts in Oil and Gas</u> How contracts fit into the project structure Unique requirements for the subsea industry  Tea break  <u>Contracts in Oil and Gas</u> Different types of contracts Industry specific contracts such as BIMCO charter parties and IMCA ROV/Survey terms Contractual negotiations and battle of forms tactics	<u>Closing the loop</u> Case study combining newly gained knowledge  Tea break  <u>Closing the loop continued...</u> Case study combining newly gained knowledge
18.00 Course Dinner		

*For additional information please contact Wendy Buchanan at [Wendy.Buchanan@SubseaEnergyAustralia.com](mailto:Wendy.Buchanan@SubseaEnergyAustralia.com).*

*Presentation from industry professionals kindly supported by the following companies:*



## **Registration Information: Commercial Awareness Course**



### **Course Dates & Location:**

14<sup>th</sup> to 16<sup>th</sup> November 2011 – Ibis Perth, 334 Murray Street, Perth  
12<sup>th</sup> to 14<sup>th</sup> March 2012 – Ibis Perth, 334 Murray Street, Perth  
16<sup>th</sup> to 18<sup>th</sup> July 2012 – Ibis Perth, 334 Murray Street, Perth

### **Registration Fee**

Members :: \$1,650 (incl GST)      Non-members :: \$1,950 (incl GST)  
Fee includes course material, lunch, tea/coffee and course dinner on the first evening.

### **Payment Methods**

Credit Card or EFT only; please provide your details below.

### **Cancellations**

Cancellations less than 7 days prior to the course cannot be refunded.

Please return form by email to [Wendy.Buchanan@SubseaEnergyAustralia.com](mailto:Wendy.Buchanan@SubseaEnergyAustralia.com)

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### **REGISTRATION**

Please indicate on this form which of the 2011/2012 Courses you wish to attend. Further information will be sent out closer to the course date.

14<sup>th</sup> to 16<sup>th</sup> November 2011       12<sup>th</sup> to 14<sup>th</sup> March 2012       16<sup>th</sup> to 18<sup>th</sup> July 2012

Name \_\_\_\_\_  
Company \_\_\_\_\_  
Purchase Order \_\_\_\_\_  
Address \_\_\_\_\_  
Email \_\_\_\_\_ Contact Phone \_\_\_\_\_

### **VISA PAYMENT**

Credit Card (VISA / Master) Number: \_\_\_\_\_ Expiry Date: \_\_\_\_\_  
Name on Card : \_\_\_\_\_

Signature: \_\_\_\_\_

### **EFT PAYMENT**

Commonwealth Bank

Subsea Energy Australia

BSB: 066 007

Acc: 1017 5920

Payment Identification: \_\_\_\_\_

An invoice is required: **Yes / No**

Numbers are limited and registration is on a first come first serve basis.

If you want to receive future mailings from Subsea Energy Australia, you may subscribe by emailing Wendy Buchanan at [wendy.buchanan@SubseaEnergyAustralia.com](mailto:wendy.buchanan@SubseaEnergyAustralia.com) or clicking on the link on the home page of [www.SubseaEnergyAustralia.com](http://www.SubseaEnergyAustralia.com).