

MEEET THE BUYER

BP on behalf of its co-venturers in ACG, BTC, SD and SCP hosts the 2nd "Meet the Buyer" event.





Key Messages 2013

Meet the Buyer

1. BP on behalf of its co-venturers in the Azeri-Chirag-Gunashli (ACG), Baku-Tbilisi-Ceyhan (BTC), Shah Deniz (SD), and South Caucasus Pipeline (SCP) is hosting today “Meet the Buyer” event.
2. The event is part of BP’s and its co-venturers’ commitment to helping local companies increase their participation in BP-operated projects through enhancing their capabilities, developing their business and building relationship with their potential clients.
3. The “Meet the Buyer” event is specifically designed to provide an opportunity for local companies to present their products and services to potential buyers. It provides an arena for a large group of local companies to meet leading international and local companies active in the oil and gas industry supply chain.
4. Some 90 local companies representing operations support, engineering, construction, logistics, waste management, business services and other categories are taking part in the event. These are the companies that are participants in BP’s and its co-venturers’ multi-million dollar Enterprise Development and Training Programme (EDTP).
5. Over 600 small- and medium-size enterprises have participated in EDTP since it was launched in 2007. Up to 120 local companies have completed the programme so far. 30 of these have been specifically successful with \$140 million worth of BP contracts they have already won and numerous new jobs and investment opportunities they have created so far.
6. This year’s “Meet the Buyer” event is the second organized by BP and its co-venturers in the region. The first event of this type was arranged in June 2011 in Baku.
7. All required facilities for the event will be provided by BP and its co-ventures during the Caspian Oil and Gas Exhibition as part of the companies’ support to the local business linkages. In addition, BP facilitators will be available to support the exhibitors and visitors during the event.
8. BP and its co-venturers will take the opportunity to use the event venue to publicly present their other important development project in Azerbaijan: The School of Project Management