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 criteria:
Partnerships Portal

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, 265kB)
- Presentation slides to introduce the publication (short) (coming soon)
- Presentation slides on partnerships in the oil and gas industry (coming soon)
Partnerships in the O&G industry

- **WHY?**
  - Sharing knowledge
  - Sharing risks and responsibilities
  - Licence to grow
  - Business development
  - Governance
  - Poverty alleviation

- **WHERE?**
  - Local
  - Regional
  - National
  - Global

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

- **WHO?**
  - Business
  - Government
  - Community groups
  - Donors
  - NGOs / IGOs
  - Research institutions
Carbon Capture Project (CCP)
‘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
2. Partner selection
3. 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