Projects and Products Portal for Leonardo da Vinci

# Education et Formation Professionnelle des Commerçants du Gaz Naturel dans la Vision d'un Pivot de Commerce du Gaz Naturel Turc

2013-1-TR1-LEO05-47603

http://www.adam-europe.eu/adam/project/view.htm?prj=11767

## Information sur le projet

Titre: Education et Formation Professionnelle des Commerçants du Gaz Naturel dans la Vision d'un Pivot de Commerce du Gaz Naturel Turc

Code Projet: 2013-1-TR1-LEO05-47603

Année: 2013

Type de Projet: Projets de transfert d'innovation

Statut: Accordé

Pays: TR-Turquie

Accroche marketing: Le projet TRGas-Hub se concentre sur deux principaux thèmes qui existent dans le marché du Gaz Naturel:
1) Il n'y a pas d'institution privée ou publique qui offre des formations sur le commerce du Gaz Naturel avec un curriculum systématique;
2) Il y a un manque de rapport sur une feuille de route stratégique pour le marché d'échange du Gaz Naturel.

TRGas-Hub vise à trouver des solutions à ces problèmes via trois objectifs principaux:
1) Un curriculum d'échantillon sera produit afin d'être utilisé pendant les formations sur le commerce du Gaz Naturel;
2) Un Centre de Formation sur le Commerce du Gaz Naturel (DTEM) sera fondé à Ankara;
3) Un "Rapport sur une Feuille de Route Stratégique pour l'Etablissement d'un Pivot de Commerce du Gaz Naturel en Turquie" qui souligne les points clés sera publié afin de développer le rôle de la Turquie en tant que Pivot de Commerce du Gaz Naturel. Il sera utilisé pendant les formations et il donnera une idée sur le secteur du Gaz Naturel.

Résumé: As a result of outstanding economic performance during the last years, Turkey is experiencing demand boom to natural gas. Turkish government has been implementing a liberalization process in natural gas market to emerge as an "Energy Hub" between EU and producer countries that will bring new opportunities. But; 1)Since there is no private or public institution offering natural gas trading trainings within a systematic curriculum; current problem of private companies to find qualified natural gas traders having sound knowledge on financial markets will further increase. 2)Gas exchange market is the sine qua non element of a natural gas trading hub since it offers transparency in trading; lack of strategic roadmap report for gas exchange market is a major obstacle.
TRGas-Hub will use and develop e-learning suite, organise workshops, site visits, trainings for trainers, pilot trainings and international shippers forums. By using the knowledge to be produced and 1)A sample curriculum will be produced to be used in natural gas trade tainings. 2)Natural Gas Trading Training Center (DTEM) will be founded in Ankara where the developed curriculum to be used and the trained trainers during TRGas-Hub shall give traininigs. 3)On behalf of to be used in trainings and to be given an insight to the sector, "Strategic Roadmap Report for Formation of Turkish Natural Gas Exchange Market" outlining crucial points to boost role of Turkey as a Natural Gas Trading Hub will be published.
TRGas-Hub will be implemented by a high-callibre consortium. Partneship of Ministry of Energy and Natural Resources of Turkey - ETKB is valuable in terms of sustainable communication between private sector and public bodies. EFET is the most influential NGO in EU with its over 100 members and thanks to its wide experience in energy market liberalizations. ICIS's wide experiences in global natural gas market is very crucial. PETFORM with its 54 members is the only NGO gathering entire gas shipper companies operating in Turkish natural gas market.
Establishment of DTEM, proceeding books out of the workshops and international forums, sample curriculum, Strategic Roadmap Report for Establishment of Turkish Natural Gas Exchange Market, developed e-learning suite and the project website are going to be tangible results of the project. Increasing network, contributions to the liberalization of natural gas market are intangible outcomes.
TRGas-Hub is expected to have an impact to find well-trained natural gas traders

## Information sur le projet

problem of the sector as well as emergence of transparent and liberal natural gas exchange market in Turkey. With our strategic roadmap report, project will contribute to the integration of European and Turkish natural gas markets in accordance with EU's "Southern Corridor Strategy" and billions Euros of savings with cheaper natural gas supply as well as emergence of Turkey as a gas trading hub with thousands of new employment opportunities and billions Euros of worth industry.

Description: The TRGas-Hub Project is coordinated by the Petroleum Platform Association with the partnership of the Presidency of Strategy Development of Republic of Turkey Ministry of Energy and Natural Resources, European Federation of Energy Traders and ICIS Heren. The Turkish Government has been implementing a liberalisation program in the natural gas market. Unbundling of BOTA and limitation to the gas import volume are foreseen. Transforming Turkey into a "Natural Gas Trading Hub" is the common point of the Ministry of Foreign Affairs and the Ministry of Energy and Natural Resources in Turkey in the light of EU's "Southern Corridor Strategy". The current problem of private companies is to find well-equipped natural gas traders having solid knowledge on financial markets. There is a lack of training institutions in this area. There is no "Strategic Roadmap Report for Establishment of a Natural Gas Trading Hub in Turkey" which has vital importance for natural gas traders. We aim to bring solutions to these problems. Our Project is directly linked with the European Srategic Priority "Encouragement of Coopertation Between VET and the World of Work".

Thèmes:
*** Formation tout au long de la vie
** Formation continue
* Orientation professionnelle

Sectors:
*** Enseignement
** Production et Distribution d`Électricité, de Gaz, de Vapeur et d`Air Conditionné
* Activités Spécialisées, Scientifiques Et Techniques

Types de Produit:
Matériel pour l'enseignement
Modules
Programme/curriculum
Matériel d'apprentissage
CD-ROM
Site Internet

Information sur le produit:
Need analysis survey
Publication of workshop outcomes
E-learning tool
International Shippers Forum
Strategic Roadmap
Sample curriculum
Training of Trainers
DTEM-Natural Gas Trading Center in Ankara
Publication of Project Assessment Report
Project Web-Site
Project logo, posters Social Media accounts
2nd International Forum
4 newsletters
2 quality assessment reports

Page Web du projet: www.petform.org.tr

## Contractant du projet

| | |
|---|---|
| Nom: | Petroleum Platform Association |
| Ville: | ANKARA |
| Pays/Région: | Ankara |
| Pays: | TR-Turquie |
| Type d'organisation: | Association/organisation non gouvermentale |
| Site Internet: | http://www.petform.org.tr |

**Personne de contact**

| | |
|---|---|
| Nom: | Eser Özdil |
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| Ville: | ANKARA |
| Pays: | TR-Turquie |
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| E-mail: | eser.ozdil@petform.org.tr |
| Site internet: | http://www.petform.org.tr |

## Coordinateur

| | |
|---|---|
| Nom: | Petroleum Platform Association |
| Ville: | Ankara |
| Pays/Région: | Ankara |
| Pays: | TR-Turquie |
| Type d'organisation: | Association/organisation non gouvermentale |
| Site Internet: | http://www.petform.org.tr |

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# Partenaire

## Partner 1

| | |
|---|---|
| Nom: | European Federation of Energy Traders |
| Ville: | Amsterdam |
| Pays/Région: | Noord-Holland |
| Pays: | NL-Pays-Bas |
| Type d'organisation: | Association/organisation non gouvermentale |
| Site Internet: | http://www.efet.org |

## Partner 2

| | |
|---|---|
| Nom: | Reed Business Information (UK) Ltd |
| Ville: | Sutton |
| Pays/Région: | Greater London |
| Pays: | UK-Royaume-Uni |
| Type d'organisation: | Grande entreprise (plus de 250 employés) |
| Site Internet: | http://www.icis.com |

## Partner 3

| | |
|---|---|
| Nom: | Ministry of Energy and Natural Resources of Turkey |
| Ville: | ANKARA |
| Pays/Région: | Ankara |
| Pays: | TR-Turquie |
| Type d'organisation: | Institution publique |
| Site Internet: | http://www.enerji.gov.tr |

## Produits

1 Need Analysis Survey

2 Publication of Workshops Outcomes

3 E-Learning Tool

4 Publication of 1st International Shippers Forum

5 Strategic Roadmap

6 Sample Curriculum

7 Natural Gas Trading Center in Ankara

8 Publication of Project Assessment Report

9 Project web-Site

10 4 Newsletters

11 Project Logo, Posters and other promotion items

12 Social Media Accounts

13 2nd International Shippers Forum Booklet

# Produit 'Need Analysis Survey'

| | |
|---|---|
| Titre: | Need Analysis Survey |
| Type de Produit: | Méthodes d'évaluation |
| Texte marketing: | |
| Description: | At PETFORM in January 2014, the surveys filled out by representatives of the private sector and members of PETFORM were evaluated through the SPSS. |
| Cible: | Natural Gas Traders, High Ranking Managers of companies actively operating in the Turkish Natural Gas Market, bureaucrats, public bodies. |
| Résultat: | 15 subjects are given to participants and they are asked to prefer 5 subjects that they what to attend training program about. The chart shows the 5 mostly choosen subjects. Energy security 71%, Energy Pricing 62%, Future, Options&Derivatives 61%, Risk Management 60%, Politics&Economics of International Energy 59% and Energy Exchange 52%. |
| Domaine d'application: | To identify training needs of the natural gas traders in Turkey via an extensive research thanks to wide network of PETFORM and MENR |
| Adresse du site Internet: | |
| Langues de produit: | anglais |

# Produit 'Publication of Workshops Outcomes'

| | |
|---|---|
| Titre: | Publication of Workshops Outcomes |
| Type de Produit: | Matériel pour l'enseignement |
| Texte marketing: | |
| Description: | The workshop outcomes provide a mot-a-mot transcription of discussions held during the meetings. |
| Cible: | PETFORM, Ministry of Energy and Natural Resources of Turkey, ICIS, EFET, Energy Market Regulatory Authority, BOTA, private companies |
| Résultat: | The workshop was a platform of ideas based on European experience which will be useful in the liberalization of the Turkish natural gas market. |
| Domaine d'application: | The workshop outcomes were a concrete guide in the path of liberalisation of Natural Gas Sector in Turkey. The discussions during the workshops form the basis of the development of a gas hub in Turkey. |
| Adresse du site Internet: | |
| Langues de produit: | anglais |

# Produit 'E-Learning Tool'

| | |
|---|---|
| Titre: | E-Learning Tool |
| Type de Produit: | Enseignement à distance |
| Texte marketing: | |
| Description: | The e-learning tool contributed to the training of natural gas markets. |
| Cible: | Natural Gas Traders in Turkey |
| Résultat: | The e-learning tool were part of the curriculum used at DTEM. |
| Domaine d'application: | The e-learning tool aims to provide real-time trading system to the natural gas market players in Turkey. Thus players will be able to see easily what the basic requirements for the balancing market and which processes they should follow to make system operate properly. |
| Adresse du site Internet: | http://trgashub.com/ |
| Langues de produit: | anglais |

# Produit 'Publication of 1st International Shippers Forum'

| | |
|---|---|
| Titre: | Publication of 1st International Shippers Forum |
| Type de Produit: | Matériel pour l'enseignement |
| Texte marketing: | |
| Description: | The First International Shippers Forum was implemented in London on 26 June 2014. This platform gathered all public and private stakeholders of the Natural Gas Sector in Turkey. With a specific theme "Road to Turkish Natural Gas Exchange Market" to discuss the emergence of "gas hub" in Europe and opportunities in Turkey. |
| Cible: | Natural Gas Sector |
| Résultat: | The 1st International Shippers Forum drew a picture of the European gas market which will serve as a model for the establishment of a liberal natural gas market in Turkey. |
| Domaine d'application: | The platform was an opportunity to drive results from European experiences and adapt them to Turkey. |
| Adresse du site Internet: | |
| Langues de produit: | anglais |

# Produit 'Strategic Roadmap'

| | |
|---|---|
| Titre: | Strategic Roadmap |
| Type de Produit: | Enseignement à distance |
| Texte marketing: | |
| Description: | The report aimed at taking advantage of real life experience. This report was the result of an effective cooperation, extensive literature review, comments of private companies and public sectors and taking into consideration of European experiences. It was hoped to be announced as "official policy document" by the Ministry of Energy and Natural Resources of Turkey. |
| Cible: | Natural Gas private and public sector in Turkey |
| Résultat: | The Strategic Roadmap examined the European gas hubs and provided recommendations for the Turkish natural gas market. |
| Domaine d'application: | The report was a guide throughout the process of liberalisation of the Natural Gas sector in Turkey and the formation of a "Gas Hub". |
| Adresse du site Internet: | |
| Langues de produit: | anglais |

# Produit 'Sample Curriculum'

| | |
|---|---|
| Titre: | Sample Curriculum |
| Type de Produit: | |
| Texte marketing: | |
| Description: | Based on contents to be transferred for ICIS and EFET, the sample curriculum was used in natural gas trading trainings. It was the first systematic document to be used at natural gas trading trainings in Turkey. |
| Cible: | Natural Gas traders in Turkey |
| Résultat: | The Sample Curriculum examined the European and Turkish natural gas sectors parameters. |
| Domaine d'application: | The sample curriculum was used at DTEM. |
| Adresse du site Internet: | |
| Langues de produit: | anglais |

# Produit 'Natural Gas Trading Center in Ankara'

| | |
|---|---|
| Titre: | Natural Gas Trading Center in Ankara |
| Type de Produit: | Matériel d'apprentissage |
| Texte marketing: | |
| Description: | DTEM was established in Ankara as the for profit organization subsidiary of PETFORM. PETFORM coordinated the entire process for the establishment and ICIS provided guidance. Profit oriented characteristic of DTEM ensured its sustainability and future technical and physical development. Developed sample curriculum were used during the trainings. |
| Cible: | Natural Gas traders in Turkey |
| Résultat: | For the long run, DTEM is expected to emerge as the state-of-art training center for Turkey and neighbouring countries and lead to bring vocational standards for the natural gas traders. |
| Domaine d'application: | DTEM was established within the premises of PETFORM. |
| Adresse du site Internet: | |
| Langues de produit: | anglais |

# Produit 'Publication of Project Assessment Report'

| | |
|---|---|
| Titre: | Publication of Project Assessment Report |
| Type de Produit: | Enseignement à distance |
| Texte marketing: | |
| Description: | The Report presents aims, objectives and progress of the project. |
| Cible: | Natural Gas sector in Turkey |
| Résultat: | The Report examined process of the project. |
| Domaine d'application: | The report sumarize given aims, objectives, periods of the project. |
| Adresse du site Internet: | |
| Langues de produit: | anglais |

# Produit 'Project web-Site'

| | |
|---|---|
| Titre: | Project web-Site |
| Type de Produit: | |
| Texte marketing: | |
| Description: | The web-site presented information and pictures from meetings as well as the products obtained throughout the project. It provided access to both the project e-learning tool. |
| Cible: | Natural Gas Traders, Stakeholders of the natural gas sector, International and National Stakeholders, Research Institutes. |
| Résultat: | The web-site provided information and developments of the project. |
| Domaine d'application: | The web-site is a way of communicating the outcomes of the project and making aware of public. |
| Adresse du site Internet: | http://trgashub.com/ |
| Langues de produit: | anglais |

# Produit '4 Newsletters'

| | |
|---|---|
| Titre: | 4 Newsletters |
| Type de Produit: | Matériel pour l'enseignement |
| Texte marketing: | |
| Description: | The newsletters present the first six months, second six months, the first and the second year of the project. |
| Cible: | Natural Gas Traders, High Ranking Managers of companies actively operating in the Turkish Natural Gas Market, bureaucrats, public bodies. |
| Résultat: | The Newsletters provided a summary of the project. |
| Domaine d'application: | The newsletters summarize given periods of the project and are essential to keep track of the progress of the project. |
| Adresse du site Internet: | |
| Langues de produit: | anglais |

# Produit 'Project Logo, Posters and other promotion items'

| | |
|---|---|
| Titre: | Project Logo, Posters and other promotion items |
| Type de Produit: | |
| Texte marketing: | |
| Description: | A project logo was created for communication and visibility purposes. Posters, agendas and pens showing the project logo were produced for communication purposes. |
| Cible: | Public |
| Résultat: | The products were essential for the promotion of the project. |
| Domaine d'application: | Posters, agendas and pens showing the project logo were produced for communication purposes. |
| Adresse du site Internet: | |
| Langues de produit: | anglais |

# Produit 'Social Media Accounts'

| | |
|---|---|
| Titre: | Social Media Accounts |
| Type de Produit: | |
| Texte marketing: | |
| Description: | The social media accounts were necessary not only for the promotion of the project but also to create an interface between the project holders and the target sectors. |
| Cible: | Public |
| Résultat: | The social media acoounts were a way to communicate easily and effectively with target groups. They are a platform of discussion open to the public. |
| Domaine d'application: | Social media account such as twitter and linkedin were created. |
| Adresse du site Internet: | https://twitter.com/TRGasHub, https://www.linkedin.com/in/trgas-hub-26580898 |
| Langues de produit: | anglais |

# Produit '2nd International Shippers Forum Booklet'

| | |
|---|---|
| Titre: | 2nd International Shippers Forum Booklet |
| Type de Produit: | Enseignement à distance |
| Texte marketing: | |
| Description: | The Second International Shippers Forum was implemented in Ankara on 26-27 October 2015. This platform gathered all public and private stakeholders of the Natural Gas Sector in Turkey. |
| Cible: | Natural Gas sector in Turkey |
| Résultat: | The 2nd International Shippers Forum drew a picture of the Turkish Natural Gas market and the European gas market which will serve as a model for the establishment of a liberal natural gas market in Turkey. |
| Domaine d'application: | The platform is an opportunity to drive results from European experiences and adapt them to Turkey. |
| Adresse du site Internet: | |
| Langues de produit: | anglais |

# Événements

## Closing Ceremony

| | |
|---|---|
| Date | 29.02.2016 |
| Description | The Closing Ceremony aimed at informing about project and its content. |
| Cible | PETFORM, Ministry of Energy and Natural Reseources, ICIS, EFET, Energy Market Regulatory Authority |
| Public | Événement non public |
| Informations de contact | eser.ozdil@petform.org.tr |
| Date et lieu | 29 February 2016 - Ankara Swiss Hotel |

## Pilot Implementation No 3

| | |
|---|---|
| Date | 29.02.2016 |
| Description | Pilot training was conducted at Swiss Hotel and 76 participants from Public and Private sectors were trained by the trained trainers. |
| Cible | Energy Shareholders |
| Public | Événement non public |
| Informations de contact | |
| Date et lieu | 29-02-2016, Ankara-Türkiye |

## Pilot Implementation No 2

| | |
|---|---|
| Date | 26.02.2016 |
| Description | Pilot training was conducted at DTEM and 15 correspondents from Anadolu Agency members were trained by the trained trainers. |
| Cible | correspondents |
| Public | Événement non public |
| Informations de contact | |
| Date et lieu | 26-02-2016, Ankara/Türkiye |

# Événements

## Pilot Implementation No 1

| | |
|---|---|
| Date | 23.02.2016 |
| Description | Pilot training was conducted at AygazDG and 30 participants from PETFORM members were trained by the trained trainers. |
| Cible | Natural Gas Traders |
| Public | Événement non public |
| Informations de contact | |
| Date et lieu | 23-02-2016 Istanbul, Turkey |

## Training of Trainers

| | |
|---|---|
| Date | 25.01.2016 |
| Description | Training of Trainers were conducted in Vienna, Austria and London, United Kingdom under the guidance of ICIS' and EFET's experts for the pilot implementations in Turkey. During 5 days, 27 trainers were subjected to intensive training program. |
| Cible | PETFORM, Ministry of Energy and Natural Resources of Turkey, ICIS, EFET, BOTA, Energy Market Regulatory Authority |
| Public | Événement non public |
| Informations de contact | eser.ozdil@petform.org.tr |
| Date et lieu | 25-29 January 2016, Vienna-London |

## 2nd International Shippers' Forum

| | |
|---|---|
| Date | 26.10.2015 |
| Description | This platform that occured in Ankara Bilkent Hotel on 26-27 October 2015 gathered all public and private stakeholders of the natural gas sector in Turkey. It aimed to discuss the emergence of gas hub. |
| Cible | PETFORM, Ministry of Energy and Natural Resources of Turkey, Energy Market Regulatory Authority, ICIS, EFET, representatives of the private sector, BOTA, TPAO |
| Public | Événement non public |
| Informations de contact | eser.ozdil@petform.org.tr |
| Date et lieu | 26-27 October 2016, Ankara Bilkent Hotel |

# Événements

## International Shippers' Forum

| | |
|---|---|
| Date | 26.06.2014 |
| Description | This platform that occured in London on 26-27 June 2014 gathered all public ad private stakeholders of the natural gas sector in Turkey. With a specific theme "Road to Turkish Natural Gas Exchange Market" it aimed to discuss the emergence of "gas hubs" in Europe and opportunities in Turkey. |
| Cible | PETFORM, Ministry of Energy and Natural Resources of Turkey, ICIS, EFET, representatives of the private sector,BOTA |
| Public | Événement non public |
| Informations de contact | eda.erkula@petfrom.org.tr |
| Date et lieu | 26-27 June 2014, London |

## Regulatory and Transmission System Workshop

| | |
|---|---|
| Date | 20.05.2014 |
| Description | During the workshop the discussions were about the financial, legal and infrastructural aspects of the natural gas market in Turkey with a view to make it a hub. The examples from European gas markets were a base to analyse the necessary legal and technical steps to foster the emergence of the Turkish natural gas market. |
| Cible | PETFORm, Ministry of Energy and Natural Resources, ICIS, EFET, representatives of the private sector, Republic of Turkey Energy Market Regulatory Authority, BOTA, Competition Authority, TAP, Borsa stanbul |
| Public | Événement non public |
| Informations de contact | eda.erkula@petform.org.tr |
| Date et lieu | 20-21 May 2014, premises of the Ministry of Energy and Natural Resources, Ankara |

# Événements

## Energy Exchange Workshop

| | |
|---|---|
| Date | 24.03.2014 |
| Description | During the workshop was discussed the emergence and liberalization process of the Turkish natural gas market, giving examples from Europe. The two-year long project was described as a means towards achieving the urging needs of this new market, allowing lessons-learnt from European countries such as England, Holland, Germany, Austria and Italy and thus serving as a road map. The current situation of the Turkish natural gas market was described and the necessity of it was agreed that representatives of the public and private sector should meet often. |
| Cible | PETFORM,Ministry of Energy and Natural Resources,ICIS,EFET,representatives of the private sector |
| Public | Événement non public |
| Informations de contact | eda.erkula@petform.org.tr |
| Date et lieu | 24-25 March 2014, Premises of Ministry of Energy and Natural Resources, Ankara |

## Kick off Meeting

| | |
|---|---|
| Date | 13.12.2013 |
| Description | The kick-off meeting aimed at making the public aware of the project and its content. |
| Cible | Public |
| Public | Événement public |
| Informations de contact | eda.erkula@petform.org.tr |
| Date et lieu | 13.09.2013, Ankara Sheraton Hotel |