

# Partnership in the oil and gas industry

*Addressing the challenges and  
lessons learned from  
partnering with the Private Sector*

CSD Partnership Fair - May 2007

## What is IPIECA?



- Global association improving environmental and social performance in the oil and gas industry
  - Founded 1974
  - 29 national/multi-national companies; 12 associations
- Interface with UN & International Organisations
- Tackling Global Issues:
  - Climate Change
  - Biodiversity
  - Social Responsibility
  - Oil Spill Preparedness & Response
  - Health
  - Operational, Fuels and Product Issues
  - Sustainability Reporting

## IPIECA Aims



- Inform members of issue development
- Represent member views
- Improve industry performance by promoting and sharing good practice through:
  - International workshops
  - Authoritative reports
  - Channel of communication with UN
  - Forum for open dialogue
  - Stakeholder engagement
  - Partnerships

## Outline



- Introduction to IPIECA Partnership publication
  - Objectives
  - Contents
  - Case studies
- Focus on
  - A few selected partnerships
- Benefits of working in partnership
- Practical tips for effective partnership

## Partnerships - IPIECA Objectives

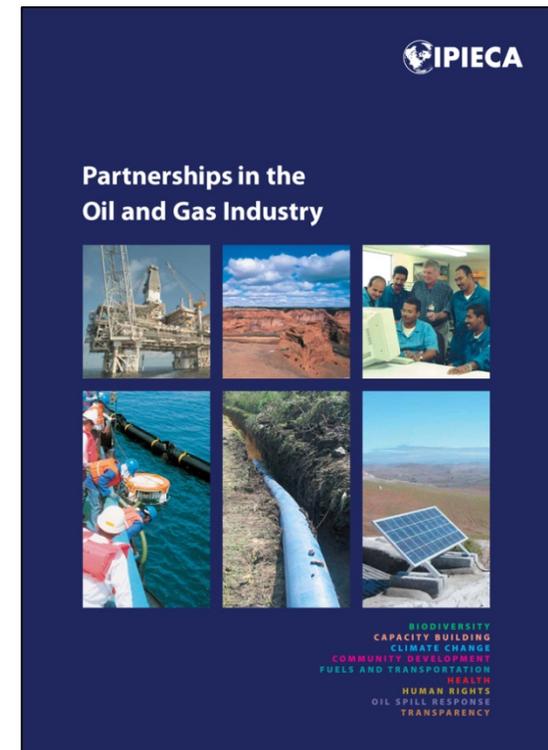


- To communicate how the oil and gas industry is using partnerships to contribute to sustainable development
- To explore the partnering process through challenges and lessons learned identified by IPIECA members and their partners
- To provide practical tips for oil and gas managers engaging in any stage of the partnering process

# Publication content



- Lessons from the case studies
  - Benefits of working in partnership
  - Practical tips for effective partnerships
- 40 case studies organised by theme as follows:
  - Biodiversity
  - Capacity Building
  - Climate Change
  - Community Development
  - Fuels and Transportation
  - Health
  - Human Rights
  - Oil Spill response
  - Transparency



# Key to case studies



- The case studies can be searched by a number of

Partnerships in the Oil and Gas Industry - An IPIECA publication

### Key to the case studies

**Theme:**

- Biodiversity
- Capacity building
- Climate change
- Community development
- Fuels and transportation
- Health
- Human rights
- Oil spill response
- Transparency

**Partners:**

- GOV = government
- IGO = intergovernmental organizations
- NGO = non-governmental organizations
- O&G = multiple oil and gas
- B&I = business and industry
- RI = research institution
- COM = community groups

The case studies	Key words	Partners	Level	Location	The companies	Page no.
<b>Biodiversity</b>						
The AgriBioDiversity Project in Italy	environmental ma	NGO • O&G • RI	national	Europe	Eni	
The Save The Tiger Fund	endangered specie	NGO	international	Asia	ExxonMobil	
Developing a Biodiversity Action Plan in Peru	pipelines; sustaina	GOV • NGO • COM	national	South America	Hunt Oil	
The Energy and Biodiversity Initiative	integrated plannin	NGO • O&G	global	global	Industry	
Environmental Preservation in the Arabian Gulf	marine ecosystems	GOV • RI	regional	Arabian Gulf	Saudi Aramco	
Monitoring and assessment of biodiversity in Gabon	environmentally pe	RI	local	Africa	Shell	
The Port-Cros National Marine Park, France	sustainable manag	GOV • NGO • RI • COM	local	Europe	Total	
Marine Biodiversity and Coastal Livelihoods Project in Indonesia	sustainable livelie	NGO	local/provincial	Southern Asia	Unocal	
Expanding a water pipeline network in Egypt	infrastructure; com	GOV • O&G • B&I • COM	local	Africa	BG	
Building NGO capacity for pipeline monitoring in Azerbaijan	international moni	O&G • NGO	national	Caspian	BP	
Sustainable development in the Gulf of Paria, Venezuela	local economic de	GOV • IGO • NGO • COM	local	South America	ConocoPhillips	
The Emergency Medicine Development Initiative in Azerbaijan	pipeline const	GOV • NGO • B&I	local	Central Asia	Hess	
<b>Capacity building</b>						
<b>Climate change</b>						
<b>Community development</b>						
<b>Fuels and transportation</b>						
<b>Health</b>						
<b>Human rights</b>						
<b>Oil spill response</b>						
<b>Transparency</b>						

# Partnerships Portal





## Partnerships Portal



- Home
- Full Case Study List
- Search Case Studies
- Further Resources
- Contact

The 2002 World Summit on Sustainable Development marked an increase in the number of partnerships targeting sustainable development goals. Partnerships have since been highlighted as an important cross-cutting theme and enabling mechanism.

The IPIECA Publication, *Partnerships in the Oil and Gas Industry (2006)* communicates how the oil and gas industry is using partnerships to respond to challenges of meeting global energy demand and to contribute to sustainable development. The publication explores the partnering process through challenges and lessons learned identified by IPIECA members and their partners in the forty case studies featured.

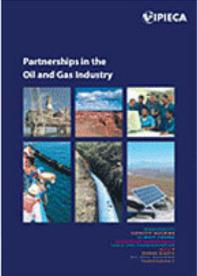
Please use the menu above to **search** the case studies by different criteria (company, type of partner, geographical area, level of partnership), or to **download** individual case studies. Communications materials and further resources are also available from the portal via the links below and above.

Download the IPIECA partnerships publication & key extracts:

- Partnerships in the Oil and Gas Industry (PDF, 11MB)
- Key to case studies (PDF, 58KB)
- Benefits of partnerships (PDF, 258KB)
- Practical tips for effective partnering (PDF, 96KB)

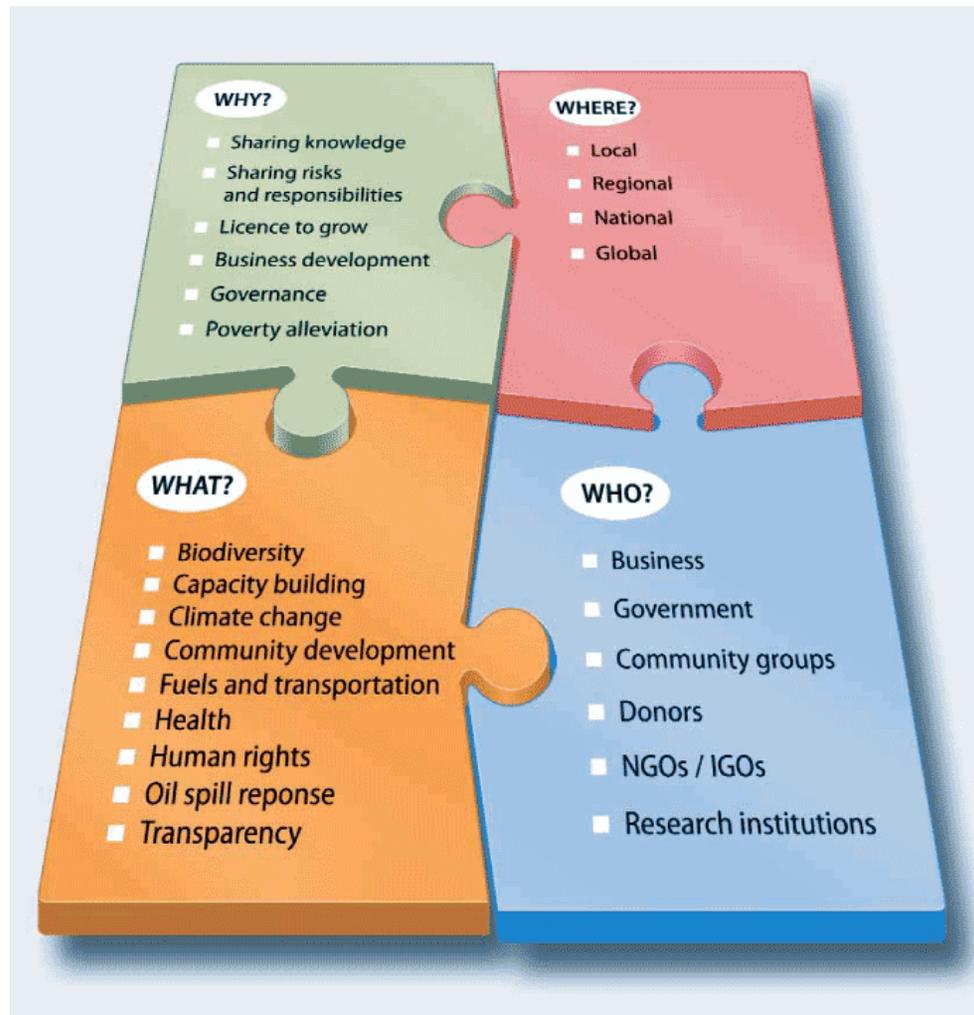
Download communications materials:

- 1 page summary of publication for membership (PDF, 266KB)
- Presentation slides to introduce the publication (short) (coming soon)
- Presentation slides on partnerships in the oil and gas industry (coming soon)

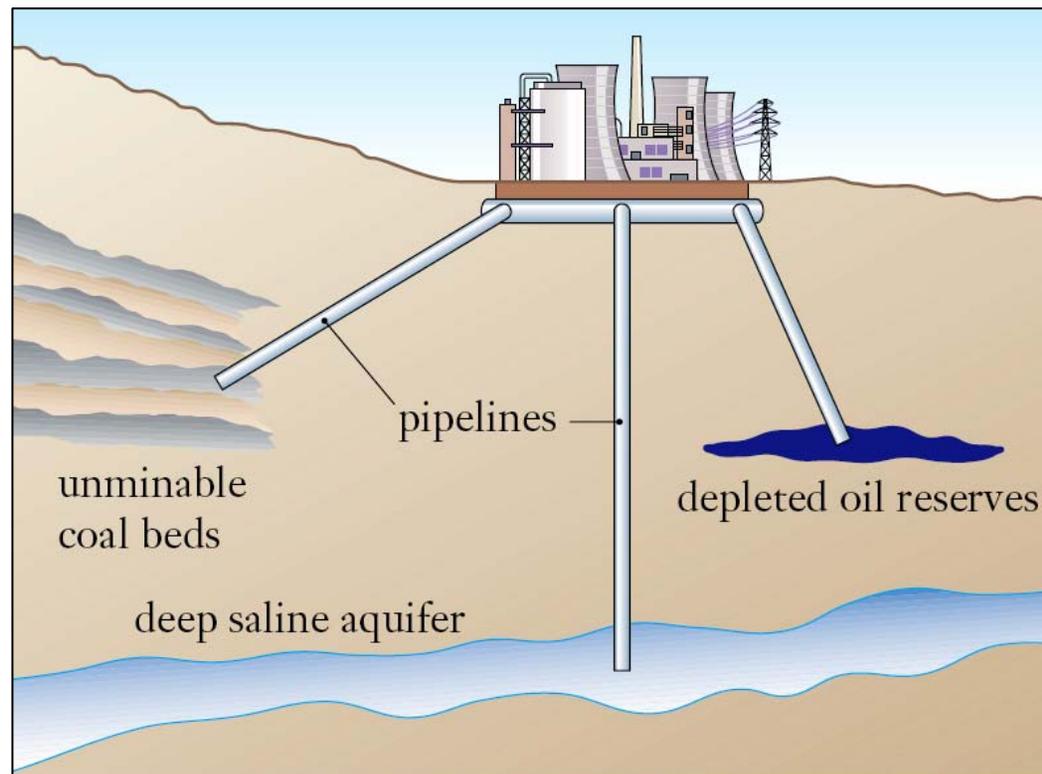


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# Partnerships in the O&G industry



# Carbon Capture Project (CCP)



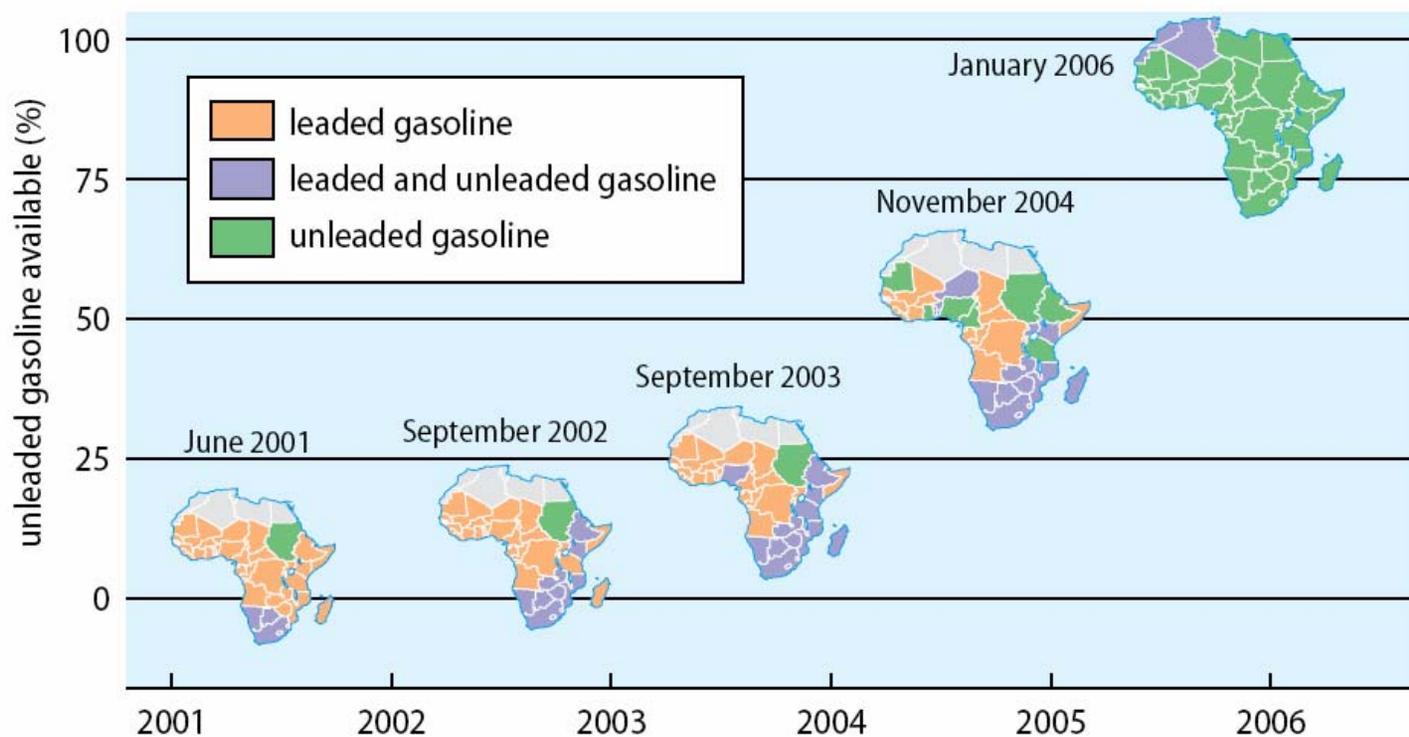
# Global Gas Flaring reduction (GGFR)



# 'Well-to-Wheels' study



# Partnership for Clean Fuels and Vehicles (PCFV)



## Benefits of working in Partnership (1)



- Stepping more safely into the field of sustainable development
- Delivering higher quality project outcomes
- Promoting long-term sustainability of projects
- Facilitating development and growth of projects
- Improving stakeholder engagement

## Benefits of working in Partnership (2)



- Creating open communication channels with local communities
- Contributing to local economic development of host communities
- Contributing to wider regional or global sustainable development efforts

## Practical tips for effective partnerships (1)



-  Partnership drivers
-  Partner selection
-  Partnership building

## Practical tips (2)



-  Managing the partnership
-  Evaluating the success of the partnership
-  Agreements and contracts
-  Exit strategies and moving on

## Conclusion



- 3 golden rules
  - Build on shared values – because successful partnerships are value driven
  - Be creative – because every partnership is unique
  - Be courageous – because all partnerships involve risk
  
- Please visit our website
  - [www.ipieca.org](http://www.ipieca.org)