

Invitation to Tender: Oil and Gas Industry System Analysis

8 March 2024

About the project

The Global Gas And Oil Network (GGON) aims to phase out oil and gas production in a just and equitable way in line with 1.5C.

As part of a bi-annual process, GGON is reviewing its Network Strategy to ensure we have an appropriate set of 'change objectives', with long term pathways outlined, which include the barriers we need to overcome, and what opportunities exist that we can harness. Ultimately we are seeking a more clearly defined plan of work across the Network that will enable the Network to achieve these objectives.

A critical input to this process is to have an "Analysis of the Oil and Gas System" which can inform Network partners as we seek to update our Strategy.

Note, by "Oil and Gas System", we mean the companies within the oil and gas industry; the service companies - lawyers, financiers, consultants, etc; the government bodies, regulators, state owned companies and other political entities; and any other institution or other actors that in some way contribute to oil and gas supply (ie. the extraction and transportation of oil and gas). For the purposes of this process, we are not including the "downstream" system - eg processing and consumption.

We would ideally like for this project to be iterative, and inform not just this process this year, but also future strategy processes GGON runs: **Our aim would be to have a product which we can return to and collaboratively update from time to time with Network members.** As such, we are particularly interested to see a proposal that includes developing a baseline model of the oil and gas system to capture the barriers/opportunities/leverage points which can be adjusted and developed

GGON is looking to commission a consultant to produce an analysis that covers:

- A simple visual and/or written overview of the the key, interlocking components of the oil and gas system (schematic of the system), including:
 - Who are the key actors ("nodes") - eg Listed companies, National Oil Companies, regulators, financiers etc and what their role is, including why they are a key actor
 - How do these actors relate to each other ("links" & "causal relations") - eg "financier provides capital to company via bond" and "capital secured via bond leads to increased capacity to extract more oil/gas"
 - What are the mental models of different actors: What are their values? Their perspectives? Their accepted paradigms? Their incentives?
 - What are the currently dominant patterns/trends?
- A visual and/or written summary of how the system is changing in relation to our work. In particular;
 - What are the negative dynamics (actors, incentives, reinforcing loops, behaviors, global developments etc) that are operating as barriers that might make our aim less likely
 - What are the positive dynamics (emerging trends, innovations, potential positive/negative loops campaign successes, shifting behaviors, incentives etc) that may make our aim more likely, or that could be opportunities for us to harness
- A written summary of the possible implications of this system analysis for the GGON network Secretariat and members:

- What are the key actors/relationships/dynamics/conditions that, if shifted or created, could make progress towards our change objectives.¹
- What are the key opportunities for GGON to create shifts (ie. vulnerabilities/elements that are moveable and/or are not currently being tackled or need more effort to create change) in the oil and gas system across the Global North and the Global South?

The successful consultant would be expected to produce a final written document for review by 15 May 2024. (Exact format to be agreed between consultant and GGON Secretariat. Expected to be a word document and a slide deck as a minimum, and potentially something more visual and collaborative, e.g. Miro Board)

The consultant would be expected to provide a large amount of content themselves, as well as make use of Network members by conducting interviews with people suggested by the GGON Secretariat. We will also make available notes from network meetings where we hope to gather additional insights from partners.

Some level of participatory engagement with GGON members may be feasible - through virtual workshops etc. Applicants are welcome to include options in the proposal.

Attributes

Essential

- Ability to set up the project and work quickly to develop a good enough analysis to inform our strategy process
- Knowledge of the oil and gas system

Desirable

- Demonstrated experience of producing equivalent sort of analysis
- Knowledge of GGON
- Ability to map and summarize detailed information in an accessible way

Timeline: Finished product to be delivered by 24 May, with a first draft to be produced by 22 April.

Budget : We would consider proposals based on envisaged output and cost effectiveness. Our maximum budget available for this is \$15,000.

To apply: Please submit your proposal to manager@ggon.org by 24 March 2024

¹ Noting we have a “network strategy” which identifies a number of broad groups and key actors. We would expect this work to build on this.