



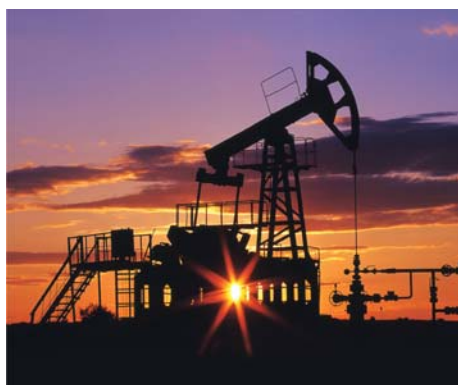
The 4th-Conference and Exhibition China Sourcing Summit On Petroleum Equipment

第四届中国石油装备采购国际峰会暨展览会

20-22 / 5 / 2014 Beijing China 中国 北京

Lower Costs and Shorten Cycle Time by Building
Trusted Relationship and Innovative Capacity for Sourcing Excellence

诚信合作 创新共赢 降低成本 缩短周期 —— 实现卓越采购



Organized by 主办机构

topco 东方尚能咨询机构 (Topco)
The Oriental Pro-Energy Consulting Organization

Strategic Partners 战略合作单位

GEPAPAC Your Gateway to Oil & Gas Industry
JSAPE

Past Sponsors 往届赞助商

Petrofac **SHK VALVE GROUP** **西迪Seed** **CWZ** **五洲阀门 WUZHOU VALVE** **FORENERGY** THIRD PARTY INSPECTOR IN CHINA
STELLAR PIPE INDUSTRY 聚明钢管 **JINDUN** 金盾集团 **Maxmount** 众山钢管 **Weima** **HTN 豪特耐** 中国·盘锦石油天然气装备制造基地 China·Petrochemical & Natural Gas Equipment Production Base



CSSOPE

China's Leading
Networking Platform
for
Purchasers & Vendors

中国
首个为全球油气行业
采购商与供应商
搭建的专业交流平台
www.petroequipsourcing.com

About the Event

大会概况

Purchasers from 买家来自



أرامكو السعودية
Saudi Aramco



AkerSolutions™



BR
PETROBRAS

YPF

Petrofac 

 BASF

Global oil and gas equipment supply chain has gone through a major transformation, with buying interest increasingly tipped to China, given its status of being an international manufacturing hub at the backdrop of the availability of cheap labor forces. The trend towards China is poised to speed up as cost efficiency becomes a primary concern amid today's harsh economic conditions.

Topco will be launching a whole new Conference and Exhibition of China Sourcing Summit On Petroleum Equipment (CSSOPE 2014) on May 20-22, 2014. CSSOPE has been designed to provide an optimum mix of networking opportunities. It is not only for the purchasers learning how to remove technical and cultural hurdles to smooth out their way to China's oil and gas equipment markets, but also the equipment suppliers and service providers finding the project information and sourcing plans. All the shareholders and professionals including government regulators, international purchasers, domestic buyers and vendors as well as their overseas competitors will share the policy trends and their business plans for the year ahead. The event will be setting the industry agenda with an exclusive sourcing exhibition to provide the project owners and EPC contractors the opportunity to view the latest products, explore technological innovations first-hand and put their shortlist for suppliers & service companies.

If you are looking to connect with NOCs, petrochemical companies and EPC contractors that are working on current and upcoming EPC projects in the China even Asia-pacific?

- Be with us at the region's only B2B conference and exhibition – CSSOPE 2014. All stakeholders will find out your suitable opportunity to meet the requirements of the industry buyers.
- Meet leading Global Sourcing Directors from around the world for exclusive networking and best practice sharing at CSSOPE's unique annual conference.
- Join senior professionals already booked to attend this conference including Shell, Fluor, CNPC, CNOOC, Sinopec, Total, Technip, Schlumberger, Petrofac, Hatch and many more.

全球油气装备供应链重心向中国偏移，作为国际采购中心，低成本高效的“中国制造”受到越来越多的认可与青睐。中国因其庞大的供应商数量，已成为全球油气装备制造基地，部分优秀供应商已将发展目光与重点市场投向国外。如何能让采购商降低采购成本提高采购效率？如何让设备商及时找到国际国内买家发现市场商机？

由专业团队精心策划，行业专家全程评估，东方尚能咨询机构（Topco）主办的第四届中国石油装备采购国际峰会（CSSOPE 2014）将于2014年5月20-22日在北京重装推出。上届大会共迎来全球业界逾200名来自政府部门、各大驻华使馆、油气企业、工程公司、设计院、海工船厂、装备制造、技术服务提供商、贸易公司、物流企业、第三方机构的行业专家与管理人士。

作为国内首个为油气行业采购商与供应商搭建的专业交流平台，CSSOPE凭借独特的市场定位及丰富的行业资源，已连续三年聚集壳牌、BP、道达尔、挪威国油、沙特阿美、中石油、中石化、中海油、阿克、巴西国油、巴斯夫、阿根廷国油、中荷赛班、福陆、派特法、沃利帕森、德希尼布为代表的众多采购巨头，为国内优秀供应商获得跨国油气装备采购订单提供了广阔的市场机会。

CSSOPE 2014基于往届采购峰会的成功经验，整合全球油气采购商与供应商的优质资源，以全新的日程和最热点的议题，将吸引400名全球油气装备供应链的采购商、供应商、物流商、金融法律保险类服务商等各利益相关方。届时，跨国采购商将携订单与供应商面对面交流合作机会，CSSOPE 2014将成为油气行业不可错过的重要活动之一。

Benefits from More Events at CSSOPE

CSSOPE 2014 更多活动让您从中受益

1 CSSOPE Conference CSSOPE峰会

China's only professional communication platform for oil and gas suppliers and buyers 国内首个聚集油气行业专业采购商及优秀供应商的专业交流平台。

2 CSSOPE Exhibition CSSOPE展览会

Visitors are almost from buyers with orders, oil companies, EPC and owners 50 display places with 400 visitors 国内外油公司、工程业主、采购商为参观群体，是产品展示、项目洽谈的绝佳机会预计50家优秀供应商参展，超过400名专业观众，与采购商“一对一”交流合作。

3 IOC Sourcing Forum 国际油气公司采购专场

International oil companies will make their road shows to introduce their sourcing strategy and procurement requirements and planning in 2014
国际油气公司阐述企业采购流程及供应商标准，发布最新采购计划和需求。

4 Chinese NOC Sourcing Forum 国家石油石化公司采购专场

Vendors and suppliers will meet the buyers from PetroChina, Sinopec and CNOOC and share their sourcing and procurement needs.
了解国内三大油系统的采购需求、供应商管理系统及最新采购计划。

5 CSSOPE Valve Forum 阀门供应与采购专场

Valve manufacturers and designers to compare notes on the market trend and mix with potential business clients.
聚集国内最优秀的阀门设计方、生产方和专业卖家，是了解设备采购流程和要求的最便捷平台。

6 CSSOPE Material Forum 材料供应与采购专场

High quality material suppliers such as manufactures of stainless steel, pipe, fitting and pipeline will meet purchasers onsite.
云集不锈钢钢管、管材、管件和管线的供应商和制造商，满足油企、海工企业的采购需求。

7 Offshore Engineering Sourcing Forum 海工装备采购专场

Top Chinese offshore yards and international engineering companies will present their purchase interests amid the record orders they have received over the last year and the further market opportunities. 国际工程公司、国内海工巨头介绍手持海工订单，海工装备需求及未来海工市场商机。

8 China Sourcing Lecture 中国采购高端讲座

The latest guide for Buyers & Suppliers by the speaker with over years experiences On supply chain management
主讲人拥有超过多年供应链管理经验，是采购商和供应商难得学习机会。

9 CSSOPE Gala Networking Reception 中国采购联谊招待会

Annual Networking Event for Buyers & Suppliers
为国内外采购商和供应商提供自由交流、合作洽谈的开放式平台，是供采双方每年一度的聚会场所。

10 China Sourcing Workshop 中国采购培训课程

Focus on purchasing strategies, suppliers evaluation and quality management, purchasing skills, legal risk, contract management, cost control etc. 围绕采购战略、供应商评估与质量管理、采购技巧、谈判技巧、采购法律风险与合同管理、采购成本控制等主题进行培训。

Inaugural Meeting for International Sourcing Alliance on Petroleum Equipment 国际油气装备采购联盟成立大会

Initiated by Petrofac, made of sourcing executives of NOCs, petrochemical companies and EPC contractors, the Alliance is launched to share experiences of purchasers in China. 国际油气装备采购联盟由英国派特法石油工程公司发起，国际知名石油天然气、石化公司和工程公司的高层采购管理人员共同支持，是国际油气行业采购商交流经验的重要组织。

Advantages of CSSOPE 2014

CSSOPE 2014 优势

For buyers, improve ourselves by learning the advanced procurement concept and management experience, meeting more qualified vendors, and enlarging the network.
学习先进采购理念及管理经验，结识更多优秀供应商，增进交流与合作机会。

For vendors, solidify our cooperation with clients and develop new markets by learning about the procurement process and dynamic requirements of oil and gas corporations and EPCs, building network with new potential buyers.

了解油气企业及EPC公司采购流程与要求，与更多潜在采购商建立关系，巩固已有合作、拓展新市场。

Buyers fill in the purchasing list → Submit to Topco → Selected the potential suppliers → send an invitation
→ make a communication and cooperation between buyers and selected suppliers

流程说明：采购商填写采购清单 → 提交Topco → 筛选潜在供应商 → 发出邀请 → 供采双方洽谈合作



As a Buyer, you will find 作为采购商，您将发现：

- The best suppliers in China
 - Those suppliers for top 500 oil and gas companies and players in international markets
 - The firsthand information of China oil and gas equipment market and the trends
 - The earliest response to your purchase requirements
 - The choice for you to conduct a Supplier Searching Meeting at CSSOPE
 - The China's only professional yellow page - China Oil and Gas Equipment Finder 2013/2014
- 参加采购洽谈会的供应商是中国最优质供应商；
- 参会供应商大都拥有一个或多个全球500强的客户，有开拓国际市场的计划；
- 参加采购洽谈会，有更多优异的产品质量及稳定交货时间保证的供应商供您选择；
- 更便捷地了解中国石油装备动态及行情，获取一手信息；
- 本着完全市场化原则更快的响应您在任何时间提出的石油装备采购要求；
- 采购洽谈会将是您来华采购各类石油石化设备的最佳平台；
- 依托庞大的供应商数据库，提供专业的供应商黄页--《中国油气装备采购指南2013/2014》。

As a Supplier, you will find 作为供应商，您将发现：

- International procurement companies such as Shell, BP, YPF, Petrofac and WorleyParsons.
 - Visitors from oil companies, buyers, EPC and owners. One-on-One Supplier Search Meeting is ready for your display in-depth.
 - How to be a qualified supplier of the companies like Shell and Fluor?
 - New breakthrough of business cooperation (Invite Buyers to visit)
 - What kind of demand from China oil companies and how to become their suppliers?
 - How to better yourself in project bidding at home and abroad?
- 结实最多国际采购巨头：壳牌、BP、YPF、派特法、沃利帕森等；
- 实现展览的本质意义：石油公司、采购方、工程项目业主构成了CSSOPE 2014的参观群体，展览特设“产品技术推介一对一交流”环节，为展商和对接采购商提供充分的交流时间；
- 国际石油公司的采购模式及要求，如何成为壳牌、福陆等企业的战略合作伙伴及供应商？引荐订单客户：有机会邀请采购方会后实地参观考察，以达成进一步合作计划；
- 有机会聆听：由行业权威人士主讲的成功供应链管理经验和案例，是难得的学习机会。

Delegates from 参会人员来自

Professionals from Government, Oil and Gas Companies, Engineering Companies, Design Institutions, Offshore Yards, Equipment Manufacturers, Technical Service Providers, Trade Companies, Project Logistics, Recognized Third-Party Organization. And Suppliers of Actuators, Compressors/Turbines, Drilling/Production, Electrical Power, Engines, Filtration, Gas detection & processing, Generators, Heating/Cooling, Instruments, Maintenance, Marine equipment, Pipe/fittings, Packing/gaskets/seals, Pipeline/Storage & transportation, Pumps, Refining/Petrochemical, Safety/Health, Separation, Software, Tools hand power, Valves, OCTG, Oilfield chemicals, Oilfield engineering technology and service, Oil and gas station, Bank, Insurance, Imports and Exports, Logistics, Certification, Agency and other service companies.

政府部门、国内外油气企业、工程公司、设计院、海工船厂、装备制造、技术服务提供商、贸易公司、工程物流、第三方机构的行业专家与管理人士。涉及执行器、压缩机涡轮、钻采设备、电力电工、发动机、过滤设备、气体检测处理、发电设备、加热/冷却、仪器类、维修设备、海洋装备、管材管件、包装/垫片/密封件、管道/储运、泵、炼油石化、安全/健康、空分设备、软件、石油专用工具、阀门、石油管材、油田化学品、油田工程技术服务、加油站设备环境保护设备、银行、保险、进出口、物流、认证、代理等细分领域。



Who Should Attend 谁应参会

- Oil & Gas Corporation
 - Petrochemical Company
 - Oilfield Service Company
 - EPC Contractor
 - Equipment Manufacturer & Supplier
 - Equipment Trader
 - Technology & Solution Company
 - Project Logistics and Transportation Company
 - Training, Inspection, Testing and Certification Organization
 - Oil Equipment Manufacturing Base/Hub
 - Safety, Energy-saving and Environmental
 - Government Department
 - Industry Association
 - Research Organization
 - Insurance and Crisis Management Company
 - Bank and Financial Lease Company
 - Accounting Firm
 - Law Office
 - Others
- 油气公司
 - 石化企业
 - 油田工程技术服务公司
 - 工程建设承包商 (EPC)
 - 设备制造与供应商
 - 设备贸易商
 - 技术解决方案提供商
 - 工程物流与运输公司
 - 服务、培训及认证机构/组织
 - 石油装备基地及工业园区
 - 安全、节能与环保
 - 政府主管机构
 - 行业协会/学会
 - 能源研究机构
 - 保险和风险管理公司
 - 银行 / 金融租赁公司
 - 会计师事务所
 - 律师事务所

Past key Speakers & Panelists 历届重要演讲&小组讨论嘉宾



Sue Joiner
Vice President - Procurement **Fluor**
美国福陆集团 采购副总裁
苏·乔美琳



Song Yinli
Secretary General,
China Valve Industry Association
中国通用机械工业协会 副秘书长兼阀门分会秘书长 宋银立



Xing Fei
Technical/Quality Manager
Strategic Sourcing Development **Shell**
壳牌 战略采购发展部 技术/质量经理 邢飞



Jiang Junyan
Chief Representative **Petrofac**
英国派特石油工程公司
北京代表处首席代表 姜军炎



Luo Youan
General Manager, Equipment Management Dep,
COSL
中海油田服务股份有限公司 装备管理部总经理 罗幼安



Li Ninghui
Equipment Management Dept,
PetroChina Changqing Oilfield Company
中国石油长庆油田公司 设备管理处 副处长 李宁会

Speakers' Termonials 演讲嘉宾权威评价



It's an inspiring event. I learned a lot how to better engage those Chinese suppliers for goods and services sourcing in Petrochemicals and Petroleum sectors from China.

会议让人很受启发，了解到如何找到更好的中国产品和服务供应商。

— Philippe Deschamps, Manager, Global Procurement Department, Technip
德希尼布 全球采购部经理 Philippe Deschamps



You have done an outstanding job in organizing this very important summit and I consider this summit to be a very successful event. I would be honored to participate next year.

祝贺大会成功举办。组织工作很棒，会议很成功，希望明年再次参与。

— Ken Choudhary, Senior Vice President, Asia Operations, Fluor
福陆公司副总裁 Ken Choudhary



It's a great pleasure to see such a successful conference. Please list me for 2014 conference and I hope can make it next year. 收获不小，对采购工作帮助很大，希望2014年5月再次参加。

— Tom Liao, Vice President – Sourcing, Worley Parsons
沃利帕森 采购副总裁 廖沈力



High quality event with many top suppliers in the industry. It's worth to attend.

会议质量很高，值得参与，见到很多业界最具代表性的供应商。

— Xu Honghai, GM of Procurement Dept, Toyo Engineering Corporation (China)
东洋工程（上海）有限公司 采购部部长 徐宏海



My great pleasure to undertake the chairman of CSSOPE 2013 and I look forward to the next version.

很高兴参与这次会议并担任大会主席，希望2014年5月再次参加。

— David Jacoby, President, Boston Strategies International, Inc.
波士顿国际战略公司 总裁 David Jacoby

CSSOPE 2014 Brief Agenda

日程概览

Pre-Event Day: 20 May 2014 会前一天 2014年5月20日

Pre-Event 1: China Sourcing Workshop 会前活动1: 中国采购培训课程

Pre-Event 2: China Sourcing Lecture 会前活动2: 中国采购高端讲座

Pre-Event 3: CSSOPE Gala Networking Reception 会前活动3: 中国采购联谊招待会

| | |
|-------------|---|
| 08:00-09:00 | Registration for Workshop 中国采购高端讲座签到 |
| 09:00-12:00 | Workshop 1: Purchasing and Supply Chain Management 培训课程一: 采购供应链管理 |
| 12:00-13:30 | Networking Lunch 午餐交流 |
| 13:30-16:30 | Workshop 2: API Quality Management 培训课程二: API质量管理 |
| 17:00-18:00 | China Sourcing Lecture 中国采购高端讲座 |
| 18:00-20:00 | CSSOPE Gala Networking Reception 中国采购联谊招待会 |

Day One 21 May 2014 第一天2014年5月21日 CSSOPE Conference and Exhibition 大会及展览

| | |
|-------------|---|
| 08:00-09:00 | Speakers and Delegates Check in 演讲嘉宾及参会代表签到 |
| 09:00-10:00 | Icebreaking Keynotes 行业专家首发演讲 |
| 10:00-10:30 | Networking Break 茶歇交流 |
| 10:30-12:30 | IOC Sourcing Forum 国际跨国油气公司采购专场(Keynotes and Panel Discussion 主题演讲&小组讨论) |
| 12:30-14:00 | Networking Lunch 午餐交流 |
| 14:00-16:00 | Chinese NOC Sourcing Forum 国家石油石化公司采购专场(Keynotes and Q&A 主题演讲&问答环节) |
| 16:00-17:00 | Inaugural Meeting for International Sourcing Alliance on Petroleum Equipment CSSOPE Cocktail Reception “国际油气装备采购联盟”成立大会暨CSSOPE鸡尾酒会 |

Day Two 22 May 2014 第二天2014年5月22日 CSSOPE Conference and Exhibition 大会及展览

| | |
|-------------|---|
| 09:00-10:30 | CSSOPE Valve Forum 阀门供应与采购专场(Keynotes and Q&A 主题演讲&问答环节) |
| 10:30-11:00 | Networking Break 茶歇交流 |
| 11:00-12:30 | CSSOPE Stainless Steel Forum 不锈钢供应与采购专场 (Keynotes and Q&A 主题演讲 & 问答环节) |
| 12:30-14:00 | Networking Lunch 午餐交流 |
| 14:00-17:00 | Offshore Engineering Sourcing Forum 海工装备采购专场 (Keynotes and Panel Discussion 主题演讲 & 小组讨论) |
| 17:00 | End of CSSOPE 2014 大会结束 |

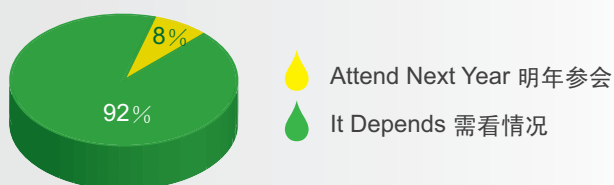
(Note: The brief agenda is draft and subject to be changed by Topco此为拟定日程, 敬请关注Topco日程更新)

Review of CSSOPE 2013

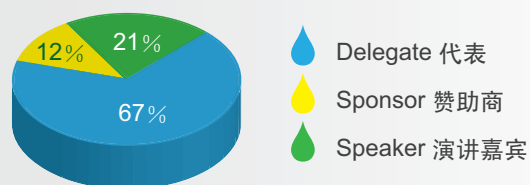
往届回顾

Questionnaires 问卷调查

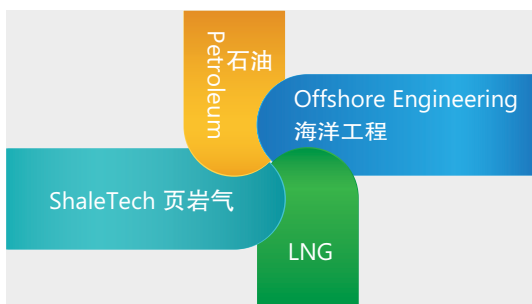
1. Will you attend next year?
您明年还计划参会吗？



2. In what identity do you plan to attend next year?
您明年将以什么身份参与？



3. Will you have any plan or interests to attend market events as below
您对哪个细分市场的活动有兴趣参加？



★ Over 80% delegates paid more attention on LNG & OSV, which shows the two industries' fast growing. 值得一提的是，超过80%的参会代表选择了LNG和海洋工程，由此看出这两个行业的发展热度。





Organization/Company 企业信息

English Name _____

中文名称: _____

Address 联系地址: _____ Website 网址: _____

Contact Person 联系人: _____ Tel 座机: _____ Fax 传真: _____

Position 职务: _____ Email 邮箱: _____ Mobile 手机: _____

Delegates 代表注册

| Name 姓名 | Position 职务 | Mobile 手机号码 | Email 电子邮箱 |
|---------|-------------|-------------|------------|
| | | | |
| | | | |
| | | | |
| | | | |

Registration Fee 收费标准

| Registration Standard 收费标准 | Register & Pay before March 28, 2014 2014年3月28日之前 | Register & Pay after March 28, 2014 2014年3月28日之后 | Group Rate ≥3 delegates 团体优惠 |
|---|---|---|---|
| All Events of 3 Days include following No.1 & 2. & 3 & 4. 3天 (20-22日) 全部会议议程 含下方1. 2. 3. 4. 所有活动 | <input type="checkbox"/> US\$ 1,200 / CNY 7,320 | <input type="checkbox"/> US\$ 1,400/CNY 8,540 | <input type="checkbox"/> US\$ 1,000/CNY 6,100 |
| 1. China Sourcing Workshop & Lecture (20, May) Get free pass to No. 3 & 4. 中国采购培训&讲座 (5月20日全天) 含下方3. 4. 所有活动 | <input type="checkbox"/> US\$ 600 / CNY 3,660 | <input type="checkbox"/> US\$ 800/CNY 4,880 | <input type="checkbox"/> US\$ 500/CNY 3,050 |
| 2. CSSOPE Conference (21-22, May) Get free pass to No. 3 & 4. CSSOPE峰会 (5月21-22日两天) 含下方3. 4. 所有活动 | <input type="checkbox"/> US\$ 900 / CNY 5,490 | <input type="checkbox"/> US\$ 1,000/CNY 6,100 | <input type="checkbox"/> US\$ 800/CNY 4,880 |
| 3. CSSOPE Gala Networking Reception (Night 20, May) 中国采购联谊招待会 (5月20日晚) | <input type="checkbox"/> US\$ 200 / CNY 1,200 | <input type="checkbox"/> US\$ 240/CNY 1,500 | <input type="checkbox"/> US\$ 160/CNY 1,000 |
| 4. CSSOPE Exhibition Visit (20-22, May) CSSOPE精品展览参观 (5月20-22日) | <input type="checkbox"/> US\$ 20 / CNY 120 | <input type="checkbox"/> US\$ 25/CNY 150 | <input type="checkbox"/> US\$ 15/CNY 100 |
| Booth at Exhibiting Area 预定展位 | <input type="checkbox"/> Standard Booth 6m ² 标准展台6平米 (2 delegates FREE 2位免费参会名额) <input type="checkbox"/> Raw Space 15m ² 光地 (15平米起) | US\$ 4,100 / CNY 25,000 US\$ 660 / CNY 4,000/ m ² | |
| Ad Fee 广告费 | <input type="checkbox"/> Inside page of proceeding 会刊内页 US\$ 800/CNY 4,880 <input type="checkbox"/> Back page of proceeding 会刊封底 US\$ 3,280/CNY 20,000 <input type="checkbox"/> Inside front cover of proceeding 会刊封二 US\$ 2,460/CNY 15,000 <input type="checkbox"/> Roll up banner 易拉宝 (1 delegates FREE 1位免费参会名额) US\$ 1,290/CNY 8,000 | | |

Bonus 特别优惠

Register 4 delegates from the same company and the 5th delegate attends FREE for all events 同一单位4人以上团体报名可获赠1位免费名额!

Clauses 参会条款

- Registration fee includes participation, documents, gift, lunch and cocktail party and etc. without accommodation and transportation.
报名费: 全程参会、大会资料、礼品、午餐、酒会等, 不含住宿和交通费用。
- This form can be copied. All your filled information will be only for this conference communication and kept strictly confidential.
如参会人员较多, 表格可复印填写。敬请清楚完整填写本注册表格, 全部资料将绝对保密。
- We will send you the confirmation letter with further information on payment details once we receive this form from you.
大会秘书处收到注册表后将发送确认书。

Please kindly register by any of the following 您可以通过以下方式回传参会报名表:

Tel: 86-10-5863 4346 Fax: 86-10-5863 2291 Email: cssope@topcoevents.com [Http://www.petroequipsourcing.com](http://www.petroequipsourcing.com)

单位盖章/确认签字:

日期: 年 月 日