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# EAST AFRICAN OIL & GAS INFRASTRUCTURE SECURITY

Predict, prevent & protect against threats  
to East African energy assets

24th – 27th June 2013  
Nairobi

## Benefits of attending

- Understand the exact nature of the region-specific threats you will face when operating in East Africa: Gain the latest intelligence, trends and statistics
- Insights into the latest region-wide security initiatives: Learn critical lessons from the development of the Lapsset Transport Corridor
- Learn from companies with experience of operating in high risk regions: **Schlumberger**, **OMV**, **Afren East African Exploration** and **Mwana Africa** share their experiences
- Increase communication and collaboration between government and industry to drive forward an effective response to region-wide security threats
- Apply innovative approaches to manage indigenous populations to avoid community unrest and local activism

## Pre-Event Full Day Workshop: 24th June 2013

A) Facilitating The Improved Cooperation And Coordination Between Industry And Government To Establish A Unified Approach To Counter Security Threats

## Post-Event Full Day Workshop: 27th June 2013

B) Practical Training Day: Effectively Implementing Risk Assessments And Applying Risk Intelligence To Create A Robust Security Strategy  
*Top rated workshop at West African Oil & Gas Infrastructure Security*

## Lead Partner



## Expertise Partner



## Expert speakers include:



**Silvester Kasuku**  
Infrastructure Special Advisor  
**Office of the Prime Minister of Kenya**



**John Steed MBE**  
Chief of Maritime Security  
and Counter Piracy  
**UN Political Office For Somalia**



**Charles Antelme**  
Regional Security Manager  
**Afren East African Exploration**



**Patrick Black**  
Senior Expert, Security  
& Resilience, HSSE  
**OMV**



**Peter McKinley**  
Regional Security Lead  
**Schlumberger**



**Eric Lubin**  
Vice President, Business Development  
**Mwana Africa**



**Rob Andrew**  
Managing Director  
**Newport Africa**



**Hartmut Hesse**  
Senior Adviser to SASG  
on Counter-Piracy  
**International Maritime Organisation**



**Kevin Hunt**  
International Security  
Specialist  
**Statoil**



**Greg Robertson**  
Regional Security Advisor  
**Transocean**

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[www.ogis-eafrica.com](http://www.ogis-eafrica.com)



## Benefits of attending

### Overcome security challenges to unlock the potential of oil & gas discoveries in East Africa

The opportunities presented by oil and gas discoveries in East Africa are huge. Yet a variety of security threats, including local activism, terrorism, lack of clear intelligence and piracy threaten your ability to capitalise on the potential of this region.

**East African Oil & Gas Infrastructure Security** delivers tailored intelligence and industry case studies on how to **predict, prevent and detect** the variety of threats you will face when moving into this region. You will receive strategic insights to ensure you know the long-term initiatives in place that will impact on you. You will also gain practical insights to ensure you go back to the office armed with ideas on how to form a robust security action plan.

The programme is split into onshore and offshore streams, which means that every presentation will be directly tailored to your area of focus.

Attend **East African Oil & Gas Infrastructure Security** and:

- **Protect yourself against emerging and future threats:** Identifying current and anticipated security threats and the actions being taken by companies to counter these
- **Mwana Africa** reveals how to **create a model to optimise security procedures and practices** based on relevant operating experiences
- **Learn lessons from the protect to build and operate a petroleum pipeline between Uganda and Kenya:** Insights into the Lapsset Transport Corridor project
- **Apply innovative and sustainable CSR projects** to reduce the threat of local activism and community and unrest: Insights from Afren East African Exploration

#### Onshore Stream highlights:

- **Establish a high risk country entry strategy:** Make sure you are aware of all of the threats you will face operating in high risk regions and receive exclusive insights from **OMV** into how you can mitigate these threats
- Gain **practical insights into heightening the protection of critical national infrastructure:** **Schlumberger's** approach to onshore security
- **Form up-to-the-minute evacuation strategies** to ensure the safety of your employees in an emergency situation

#### Offshore Stream agenda highlights:

- **Understand the exact nature of the offshore threat** and how you can take action now to minimise the threat to your operations
- **Analyse the tactics currently being adopted by maritime criminals and pirates,** how these are likely to evolve and how you can prepare for this
- **Gain practical steps to implement a robust crisis management programme:** Share collective experiences and collaborate work with your industry peers in an inbuilt workshop

## Who attends Hanson Wade security events?

#### Expect to meet representatives from:

- Oil & Gas Operators
- Oil & Gas Service Companies
- Engineering, Procurement & Construction Companies
- Military
- Government
- Solution Providers

#### Seniority of expected attendees:

- Global Heads of Security
- Regional Heads of Security
- Country Security Managers
- Area Security Managers
- Onshore/Offshore Security Managers
- Heads of Operations
- Heads of Exploration
- Heads of Risk



Search groups for: **Oil & Gas Infrastructure Security** to join the online community.

## Part of the African oil & gas security portfolio:



## Hear what the African oil & gas security community is saying:

"I have attended and spoken on numerous international and local security forums and none so far match the level of professionalism, depth and overall significance to the industry as that which Hanson Wade exhibited during the entire programme"

**West African Gas Pipeline Company**  
at West African Oil & Gas Infrastructure Security

"An excellent opportunity to rub minds with stake holders in the maritime industry to share information, strategies and methods on overcoming common challenges faced in using the seas safely and securely"

**Total E&P Nigeria**  
at Combating Piracy: West African Maritime Security

"Learnt a great deal. Made a lot of very good contacts. Seen the other side of piracy within the industry and how it is being tackled from all side, both governmental and in the private sector"

**Tidewater Marine International**  
at Combating Piracy: West African Maritime Security

"Great speakers, good topics and excellent organisation. This is our first time. I hope Hanson Wade events are always this good"

**Dartford Security**  
at Combating Piracy: West African Maritime Security

## Day 1

25th June 2013

## 8.25 Registration, Refreshments &amp; Networking

## 8.50 Chairman's Opening Remarks

## 9.00 KEYNOTE PRESENTATION: Insight Into The Lapsset Transport Corridor: Building And Operating A Petroleum Pipeline Between Uganda And Kenya

- Outlining the project so far
- Planning for potential security threats and solutions
- Laying out the timeframe for development

**Silvester Kasuku**, Infrastructure Special Advisor, **Office of the Prime Minister of Kenya**

### PLENARY SESSIONS

#### Strategic Threat Assessment For The Region

## 9.40 Security Threats to Oil and Gas Operations in East Africa: Applying Effective Security Solutions

- Outlining the range of security threats faced in this unique region
- Practical insights into applying effective security solutions
- Tips on risk mitigation and effective security planning

**Rob Andrew**, Managing Director, **Newport Africa**

10.20 Speed Networking 

## 11.20 PANEL DISCUSSION: Improving Cooperation And Coordination Between Industry And Government

- Assessing current and needed levels of cooperation between countries in the region
- Coordinating activities
- Tackling current areas of contention
- What needs to be done moving forward?

Facilitated by: **Silvester Kasuku**, Infrastructure Special Advisor, **Office of the Prime Minister of Kenya**

## 12.00 Improving Cooperation And Coordination: Facilitating Engagement Between Large Corporations And Governments

- Taking steps to improve the relationship between security and diplomacy
- What you can do to engage more effectively with government entities
- Sharing examples of lessons learned

**Michael Bagley**, President, **Jellyfish**

## 12.40 Networking Lunch

## ONSHORE STREAM

## 13.40 Achieving E&amp;P Operationalization in Hostile Environments

- Evaluating the role of information-led security
- Conducting threat identification and mitigation measures
- Delivery of an integrated HSSE strategy to deliver the plan and maximize the opportunity
- A review of developed Triggers, Warnings and Indicators

**Patrick Black**, Senior Expert, Security & Resilience, HSSE, **OMV**

## 14.20 CASE STUDY: Practical Insights Into Heightening The Protection Of Critical National Infrastructure

- Outlining Schlumberger's approach to onshore security
- Detailing lessons learned to date
- Taking steps to maximise onshore security now and in the future

**Peter McKinley**, Regional Security Lead, **Schlumberger**

## OFFSHORE STREAM

## 13.40 Evaluating And Implementing Effective Security For Offshore Assets

The workshop will briefly review the threats to offshore assets in the O&G environment and discuss potential mitigation measures to reduce the risks as low as reasonably possible.

**This workshop will look at:**

- Providing security to fixed assets (Rigs, FPSOs, Pipelines)
- Vessels in transit (Supply vessels and blue water transit)
- Discussing proactive, reactive and post incident actions

**You will leave with** a better understanding of the realities of offshore risks and protective security measures needed to reduce those risks in a cost effective manner.

Facilitated by **Martin Fuller**, Independent Security Consultant, (Top rated workshop facilitator at **West African Oil & Gas Infrastructure Security**)

## Day 1 Cont.

25th June 2013

15.00 Afternoon Refreshments &amp; Networking

## PLENARY SESSIONS

15.40 **CASE STUDY: Creating A Model To Optimise Security Procedures And Practices Based On Mwanna Africa's Operating Experiences**

- Keeping a global focus
- Implementing innovative security solutions
- Applying security recommendations to your own behaviours and company
- Avoiding common mistakes and learning from past experiences

**Eric Lubin**, Vice President, Business Development, **Mwanna Africa**16.20 **PANEL DISCUSSION: Identifying The Biggest Current And Anticipated Security Threats And The Actions Being Taken By Companies To Counter These**

- Identifying possible future threats
- Evaluating measures that can be implemented to mitigate these threats
- Sharing lessons learned from your industry peers

**Rob Andrew**, Managing Director, **Newport Africa****Patrick Black**, Senior Expert Protective Security, **OMV****Peter McKinley**, Regional Security Lead, **Schlumberger**17.00 **Chairman's Closing Remarks & End of Conference Day 1**17.10 **Networking Drinks hosted by:**

## Day 2

26th June 2013

8.25 **Registration, Refreshments & Networking**8.50 **Chairman's Opening Remarks**

## PLENARY SESSIONS

## Building Effective Community Relations

9.00 **Managing Risk In East Africa By Applying Successful Approaches To Link Community Relations And Security Management**

- The vital link between community relations and security
- Understanding the environment, setting off on the right path
- Risk mitigation in dangerous places

**Charles Antelme**, Regional Security Manager, **Afren East African Exploration**9.40 **Designing, Implementing And Managing An Effective Local Content Policy To Avoid Security Incidents**

- Understanding how and when local content can help prevent security threats to your operations
- Mitigating the possible threats that may arise from working actively with local communities
- Revealing examples of successful initiatives in Mozambique, Equatorial Guinea and Angola

**Deirdre White**, President & CEO, **CDC Development Solutions**10.20 **Morning Refreshments & Networking**

## Day 2 Cont.

26th June 2013

## 11.00 BREAK OUT GROUPS

This session will allow you to choose a particular country to focus on. You will be able to select between **Somalia, Uganda, South Sudan, Mozambique, Tanzania and Kenya**. You will then discuss country-specific issues, including:

- Understanding current security threats you face when moving into this country
- Preparing for future anticipated threats
- Possible mitigation measures that can be applied now and in the future
- Lessons learned from experiences in that country so far and from other regions

## 11.40 CASE STUDY: Revealing The Details Of Planning And Execution Of A Security Strategy

- Insights into selecting suitable security companies
- Addressing the question of Armed Guards: Private or Public?
- Training: What we can and cannot do
- Detailing a modus operandi

Kevin Hunt, International Security Specialist, **Statoil**

## 12.20 Networking Lunch

## ONSHORE STREAM

## OFFSHORE STREAM

## 13.20 INTERACTIVE WORKSHOP: Practical Steps To Implement A Robust Crisis Management Programme

Attend this workshop and learn:

- **The recommended make-up of the crisis response team:** Understand how to set up this team, who should be involved and what their roles should be in order to maximise its effectiveness
- **What you can expect in a crisis situation:** Make sure there are no surprises
- **How to deal with the media and families** of those involved with the crisis
- **Top tips on carrying out an effective post crisis de-brief:** How to cover lessons learned, what worked and what did not
- Implementing post-crisis training to capitalise on vital lessons learned

You will leave with:

- **A clear post-incident strategy** that will minimise the impact of this crisis on your ongoing operations
- **How to handle crisis properly:** Make sure you know what to do to ensure a quick and successful resolution to the crisis

Facilitated by **Kenneth Lowe**, Independent Security Consultant

## 13.20 Coordinating A Joined Up Approach To Eradicate Piracy At Its Roots

- Update on onshore initiatives
- Revealing likely scenarios and future developments
- What this means for you

**John Steed MBE**, Chief of Maritime Security and Counter Piracy, **UN Political Office For Somalia**

## 13.50 Developing A Sustainable And Successful East African Counter-Piracy Programme

- Detailing the plans being put into place to eradicate piracy
- Evaluating the successes so far
- Understanding the challenges that will be faced

**Hartmut Hesse**, Senior Adviser to the SASG on Counter-Piracy, **International Maritime Organisation**

## 14.20 Outlining Transocean's Recent Steps To Heighten Asset Security In East Africa

- Learning from experiences to date
- Applying new security measures to optimise security
- Outlining possible future threats that may require mitigation activity now

**Greg Robertson**, Regional Security Advisor, **Transocean**

## 14.50 Afternoon Refreshments &amp; Networking

## PLENARY SESSIONS

## 15.30 Understanding The Evolving Nature Of The Threat In East Africa And What To Look Out For

- Anticipating future security trends
- Protecting your assets against the rise of cybercrime and other emerging threats
- Applying experience from other regions and industries

**Hans Niebergall**, President & CEO, **South Asia and Africa Regional Port Stability Cooperative**

## 16.10 GROUP DISCUSSION: Documenting Next Steps And Immediate Actions Required

- Prioritising key learnings from the conference proceedings and outlining next steps
- Summarising immediate actions that can be taken when you return to the office
- Outlining mid to long-term initiatives

## 17.00 Chairman's Closing Remarks &amp; End of Conference

**Workshop A: Facilitating The Improved Cooperation And Coordination Between Industry And Government To Establish A Unified Approach To Counter Security Threats**
**Date: 24th June 2013**  
**Time: 09.00 – 16.00**

If you find that one of your biggest frustrations is gaining the cooperation and coordination you need to get things done, or even knowing who you should be engaging with at a government level, then this workshop will outline key ways in which you can overcome this hurdle.

**Attend this workshop and:**

- Gain a clear understanding of the exact nature of the barriers you face when operating in areas and industries where high level of government engagement are needed, but not easy
- The steps you can take to improve the ways in which you interact with necessary organisations
- Learn lessons from other regions where this is also a problem

**You'll leave this workshop with a clear understanding of:**

- How to engage more effectively with government bodies
- How to work more closely with your industry peers to get things done
- The experiences you are likely to have when operating in East Africa


**Workshop leader**
**Michael Bagley**  
 President  
**Jellyfish**

Michael is the President of Jellyfish. Jellyfish Intel is an innovative, private sector initiative designed by a team of former military and intelligence operatives, chief executives and corporate strategists offering private intelligence services to executives of multinational corporations and governments.

Amid increasing global geopolitical tensions and complex foreign policy decisions around the world, Jellyfish offers unique services in various intelligence disciplines including OSINT, HUMINT, SIGINT and Wargaming Strategies.

**Workshop B: Practical Training Day: Effectively Implementing Risk Assessments And Applying Risk Intelligence To Create A Robust Security Strategy**
**Date: 27th June 2013**  
**Time: 09.00 – 16.00**

This workshop aims to introduce the methodology and to remove some of the smoke and mirrors surrounding risk assessments. In so doing you will understand how, through effective use of the process, cost effective security measures can be applied to any organisation or facility to ensure the effective assessment and mitigation of security risks.

**Attend this workshop and learn:**

- How to **optimise the design, development and management of your intelligence capability** in East Africa
- **What can be learned from security risk mitigation in West Africa?**
- Analysis of **the latest statistics, trends and emerging intelligence**
- **How to apply this intelligence** to increase the strength of your security strategy
- **The outcome you can expect** to achieve from successful implementation

**You will leave with:**

- A clear understanding of the best ways to **utilise current intelligence to optimise your security capabilities**
- A clear understanding of **best practice and critical lessons learned** from your competitors
- **Practical measures you can implement immediately** when you return to the office to achieve a robust security strategy


**Workshop leader**
**Martin Fuller**  
 Independent Security Consultant

During the last year Martin has been working for G4S Africa as their Development Director for O&G for the whole of Africa; prior to that he was an independent risk consultant and the principle risk consultant for Olive Group in the UAE during which time he was involved in development of ISO 31000 and qualified as a BCM Lead Auditor.

Prior to joining Olive Group he was head of security for Abu Dhabi National Oil Company on secondment from BP Middle East where he had worked for 15 years with responsibility for security, security risk management and business continuity management within BP's Middle East operations.

**Top rated workshop leader West African Oil & Gas Infrastructure Security**

## Distinguished Speaker Faculty



**Rob Andrew**  
Managing Director  
Newport Africa

The final five years of Rob's 34 year career in the British military were spent in East Africa as Colonel in charge of the British military team that provided advice and assistance to many of the region's peace keeping efforts.



**Charles Antelme**  
Regional Security  
Manager  
Afren East African  
Exploration

Prior to joining Afren East Africa Exploration Charles served in the armed forces. He will talk about the importance of community engagement as a method of reducing security threats.



**Michael Bagley**  
President  
Jellyfish

Jellyfish is an innovative private-sector intelligence, security and technology syndicate created to provide unique operational support to corporate, government and military stakeholders around the world.



**Patrick Black**  
Senior Expert, Security  
& Resilience, HSSE  
OMV

Patrick has 23 years uniformed service. His previous roles include Regional Security Advisor with BP Group Security and with NATO Industrial Planning Committee as an Expert in oil and gas Critical National Infrastructure Protection.



**Martin Fuller**  
Independent Security  
Consultant

During the last year Martin has been working for G4S Africa as their Development Director for O&G for the whole of Africa; prior to that he was an independent risk consultant and the principle risk consultant for Olive Group.



**Hartmut Hesse**  
Senior Adviser to SASG  
on Counter-Piracy  
International Maritime  
Organisation

Hartmut joined the IMO Secretariat as a Senior Technical Officer and later was given responsibility for Maritime Security issues. He was recently the Special Representative of the Secretary-General for Maritime Security and Anti-Piracy Programmes.



**Kevin Hunt**  
International  
Security Specialist  
Statoil

Kevin is an international security specialists currently working for Statoil. His wealth of experience in security-related matters makes him a valuable addition to the speaker faculty.



**Silvester Kasuku**  
Infrastructure Special  
Advisor  
Office of the Prime  
Minister of Kenya

Silvester has a wealth of experience and expertise in infrastructure management policy which he gained over the years through research, consultancy and advisory services covering governments, private sector and development partners.



**Kenneth Lowe**  
Independent Security  
Consultant

Kenneth has extensive senior level experience in Security and Safety Management and a reputation for delivery within extremely challenging environments. He has worked for Schlumberger since February 2010.



**Eric Lubin**  
Vice President,  
Business Development  
Mwana Africa

Eric has a worldwide experience in politics and its application at local, national and international levels, giving him a rare quality of incisive practical vision in strategic analysis.



**Peter McKinley**  
Regional Security Lead  
Schlumberger

Peter has undertaken Country Security Risk Assessment activities in the Africa/Caspian region over the last 15 years, for International Organisations, UN Mission in Somalia, and United Nations Mission in Angola.



**Hans Niebergall**  
President & CEO  
South Asia and Africa  
Regional Port Stability  
Cooperative

Hans is the President and CEO of The South Asia And Africa Regional Port Stability Cooperative which is committed to safeguarding crews, vessels and cargo while transiting the world's most hazardous waters.



**Greg Robertson**  
Regional Security  
Advisor  
Transocean

Greg is the regional security advisor for Transocean. Prior to Transocean he worked with Schlumberger covering Egypt, Syria, Jordan and other countries. He has also spent about 5 years in Sudan.



**John Steed MBE**  
Chief of Maritime  
Security and Counter  
Piracy  
UN Political Office  
For Somalia

John is the Coordinator of Somali Counter Piracy initiatives through the Kampala Process and the Nairobi Cluster. He is the Chair of the Counter Piracy Technical Working Group.



**Deirdre E. White**  
President & CEO  
CDC Development  
Solutions

Under Deirdre's leadership, CDC Development Solutions also works in partnership with major extractive firms such as Chevron, ExxonMobil, and BP to ensure better participation of local residents in the extractive economy.



Senior  
Representative  
Thales

Thales will share its expertise in the defence space. The company has developed into a world leading developer of naval sensors and combat management systems with customers all over the world.

"After decades operating in the shadow of North and West Africa, East Africa is finally emerging as one of the most significant players in the continent's oil and gas industry"

'A New Frontier: Oil And Gas In East Africa', Control Risks

"I have attended and spoken on numerous international and local security forums and none so far match the level of professionalism, depth and overall significance to the industry as that which Hanson Wade exhibited during the entire programme"

Abiola Abimbola Sulaiman  
Security Manager  
West African Gas Pipeline Company

## Sponsorship Opportunities



Miles Harley

If your organisation needs to raise profile, promote products and services or develop new partnership opportunities in the oil and gas security sector, contact:

tel: +44 (0)20 3141 8797

email: mharley@hansonwade.com

## Working with Hanson Wade

When you work with Hanson Wade you work with a partner focused on your success. Your investment in both time and money needs to generate a return.

Our clients want that too and that's why they work with us. They want to reach a targeted audience and eliminate wastage from their marketing activities. They work with us because we deliver results. We're proud of this fact.

Our research identifies ground breaking issues and allows you to influence industry thinking at an early stage. Our expertise is recognised and respected by the industry. And our events are focused, leading edge and attended by people looking for knowledge before making decisions.

## Who attends Hanson Wade security events?

A sample of past attending companies include:

- Addax Petroleum
- Anadarko Petroleum Corp
- Argos Oil
- Baker Hughes
- BG Group
- Boa Marine Services
- BP Exploration & Production
- BP International
- Cairn Energy
- CB&I (Chicago Bridge & Iron Company N.V.)
- CGX Energy
- Chaparral Energy
- Chevron
- Chiyoda Corporation
- Cimarex Energy
- Cobalt International Energy
- Compact GTL
- ConocoPhillips International
- Ecopetrol
- Eni E&P
- Eni Petroleum
- Eni S.P.A
- Expro Group
- ExxonMobil
- Far East Energy Corporation (FEEC)
- Gazprom
- GDV Maritime AS
- GE Energy
- GE Petrol
- Globestar/Subsea7
- Global Industries
- Halliburton
- Hess Services
- Hochtief Construction AG
- Hocol
- J & P Energy & Industrial Projects
- McDermott International
- Mellitah Oil & Gas B.V
- Mitsubishi Power Systems Europe
- National Oilwell Norway AS
- Nigerian National Petroleum Corp (NNPC)
- Nigerian Ports Authority
- Nexen Inc
- Nigerian Ports Authority
- Norsesea AS
- Odebrecht
- OMV
- Pemex
- Petrobras Energia
- Petrofac UK
- Petrogal
- Petroleo Brasileiro SA
- Petronas
- Petronova Inc
- Pluspetrol
- Premuda SPA
- Pt Timas
- Queiroz Galvao E&P
- Repsol GasNatural LNG
- SAA
- Saipem Contracting Nigeria
- Schlumberger
- Siem Offshore
- Shell
- Shell Petroleum Development Company
- South Atlantic Petroleum
- Statoil
- Talisman Energy
- Technip
- Tecpetrol
- TGE Marine
- Tide Water Marin
- Total
- Total E&P
- Transocean
- Tullow Oil

## Lead Partner



## Newport Africa

We are part of a Group which includes Newport Africa Limited, Newport Africa (Kenya) Limited and Newport Offshore Limited. Together we can offer support to clients in a challenging region of Africa which includes Kenya, Uganda, Tanzania, DR Congo, Rwanda, Burundi, Sudan, Ethiopia, Djibouti and Somalia.

Our expertise in risk and security management has benefitted clients in the following business areas:

- Crisis and emergency management
- Security risk mitigation planning and audit
- Large project security management
- Investigation of illicit trading practices
- Competitive Intelligence
- Executive protection for high net worth individuals and senior corporate visitors
- Security audits
- Provision of emergency camps, relief logistics and camp security
- Specialist training of personnel for operations in hostile environments
- Post conflict reconstruction work including security sector reform & peace support
- Selection & recruitment of specialist security personnel for clients
- Social and political risk assessments

## Expertise Partner

## Thales Nederland



Thales Nederland was founded in 1922 as a production plant for mechanical fire control systems. The company has developed into a world-leading developer of naval sensors and combat management systems with customers all over the world. Other fields of expertise include cryogenics, military electro-optics and communications systems for military vehicles. In addition to defence equipment, Thales Nederland is active in several civil programs, e.g. hardware and processing for electronic ticketing for Dutch public transport. Recently, E-security is a new, growing, activity of Thales Nederland.

## Media Partners





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Charter House  
13-15 Carteret St  
London, SW1H 9DJ**Team Discounts**

- **10% discount – 3 delegates**
- **15% discount – 4 delegates**
- **20% discount – 5 or more delegates**

Please note that discounts are only valid when three or more delegates from one company book and pay at the same time.

**Venue and Accommodation****Venue**Hilton Nairobi,  
Mama Ngina St, Nairobi,  
00100, Kenya**Accommodation**

Overnight accommodation is not included in the registration fee, however accommodation options will be sent out with your confirmation email upon registering.

**Event Prices**

Package	Register and Pay before Friday 12th April 2013*	Register and Pay before Friday 10th May 2013*	Standard Prices*
<b>Oil &amp; Gas Operators/Associations/Military/Government</b>			
<input type="checkbox"/> Conference + Full Day Workshop + Training Course	\$2797 (SAVE \$1000)	\$3097 (SAVE \$700)	\$3397 (SAVE \$400)
<input type="checkbox"/> Conference + Full Day Workshop OR Training Course	\$2298 (SAVE \$500)	\$2498 (SAVE \$300)	\$2698 (SAVE \$100)
<input type="checkbox"/> Conference Only	\$1549 (SAVE \$250)	\$1699 (SAVE \$100)	\$1799
<input type="checkbox"/> 1 Day Training Course Or Full Day Workshop	\$999	\$999	\$999
<b>Solution Providers</b>			
<input type="checkbox"/> Conference + Full Day Workshop + Training Course	\$4997 (save \$1000)	\$5297 (save \$700)	\$5597 (save \$400)
<input type="checkbox"/> Conference + Full Day Workshop OR Training Course	\$4498 (save \$500)	\$4698 (save \$300)	\$4898 (save \$100)
<input type="checkbox"/> Conference Only	\$3749 (save \$250)	\$3899 (save \$100)	\$3999
<input type="checkbox"/> 1 Day Training Course Or Full Day Workshop	\$999	\$999	\$999

\*All discount offers (including team discounts) require payment at the time of registration to receive any discount. 'Early Bird' discounts require payment at time of registration and on or before the cut-off date to receive any discount. All discount offers cannot be combined with any other offer. The conference fee includes lunch, refreshments and course documentation. The fee does not include travel or hotel accommodation.

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Job Title:	Company/Organization:	
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Switchboard:	Signature:	Date:

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Full payment is due on registration. Cancellation and Substitution Policy: Cancellations must be received in writing. If the cancellation is received more than 14 days before the conference attendees will receive a full credit to a future conference. Cancellations received 14 days or less (including the fourteenth day) prior to the conference will be liable for the full fee. A substitution from the same organization can be made at any time.

Changes to Conference & Agenda: Hanson Wade reserves the right to postpone or cancel an event, to change the location or alter the advertised speakers. Hanson Wade is not responsible for any loss or damage or costs incurred as a result of substitution, alteration, postponement or cancellation of an event for any reason and including causes beyond its control including without limitation, acts of God, natural disasters, sabotage, accident, trade or industrial disputes, terrorism or hostilities.

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