

**CASE STUDY****STRATEGIC PROCUREMENT SERVICES  
FOR OIL AND GAS CLIENT**

**Service line** Strategic sourcing & market engagement

**Industry** Oil & gas | **Client** Oil & gas provider

**Project**

Our client, a global leader in integrated energy solutions, designs, builds and maintains energy assets. We helped them deliver a large, complex project, with several procurement packages, through a competitive tender process, across a range of design, manufacture and supply requirements for a new refinery.

We supported them through the whole procurement process, including:

- Preparing RFP/RFQ packages, incorporating both engineering and commercial requirements
- Issuing the RFP/RFQ packages to the vendors and bid collections on time
- Responding to pre- and post-submission clarifications
- Formulating the commercial bid evaluation and recommendation to estimate, to shortlist & negotiate, and for award
- Providing negotiation support

**Solution**

We improved commercial outcomes by ensuring competitive tension was maintained throughout the procurement process, including best and final negotiations with shortlisted suppliers. This included helping them define clear objectives and associated negotiation plans.

We also facilitated the strong execution of projects, ensuring they each had appropriate governance, stakeholder engagement, project plans, risk registers and regular reporting to be delivered within agreed timeframes.

**Outcome**

**“Provided strategic  
procurement advice  
and implementation”**



To explore how we can help you,  
please contact our team.

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