



PROJECT 100 N40 BENEFICIARY INAUGURATION CEREMONY



February 2021



PROJECT 100 N40 INAUGURATION

Overview of Project 100

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“Opportunities don’t
happen, **you create
them**”

- Chris Grosser



Project 100 aspires to develop wholly owned oil and gas service providers into large scale players of the future...



The Project 100 mandate

Project 100 strives to nurture wholly owned oil and gas service providers, in a competitive and sustainable way through targeted interventions, into larger scale players that create high impact.



“...Wholly Owned Oil and Gas Service Providers...”

Organisations which are wholly owned by Nigerians without international affiliations except for technical partnerships...

“...Targeted Interventions...”

Non-financial strategic and structured business support

Create linkages to financial institutions for financial support -asset finance and working capital...

“...Larger Scale Players...”

Players that will generate above N500 million per annum in turnover...

“...Create High Impact...”

Local Content Development, Local Industry Mobilisation, Economic Transformation, Industry Innovation, Job Creation, Wealth Generation, Social Responsibility...

**Medium Scale
Players**

Growth Path



Growth Path

**Large Scale
Players**

To achieve this aspiration, Project 100 developed targeted interventions to be deployed to beneficiaries via its supplier development programmes (SDP):



Non-Financial Interventions

Provision of non-pecuniary intervention such as strategic business/ technical support, access to market, etc. to beneficiaries to promote local capacity development



Access to Market

- Access to Existing Market
- Opportunities to Access New Markets.

Capacity Building - TBMS

- Technical Capacity Building
- Business Performance Improvement (BPI) services

Research & Devt.

- R&D collaboration between industry, research centres and universities.

Business Insights

- Open knowledge repository containing essential information and data accessible to beneficiaries.

Policy Interventions

- Drive relevant advocacy for policy recommendations that unlock some of the challenges identified by the beneficiaries.

Financial Interventions

Provision of relevant linkages for the provision of actual financial/ pecuniary interventions to beneficiaries for well targeted initiatives that promote local content development



Access to Finance

- Provision of letters of introduction to be included in beneficiary application for intervention funds.
- Support with packaging and conducting readiness reviews of beneficiaries applications for funds.

Partnership & Collaboration

- Highlight collaborative opportunities to enable beneficiaries acquire new capacities and take on larger projects.



Project 100 Beneficiary Selection Journey...

Project 100 was conceptualised to develop 100 beneficiaries, however, only 60 beneficiaries emerged (F60) from the selection process in 2018...

...a similar selection exercise was undertaken in 2020 with a wider pool of applicants and the Next 40 beneficiaries (N40) have now emerged from that process...

Commencement of
the Project 100
Beneficiary Selection
Process



November 2018

January 2019



Selection of the First
60 Beneficiaries
(F60)

Selection of the Next
40 Beneficiaries
(N40)

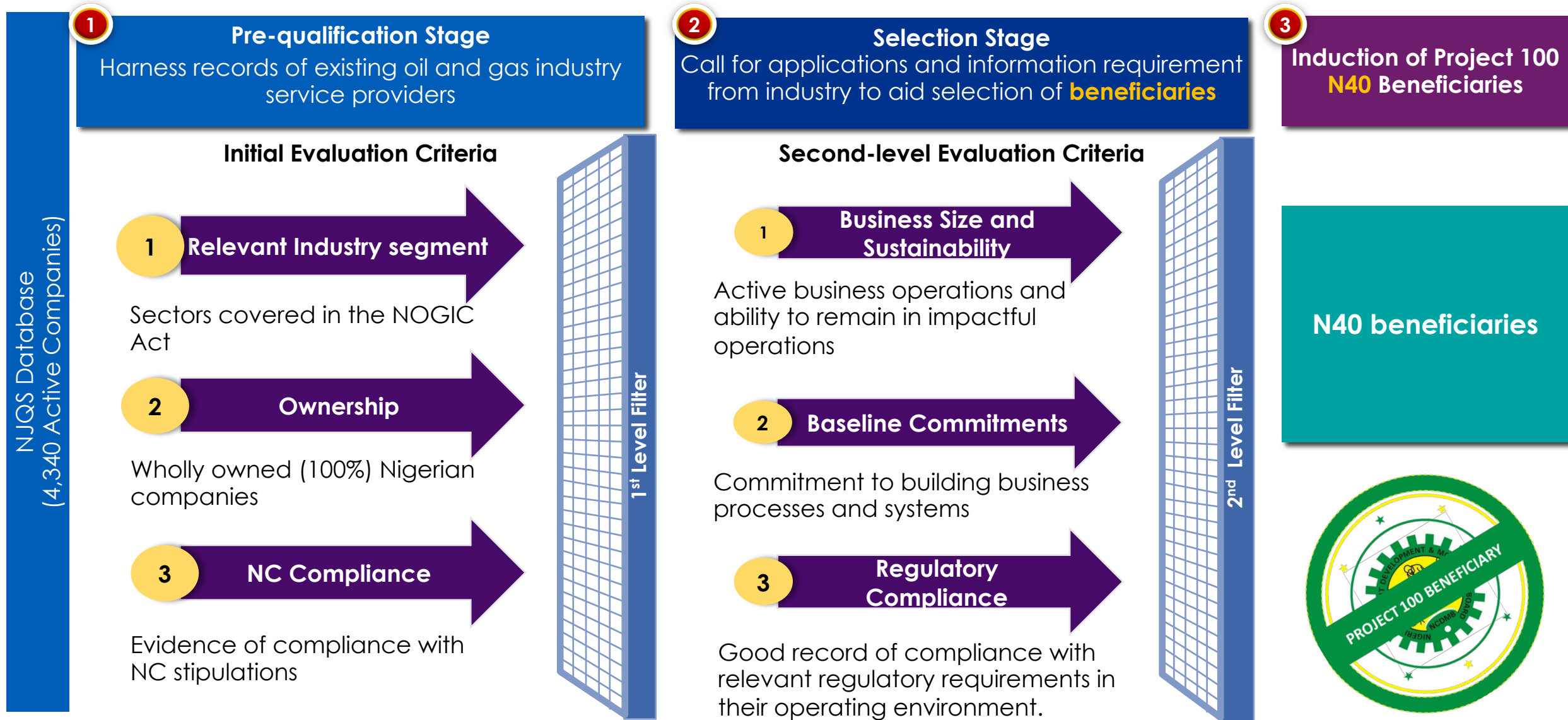


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100 Project 100
Beneficiaries

The N40 beneficiaries were selected through a transparent process run in two phases...

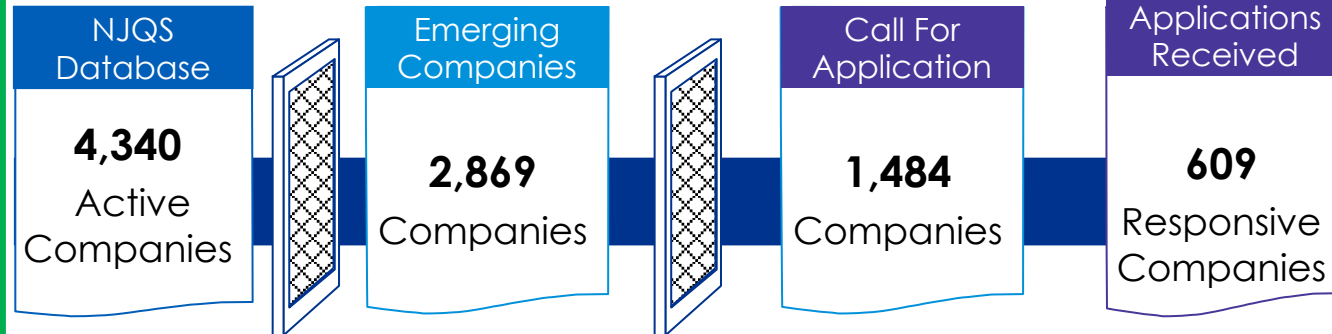




Following the rigorous selection exercise the N40 beneficiaries emerged having achieved the defined minimum evaluation threshold...

Prequalification Stage

First Level Evaluation Criteria



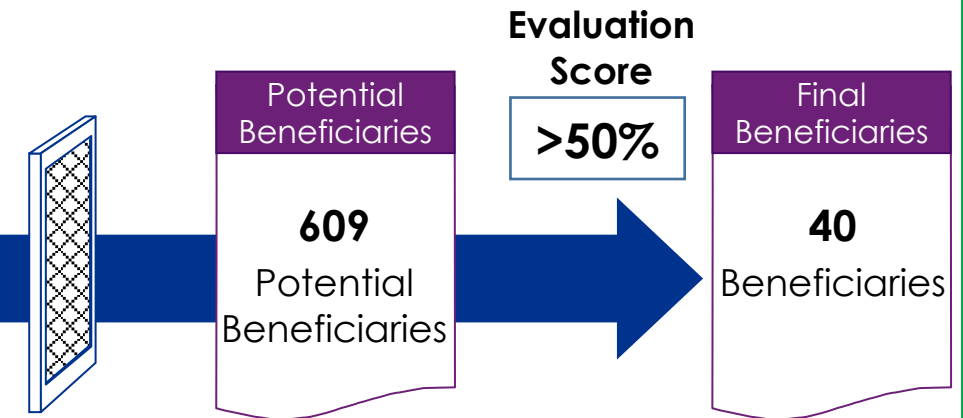
- Ownership
– **1,471 Companies**

- NC Compliance
- Priority Service Areas

- **2 weeks** submission deadline (1 – 14, July 2020)

Selection Stage

Second Level Evaluation Criteria



- Business Size & Sustainability
- Baseline Commitments
- Regulatory Compliance

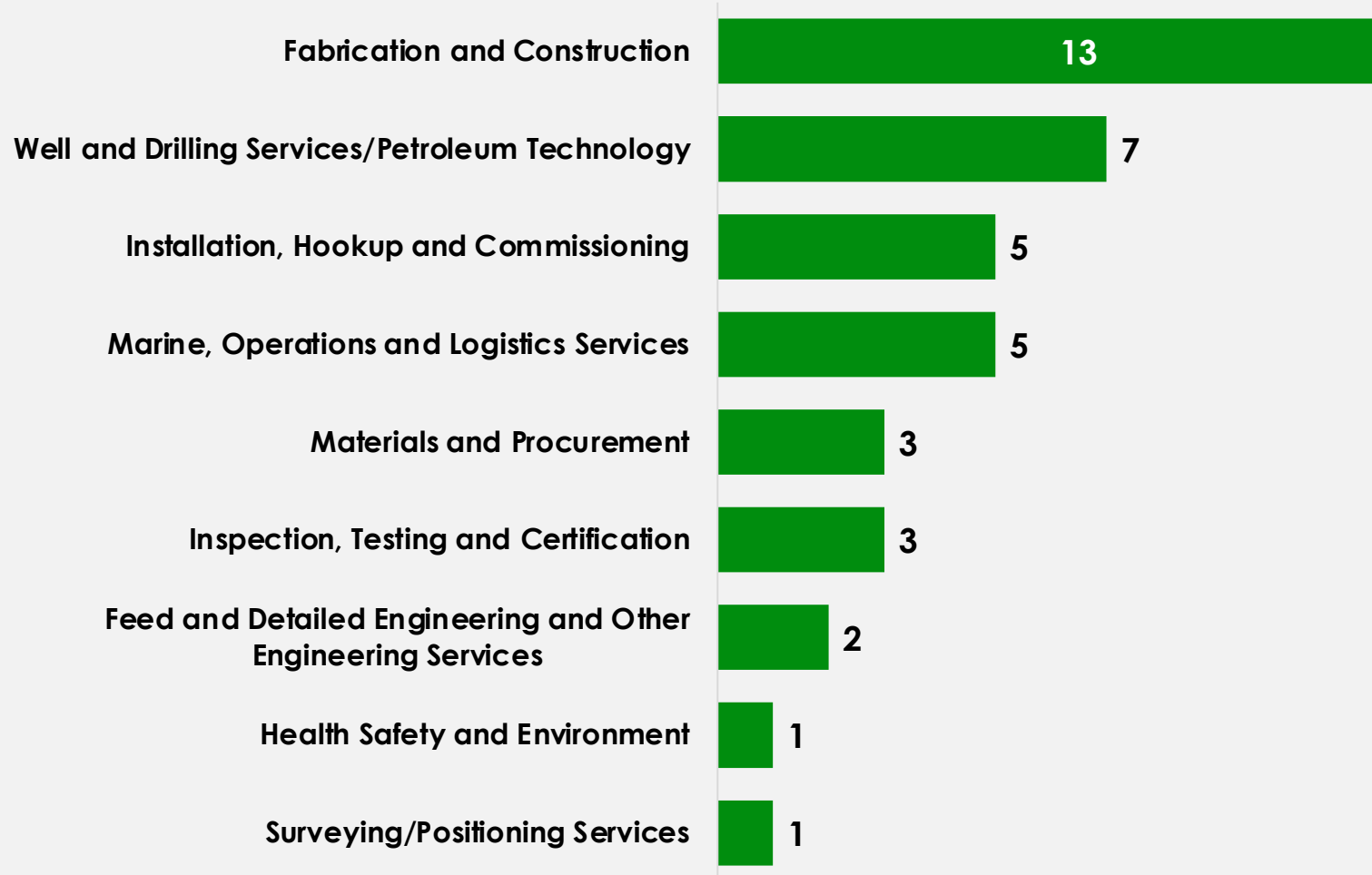


Highlights of the N40 beneficiaries of the Project 100 initiative...

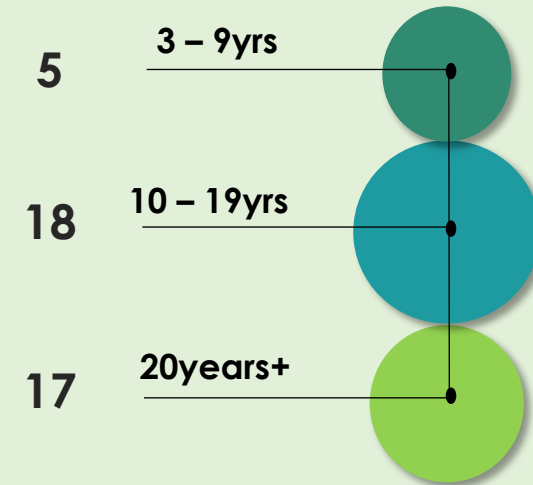
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Service Companies

Primary Service Areas of Beneficiaries



Operating Period (18 Years Combined Avg.)

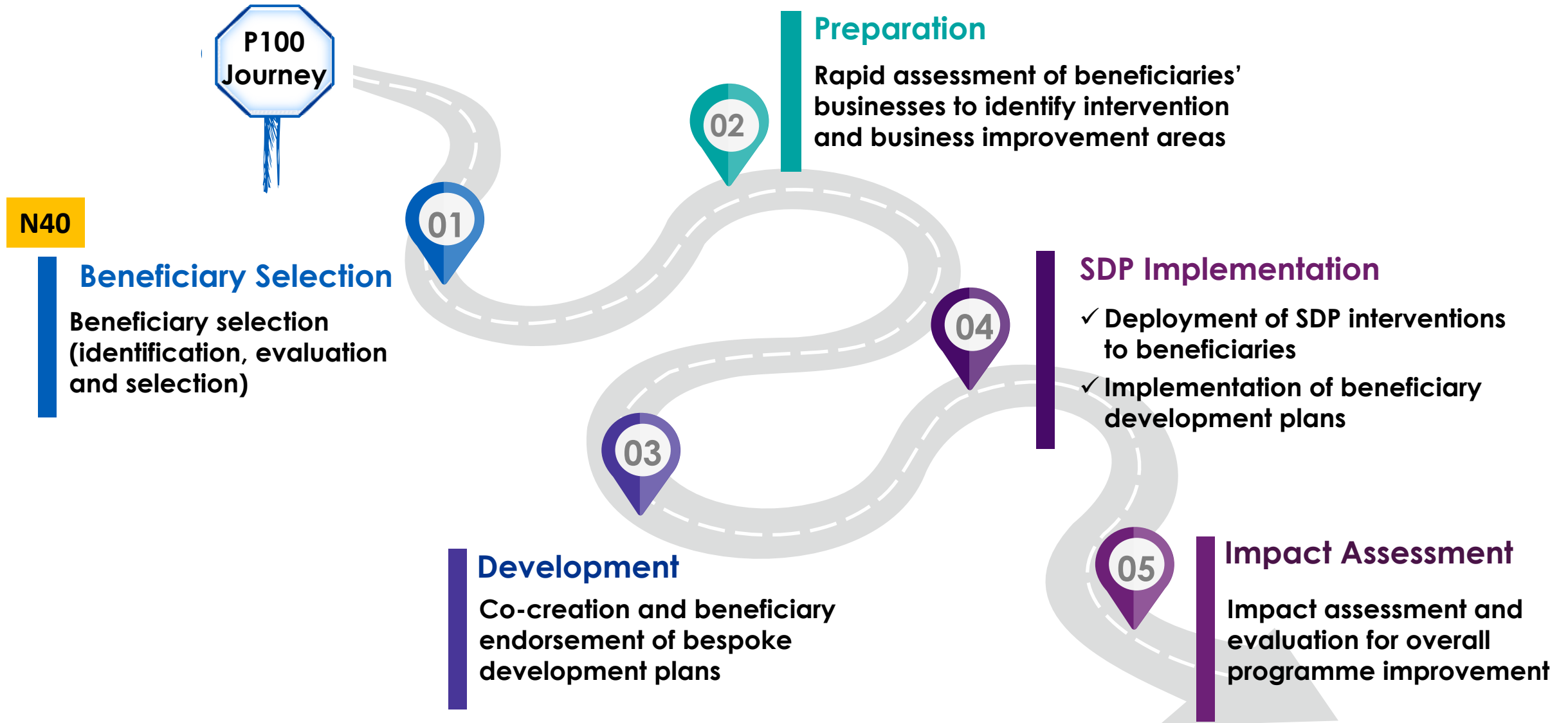


Number of Employees – 1,619 combined



1 – 10 Staff	6
11 – 50 Staff	25
51 – 200 Staff	8
Above 200 Staff	1

The N40 beneficiaries will go through the bespoke Project 100 implementation cycle...





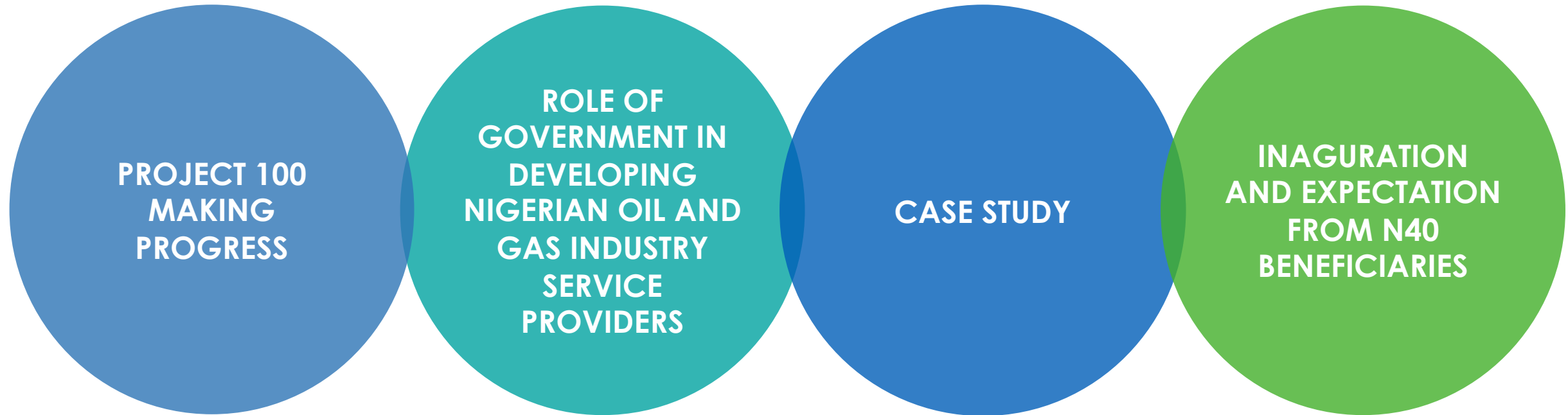
PROJECT 100 N40 INAUGURATION

Keynote Address & N40 Inauguration

Presentation by
Engr. Simbi K. Wabote
Executive Secretary, NCDMB

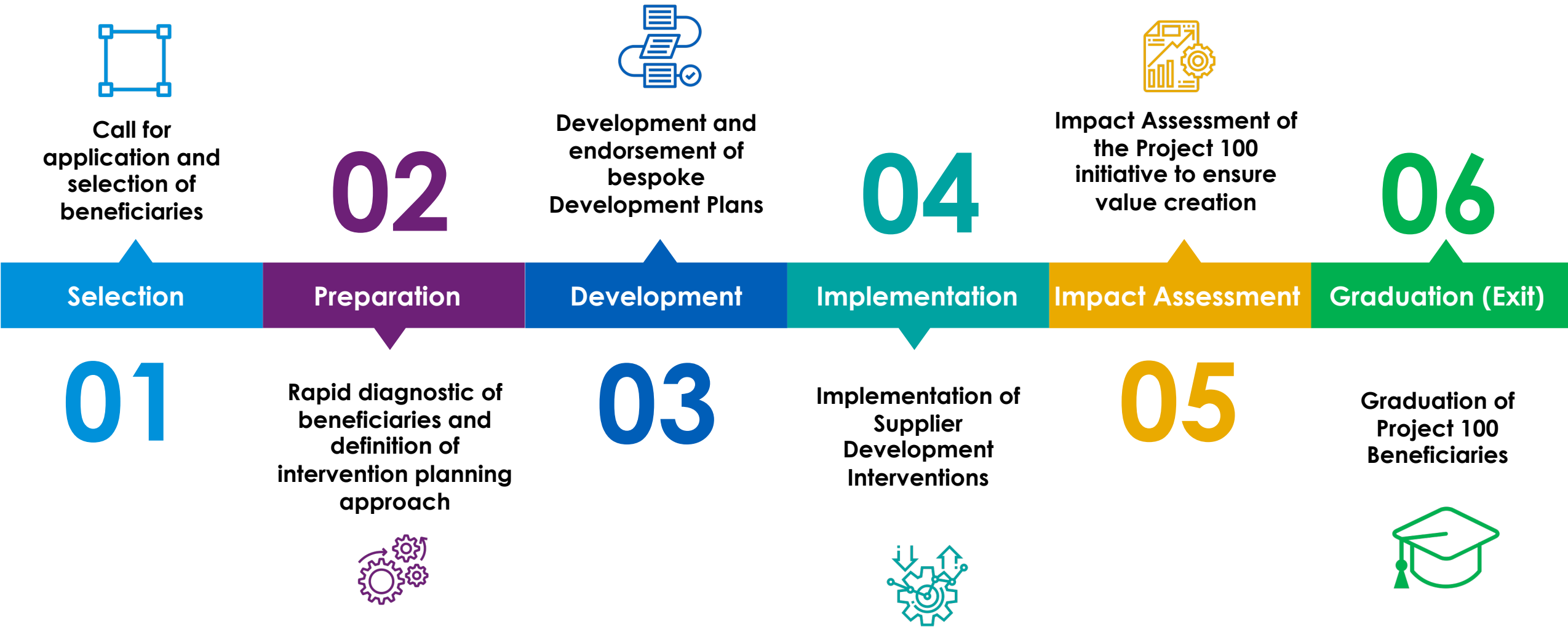
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Outline





Project 100 has evolved as a credible Supplier Development Programme.....



The successful implementation of Project 100 SDP portends significant opportunities for deepening Nigerian content development and impacting the wider economy...

Increased Contribution of Oil & Gas Sector to GDP

Increased activity of beneficiaries to the oil & gas industry contribution to GDP

Job Creation

Growth in number of skilled, semi-skilled & unskilled labour required by beneficiaries in response to increased operations.

Access to Market

Creation of seamless gateway between beneficiaries and service delivery opportunities



Increase Retention of Industry Spend

Growth in in-country value as a result of enhanced local capacity/ capability.

Competitive Substitution of Imports

Development of a pipeline of competent indigenous oil and gas service companies, thereby minimizing need for foreign or expatriate services.

Drive Industrialisation Opportunities

Promotion of enterprise capacity development and acceleration of the transfer of knowledge, skills and technologies to beneficiaries.

Role of the Government in developing Oil and Gas service providers...

Regulatory

Formulation and implementation of policies that will attract and sustain investments in key economic activities

Developmental

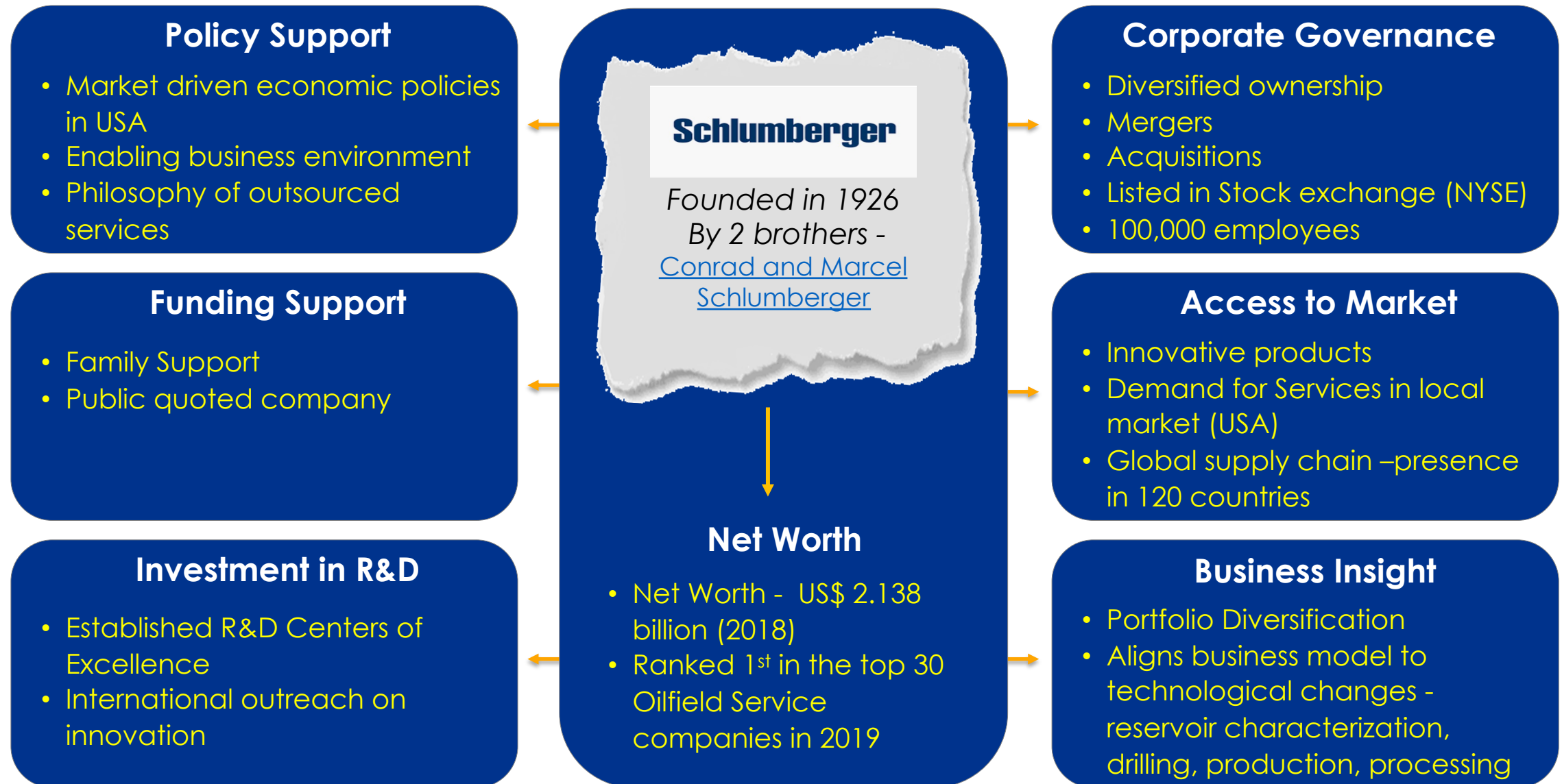
Provision of the economic and social capital necessary for the growth of industries and the production capacity within the economy.

Promotional

Promotion of enabling business environment to drive patronage of locally made goods

Case Study - Insights from Schlumberger

Schlumberger





■ **Action is the difference maker.** Remember that. If you're ready to take a big step forward, seek an open door as if your life depended on it. **When you find it, go in bold and make it count.**

- Simon Black

The N40 project 100 beneficiaries have a unique opportunity to be a part of the Project 100 initiative and must make it count!



First 60 Beneficiaries have benefitted from key interventions

Development and implementation of bespoke development plans for the beneficiaries to improve critical business capabilities

Sponsorship of beneficiaries to the Nigerian Oil & Gas Opportunity Fair (NOGOF) 2019 – 91% being first time attendees

Collaboration with MPR for sponsorship of 6 beneficiaries to the 2019 Global Petroleum Show in Canada

Collaboration with a beneficiary on the setup of a technology solution Centre for Refinery and Petrochemicals

2-week technical training of beneficiaries on Subsea Systems and FPSO

9 Access to Market Workshop sessions between beneficiaries and major oil & gas operators

Successful inclusion of 46 beneficiaries in NLNG supplier data base

1-day Business mentorship training

2-week Project Production Management training to enhance project management skills



What N40 beneficiaries should expect...

Bespoke development plans to improve critical business capabilities

Participation in local oil & gas opportunity fairs and strategic events

Collaboration with critical industry stakeholders for participation in relevant global oil & gas events

Access to market opportunities with oil & gas operators on industry projects

Technical and business performance improvement capacity programmes

R&D Collaboration
(\$50 Million NCRDF)

Access to critical industry and operational insights, information and data

Drive relevant advocacy for policy recommendations that unlock some of the challenges identified by the beneficiaries.

Access to finance for qualifying organizations
\$350 million NCIF
\$30 million Working Capital Fund



Our expectations from Project 100 Beneficiaries...1

Take ownership of your development throughout the programme

Nominate a Project 100 champion (Snr Mgt level) within your organisation to drive engagements



2



3



4

Be proactive in accessing Project 100 interventions

Ensure active participation and commitment to Project 100 at the c-level of your organisation



1



5



Maintain direct contact with the Project 100 PMO for clarification and resolution of all issues

Our expectations from Project 100 Beneficiaries...2

02

Quality Assurance

Maintenance of a desired level of quality in the service or product offered to clients (IOCs or Independents).



03

Compliance

Compliance with all regulatory requirements (industry and business) in our operating environment

01

Governance

Adopting standards, practices and processes to enable effective decision making and accountability.

04

Sustainability & Growth

Instituting sustainable business and operating models that can sufficiently drive and maintain business operations





Final thoughts for consideration...

Growth



How do I scale to meet the requirements of the Oil and Gas industry?

Adaptability



How will I navigate and respond to a VUCA* world and the twin shocks?

Access to Market



How will I establish market credibility and sustainable opportunity pipeline?

Quality Service Delivery



How do I upskill to meet quality and technical standards of the sector?

Resilience



How will I build an organisation that will last 100 years?



Thank You for Joining

	<i>Contact us</i>	
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