

# ENERGY-OPS SECURITY AGORA

LAGOS - OCTOBER 8<sup>TH</sup> & 9<sup>TH</sup> 2019



**AGORA NEXUS** 

# **AGORA**

In ancient Greek cities, an agora was an open space serving as an assembly area and a place for commercial, civic, social, and political activities

# NEXUS

Latin nexus ("the act of binding together; bond"), from nectō ("bind").

Together Agora Nexus has a simple meaning A bonded gathering & market







Welcome Esteemed Colleagues,

I would like to firstly thank you for investing your time into attending the 2nd edition of the Energy-Ops Security Agora Lagos being held at the prestigious British Deputy High Commissioners Residence.

Following the success of the inaugural programme which took place earlier this year (April 10th 2019) I have decided at the behest of the community to extend the Agora to 2 days in length to enable more topics to be discussed and allow more time to interact with fellow peers in the industry.

It is no secret that Nigeria is the hub and heartbeat of West Africa with the Oil & Energy sector being a vital resource for the economy, Government, industries and every day people.

The harsh reality is that with any mission critical resource or high value commodity comes the threat and reality of malicious activity whether it be petty criminality such as energy theft and vandalism or in the worst-case scenario K&R and militant activity. With you all having security and operational responsibility within such an important infrastructure the aim of today and future programmes is to share best practice, bench mark strategies and more importantly have very open and candid debate around issues and 'Wahala' being faced.

The Agora mantra is to ensure that these end user driven meets, are purely focused around the educational and requirement needs of everyone involved.

We operate under Chatham House Rules for confidentiality reasons. Without sounding like a Roman Emperor this a 'for the people, by the people' initiative so I actively encourage open debate and opinion throughout the 2 days.

I look forward to a very insightful engagement of 'real chat' surrounding the issues you have highlighted over recent months.

Best, Phil Manny Founder & Director.

Phil Manny

Founder & Director.

### **DAY 1 AGENDA**

10:00 - 10:30 **Registration & Breakfast Networking Welcome Remarks & House Keeping** 10:30 - 10:45 Phil Manny - Director & Founder - Agora Nexus Session 1 10:45 - 11:30 Protection - physical, reputational and financial - Assurance & Insurance: a powerful combination Tony Chattin - MD - MSS GLOBAL | Simon Cassey - SVP - Chesterfield Group Session 2 11:30 - 12:15 The DPR Exploration and Production Reporting Initiative: National Production Monitoring Systems (NPMS) and crude oil and LNG tracking to final destination. Lukeman Ayo Cardoso - Assistant Director ICT - Department of Petroleum Resources **Brain "Buster" Lunch** 12:15 - 13:15 Session 3 13:15 - 14:00 Insecurity in the Niger Delta - The Bane of New Investments in the Nigerian Oil & Gas Ademola Ogunbanjo - CEO - Proviant Integrated Services Limited 14:00 - 14:45 Session 4 Crude Theft Loss and its Effect on National Development Abimbola Olufore - CEO - Wycliffe Advisory & Consulting, Nigeria 14:45 - 15:00 **Networking Break** 15:15 - 15:45 **Session 5** "Pan Ocean - Amukpe Escravos Pipeline Project(AEPP)" Olajide Ishola - COO - Pan Ocean Oil Corporation Session 6 15:45 - 16:30 Ports' Security - the balance between International regulations and national challenges

Paolo Fogazzi- Offshore Risk Advisor- Intels Nigeria

**Post Day One Drinks Reception** 

16:30 - 18:30

# **DAY 2 AGENDA**

10:00 - 10:15		Welcome Coffee
10:15 - 11:00		Session 7 Kidnap for Ransom - Nigeria's new nightmare Osazee Igbinoba - Security Director SSA - Baker Hughes, a GE Company
11:00 - 11:45		<b>Session 8</b> Building Organisational Resilience Colin Brown - Senior Vice President, Strategic Client Group - GardaWorld
11:45 - 12:30		Session 9 Social Engineering and community Engagement as a strategic Tool for reducing pipeline incidences in the Niger Delta Kayode Boladale - GM, Operations Integrity - Oando Energy Resources
12:30 - 13:30	•	Brain "Buster" Lunch
13:30 - 14:15		Session 10 Piracy in the Gulf of Guinea – Trends and Forecast Chuks Enwereji – Security Manager, West Africa - Shelf Drilling
14:15 - 15:00	•	<b>Session 11</b> The Solution is Partnerships Tony Spanswick - Business Development Manager - The Westminster Group
15:00 - 15:15		Networking Break
15:15 - 16:00	•	Session 12 Security -The Grudge Purchase? Open Forum
16:00 - 16:15	•	Closing remarks & reflection of the 2 day Agora
16:15 - 18:30	•	Farewell Drinks reception

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### PARTICIPATING COMPANIES



































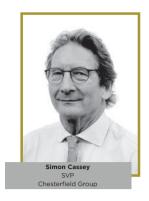
# **ATTENDEES**







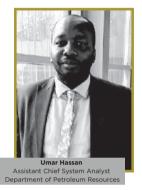


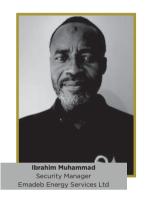




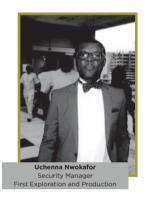




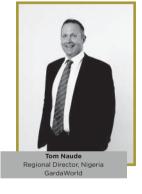










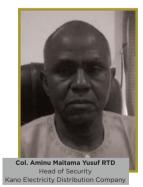




















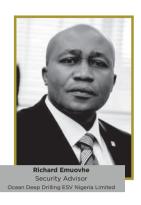




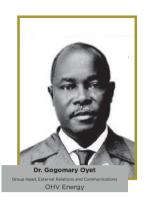


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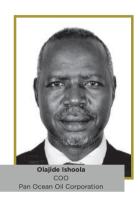


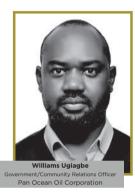


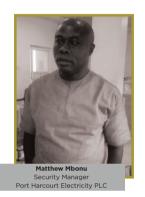


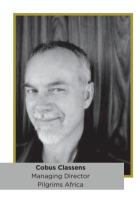










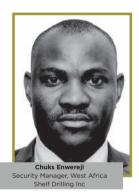




















### **Session 1**





# Protection - physical, reputational and financial - Assurance & Insurance: a powerful combination

Credible benchmarking of operational standards in the security sector and Assurance of international best practice from impartial certification experts provides confidence - both in the services being delivered, and the reputational risk should something go wrong. But what does this look like?





For those of you contracting security services, certification will help manage both operational and strategic risk. If things go wrong, which experience tells us is quite likely, reliable and relevant Insurance safeguards the financial risk and benefits injured personnel. Credible Assurance decreases the risk of incidents occurring – and therefore reduces Insurance risk and, similarly, effective Insurance of security services enhances the Assurance of those services – one naturally supplements and complements the other as a powerful combination.

- Understand why internationally recognised certification of security operations management, and the contracting management of security services is a logical means of mitigating service delivery and reputational risk. And has the potential to enhance the corporate reputations of buyers of security services at the strategic level.
- Attendees understand the risks they carry through inadequate insurance held by their security providers and how good insurance safeguards them and their people.
- Understanding how the combination of assurance and insurance naturally complement each other while helping to financially offset each other.

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# Session 2

# The DPR Exploration and Production Reporting Initiative: National Production Monitoring Systems (NPMS) and crude oil and LNG tracking to final destination.

**NPMS** 

The NPMS is an Online Data Gathering of crude oil production and export data from oil and gas facilities, thereby improving Transparency in hydrocarbon accounting leading to and Improved Revenue Generated from hydrocarbon production and export.

The NPMS consists of the Export Facility Portal managed by DPR Terminal staff, Field Operators Portal managed by the operators, NPMS Central managed by Upstream Division. This has been expanded to capture real time data.



Achieved using Automatic Identification System (AIS) to track Maritime Vessels worldwide with innovative proprietary software, which scan, clean and structure data from port authorities, ship agents, customs websites or brokers reports. The system uses draught levels, berthing lengths to uncover volumes and flows to high precision, discharges, partial cargos, co-loads, and re-export activities.

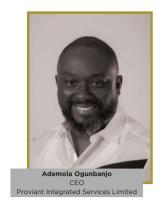
- · Importance of Oil and Gas Production Data Security in promoting transparency and boosting investor confidence.
- $\cdot$  How secure Production Data can aid in accounting for Crude Oil and Gas Production and Losses
- $\cdot$  How nations can use secure Oil and Gas Production information in making policy decisions.

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### Insecurity in the Niger Delta - The Bane of New Investments in the Nigerian Oil & Gas Sector.

Proviant Integrated Services Limited provides tailor made professional services that range from strategy incubation, design & program integration, delayering of difficult socio-economic, governmental and business problems.



For Oil & Gas companies and the Nigerian government, there are lots of unrealized production potential and subsequent deferments owing to illegal bunkering and sabotage. Over the past 5 years, oil companies have lost hundreds of thousands of barrels per day resulting to more than \$10bn unearned revenue to businesses and the Federation at large, whilst some IOCs sometimes spend north of \$100m a year on infrastructure repairs, as we continue to lose our biodiversity to pollution.

Various interventions deployed over the years have only increased security costs without much impact on sabotage activities. A renewed CSR drive to meet the needs of the host communities, ranging from Education,

Healthcare, Road Construction & Maintenance. Water and Electrification have vielded mild results at best. Despite these interventions, theft, kidnapping and sabotage remain on the rise.

Proviant's solution for the industry is to provide asset surveillance and monitoring with the deployment of best in class aerial surveillance technologies.

- · Demystifying the intransigent nature of the problem
- · Measuring impact of current interventions
- · Deploying technology for lasting results

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### **Crude Theft Loss and its Effect on National Development**

Security remains a high priority due to continued crude oil theft and criminality in parts of the Niger Delta. At least 1100 points of illegal bunkering were removed by Shell alone since 2012.

Another dimension of oil theft that has consistently been overlooked is that the government does not have an idea of accurate figures on her production data. This is because the measurement of crude oil production is still inadequate. Information of crude oil from the well head, through the flow station to the terminal is not reliable. This is where major oil theft takes place.

In 2013, the total volume of crude oil lost by SPDC, Chevron and NAOC collectively from theft and sabotage during an audit period performed by NEITI was 136,409,573 barrels per day with a monetary value of USD 10,992,776,474 (over \$ 10.993 billion)In 2018, it was reported that Nigeria is still losing about 20% of its daily crude production to theft as a result of inadequate pipeline security and protection, lack of infrastructure and inefficient hydrocarbon accounting systems.

Several reports have indicated the involvement of our security personnel in these thefts. This session showcases the recent security interventions and measures the effectiveness of such interventions with a focus on what needs to be done to optimize the existing solution to crude theft loss in Nigeria

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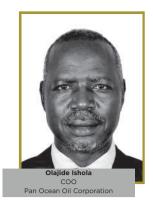
- The Impact of Illegal Oil Bunkering and theft which has continued to threaten the survival of the nation's economy
- · Latest Trends in Pipeline security
- · The need to re-prioritize security in the Niger Delta
- New advancements in curbing theft through hydrocarbon accounting
- · Engaging communities differently to achieve a behavioral change

Mores		



### PAN OCEAN - AMUKPE ESCRAVOS PIPELINE PROJECT(AEPP)

The regular interruption and disruption of crude evacuation via Trans Forcados Pipeline (TFP) due to constant pipeline vandalism resulted in the repeated halting of Crude Oil production (and resultant associated gas) with a consequent sharp decline in activities and a huge loss of revenue to NNPC-PAN OCEAN JV partners.



Against this backdrop, PAN OCEAN decided to invest in the design and construction of a 20"x67km piggable export pipeline to transfer crude from Amukpe Metering Station to Chevron Facility at Escravos. This will form an alternative (and ultimately a mainstay) to the existing Trans Forcados Pipeline (TFP) that transfers crude from Amukpe to Shell's Forcados Terminal.

In an attempt to win the crusade against restive act of pipeline vandalism, Pan Ocean took a giant stride to

construct/install the 20"X67km export pipeline from Amukpe to Escravos using continuous Horizontal Directional Drilling (HDD) method. This in its self is a history making event for Pan Ocean and Nigeria.

- · The benefit of Amukpe Escravos Pipeline
- · The HDD technology benefit to pipeline security in Nigeria
- · Stakeholders (government, oil companies, communities) other options for more effective, efficient and sustainable ways to curbing pipeline vandalism.
- · Collaboration between security agencies, communities and the organization to increase pipeline security
- The importance of research into engineering design and technology to impact further the integrity and security of our pipeline.

votes			



### Ports' Security - the balance between International regulations and national challenges

At INTELS Nigeria Ltd we provide integrated logistics solutions that enable clients to receive materials from overseas and move them via land and water to support their activities as well as we built-up high level estates for clients whom need safe, secure and well equipped life camps.



We will discuss, throw cases analysis, how INTELS manages the day-to-day Ports (Onne, Warri, Calabar) Security activities, dealing with the National Authorities (NPA, NIMASA, Custom, ...), the Government Security Forces (NAVY, JTF, NPA Police, ...) and the local communities, within a challenging environment where ISPS violations are observed as "usual local business" or suddenly "criminal activities". Bearing in mind how the ISPS Code and Regulations should be deeply known by all the involved parties (Company, clients, contractors, occasional customers, vessels owners and charters).

- · Understanding Ports operating environments;
- · Managing the Government Security Forces;
- · Understanding the importance of the CLOs and proper CSR projects;
- · Understanding the importance of synergy between Service Providers, Customers and vessels owners/charters.

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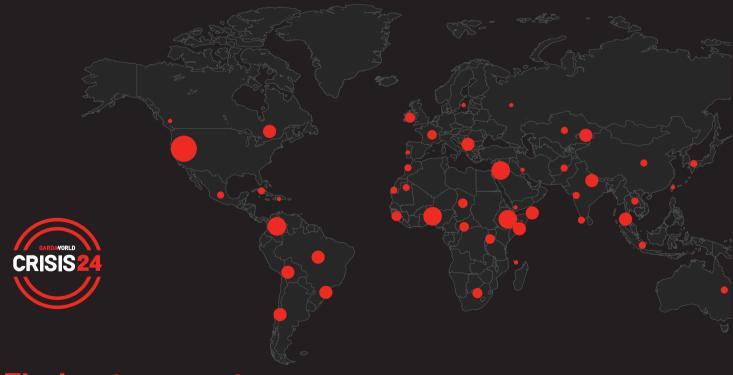
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### **Session 7**



### Kidnap for Ransom - Nigeria's New Nightmare

The menace of kidnapping for ransom (K4R) has become embarrassingly a serious threat to human security in Nigeria. Looking at K4R from historical background, motives, impacts, and state responses to this growing security threat. Kidnapping has remained the most virulent form of banditry in Nigeria. It has become the most pervasive and intractable violent crime in the country.



Kidnapping can be targeted at individuals or at groups. School children have been kidnapped in groups in various parts of Nigeria. Usually, the prime targets of kidnapping for ransom are those considered to be wealthy enough to pay a fee in exchange for being freed.

Kidnapping has led to the loss of tens of thousands of lives and huge sums of money in Nigeria. It has also led to the complete loss of livelihood as many farmers have migrated away from their homes for fear of being taken. Many of the victims of the crime have been killed in the course of their abduction, custody or release. Many more have been injured. This is in addition to huge amounts of money lost to ransom takers.

- Kidnap Meaning
- Kidnap Origin
- Kidnap Statistics
- Kidnap Types/Motives
- Kidnap Cost to the Economy
- Kidnap Remedy

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# Session 8 GARDAVORLD

### **Building Organisational Resilience**

"Security professionals are facing increasing complex challenges in supporting business adopt the "right" fit organisational resilience that is both consistent across international operations and specific to the Nigeria operating environment. This is being driven by increasing understanding and acceptance of duty of care, board accountability for fiduciary responsibilities and the emergence of acceptance by business for social development. GardaWorld will lead a pragmatic conversation on lessons learnt with a view to helping security and crisis management professionals in Nigeria improve organisational resilience."



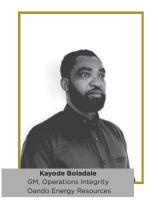
- · An approach for assessing organisational resilience
- · Tips for improving management of security service providers
- · An understanding of the importance of international standards in security provision

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### Social Engineering and community Engagement as a strategic Tool for reducing pipeline incidences in the Niger Delta

Complex problems require critical thinking; with the current rate of pipeline sabotage / bunkering in the Niger Delta, security interventions can only contain the problem in the short to medium term. A new social construct is required in the Host and Transit Communities to change current beliefs, attitudes and behaviors; breaking a destructive social cycle to that of a society /culture which fosters collaboration, sense of ownership and shared responsibility with the oil and gas industry.



Social Engineering is a holistic approach that can be applied to support security efforts for a sustainable solution to significantly reduce sabotage and bunkering incidences in the Niger Delta. This approach focuses on managing social change and the future outcome of a society or a target population, based on the desired future outcomes which is measurable for self-adjustment based on environmental changes.

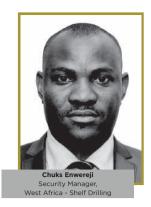
- · To Introduce Social Engineering thinking as a new approach for a sustained reduction in sabotage and bunkering medium to long term.
- · Current community engagement can't fully provide a sustainable reduction in security incidences due to it being one-dimensional and not really focusing on long term outcomes
- · Social Engineering Principles as a guide to design community engagement projects, winning the souls and minds of the community making them feel like partners in the JV/PSC

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### Piracy in the Gulf of Guinea - Trends and Forecast

Operational expenses in the Nigerian Oil and Gas business is at an all-time high as at today! Yet the security environment for businesses remains challenging. Since the reduction of politically motivated militant activity, security incidents have mostly been criminally motivated attacks on vulnerable mobile assets and community driven action against platform or other static assets within the area. The speed at which these changes has made operational expenses grow faster than most budgets have planned in the last 10 years.



The question is; should we stop our operations, or do we review our operational strategies in dealing with these challenges? What are the challenges? From Community related issues to Hostile attacks, from secured transportation to and from sites to outright evacuations. Our responses are meant to be proactive and a little less reactive. Identifying the stakeholders and the impact of their involvements or absence from the Operational plans have consequences on the long-term operations of the business entity. Review of community intelligence structure is critical for the

survival of the business at every stage.

The discussion will review all the phases and try to get the optimal strategy going forward.

- $\cdot$  The discussion will highlight the pre, present and future problems operators have and will have.
- The current challenges and the best structured intelligence procedure for the benefit of all operators.
- · Analysis of some incident scenarios and, root causes.

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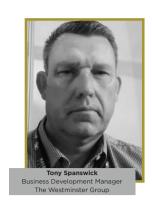
### **Session 11**



### The Solution is Partnerships

Chevron Wellhead Illegal Bunkering Early Warning System

Delivering a self-sustainable solution to support the fight against Oil Bunkering at the Wellhead, within the Niger Delta. Using combined technologies to detect possible bunkering operations before they happen, allowing for the proactive strategic deployment of protection teams.



### Tema Port Container Scanning

The new Ghanaian \$1.5b container port at Tema, a development by Meridian Port Services, will be the most advanced port in Africa and as such requires a World-Class Port Container Screening & Search Operation - well managed and professionally run in accordance with international and Ghanaian regulations.

Scanport-Westminster, a partnership of Scanport Ltd of Ghana and Westminster International Ltd. part of the UK based Westminster Group Plc., have been awarded to contract to provide the advanced container screening operations including the training, operations, service, maintenance, replacement and upgrade as necessary to ensure screening is undertaken professionally and efficiently.

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### **Session 12**

### Security - The Grudge Purchase? OPEN FORUM WITH COMMUNITY

Higher levels of security as we all know is part and parcel of operating within Nigeria. It has been well documented that Nigeria has the highest producing cost per barrel globally which is largely attributed to security costs.

The final session of this Agora will be an open discussion amongst the attending community to digest our findings from the last 2 days and debate the ways and best practice to combat the ever increasing security costs to operations. We will discuss the negative effect to business bottom line, the reactive vs. proactive approach and the need for inter-organisational culture change.

- $\cdot$  Cost Justification of Security The grudge purchase mentality
- $\cdot$  Security costs Where is the limit?
- $\cdot$  Cost reduction how is this achieved?
- · Contextualising the return on security investment

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As sector specialists, both companies recognize the value and confidence gained through the expertise we bring together. We offer the full suite of insurance and certification products to both protect your business and help you win new contracts through compliance. When put together, savings on one help offset the cost of the other.

By working together we are able to offer our common clients both insurance and certification savings.

### MSS Global - International ISO Certification

- Our unique expertise in this sector allows us to offer ISO 18788, PSC.1 and ISO 9001:2015 all for the price of an audit and certification to ISO 18788. This means that you receive PSC.1 and ISO 9001:2015 certification for free\*:
- Leading internationally accredited Certification Body for the security industry (IAF MLA accredited);
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"Everything flows, and nothing abides, everything gives way, and nothing stays fixed."--Heraclitus



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