



## The Partnership holds first International Trade Council for 2015

The Partnership held its first International Trade Council for 2015 on Tuesday, March 10 in the Partnership board room. Council Host, Andrew Pidgirsky, Partner, Adams and Reese, LLP, welcomed Carlos Cantu, Supplier Development General Manager, PEMEX Procurement International (PPI) as the Council Speaker. Cantu discussed challenges and prospects in procurement for PPI.



Cantu began with an overview of the timeline for the energy reforms currently unfolding in Mexico, setting the stage for a conversation focused on PPI moving forward. “These reforms are changing the way that oil and gas has been operating in Mexico for more than 70 years,” he said. “The first big challenge will be the decentralization of the procurement process.”

Cantu also discussed PEMEX’s adoption of best practices in the oil and gas industry. “Since 2008, there has been a clear shift towards centralization, integration and globalization with a focus on continuous improvement, innovation and transformation programs,” said Cantu. PPI has focused on adoption of best practices on three main subjects: strategy, suppliers, and procurement.

“A unique Procurement Model promotes transparency and accountability” said Cantu. “The core of the procurement transformation is: category management, long term relationship with suppliers and talent management.” He concluded by noting that changes in the legal framework will allow PEMEX to operate according to international best practices, and centralization will create value throughout procurement strategies.

PEMEX is the 7th largest oil producer worldwide, with 75 percent of the crude oil being from offshore. As the Energy Capital of the World, Houston is uniquely positioned to provide leadership and support as Mexico opens up its oil and gas sector to private industry. The Partnership’s Mexico Energy Task Force serves as a catalyst for Houston’s energy industry to ensure it is properly connected and informed to take advantage of the historic opportunities that will result from the reforms.