

# Global Oil and Gas Survey 2013

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*Global Oil and Gas Industry is a new report that analyzes how oil and gas industry companies procurement expenditures and practices are set to change.*

MUMBAI, MAHATASHTRA, INDIA, March 10, 2014 /EINPresswire.com/ -- Global Oil and Gas Survey 2013-2014: Market Trends, Buyer Spend and Procurement Strategies in the Global Oil and Gas Industry is a new report by ICD Research that analyzes how oil and gas industry companies procurement expenditures, business strategies, and practices are set to change in 2013-2014. Additionally, this report also presents a comparative analysis between two years of survey results (wherever applicable). This report gives you access to the category-level spending outlooks, budgets, supplier selection criteria, business challenges, and investment opportunities of leading purchase decision makers. The report also identifies the future growth of buyers and suppliers, M&A, capital expenditure, staff hiring, and e-procurement. This report not only grants access to the opinions and strategies of business decision makers and competitors, but also examines their actions surrounding business priorities, as well as access to information categorized by region, company type, and size.

## Summary

### \* Why was the report written?

- This report is the result of an extensive survey drawn from ICD Researchs exclusive panel of leading global oil and gas industry executives; it provides data and analysis on buyer expenditure, procurement, and developments within the global oil and gas industry. The report includes key topics such as global oil and gas industry buyer expenditure and procurement behaviors and strategies, and identifies the threats and opportunities within the global oil and gas industry, economic outlook trends, and business confidence within global oil and gas industry executives. Most secondary research reports are based on general industry drivers and do not understand the industry executives attitude and changing behaviors, creating a gap in presenting the business outlook of the industry; in an effort to bridge this gap, ICD Research created this primary research-based report by gathering the opinions of multiple stakeholders in the value-chain of the global oil and gas industry.

### \* What is the current market landscape and what is changing?

- Executives from the global oil and gas industry anticipate an increase in levels of consolidation, with 54% of respondents projecting an increase in merger and acquisition (M&A) activities in 2013.

### \* What are the key drivers behind recent market changes?

- Challenges faced by the oil and gas companies, such as increasing competition, poor market conditions, cheaper financing, changing oil, and gas expedition dynamics, have prompted companies to consolidate positions and look for M&As.

### \* What makes this report unique and essential to read?

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## Reasons to Buy

Middle East, Brazil, India, China and Indonesia are the important emerging markets to offer growth in 2013.

Rising competition, retention or recruitment of skilled staff, market uncertainty, and responding to pricing pressure are the leading business concerns for the global oil and gas industry in 2013.

Overall, for 2013, the average size of the annual procurement budget for global oil and gas industry buyer respondents is projected at US\$121.9 million, against US\$125.6 million in 2012.

Level of service, price, existing relationship with supplier, and delivery lead times are considered the most important factors for supplier selection in the global oil and gas industry, while environmental records and CSR, knowledge of buyer's market, and proximity of supplier operations are considered the least important.

While 21% of buyer respondents from the global oil and gas industry are willing to implement e-procurement in 2013 or beyond, 30% are already in different stages of implementation (partially implemented, completely implemented, and evaluation or pilot use.)

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