

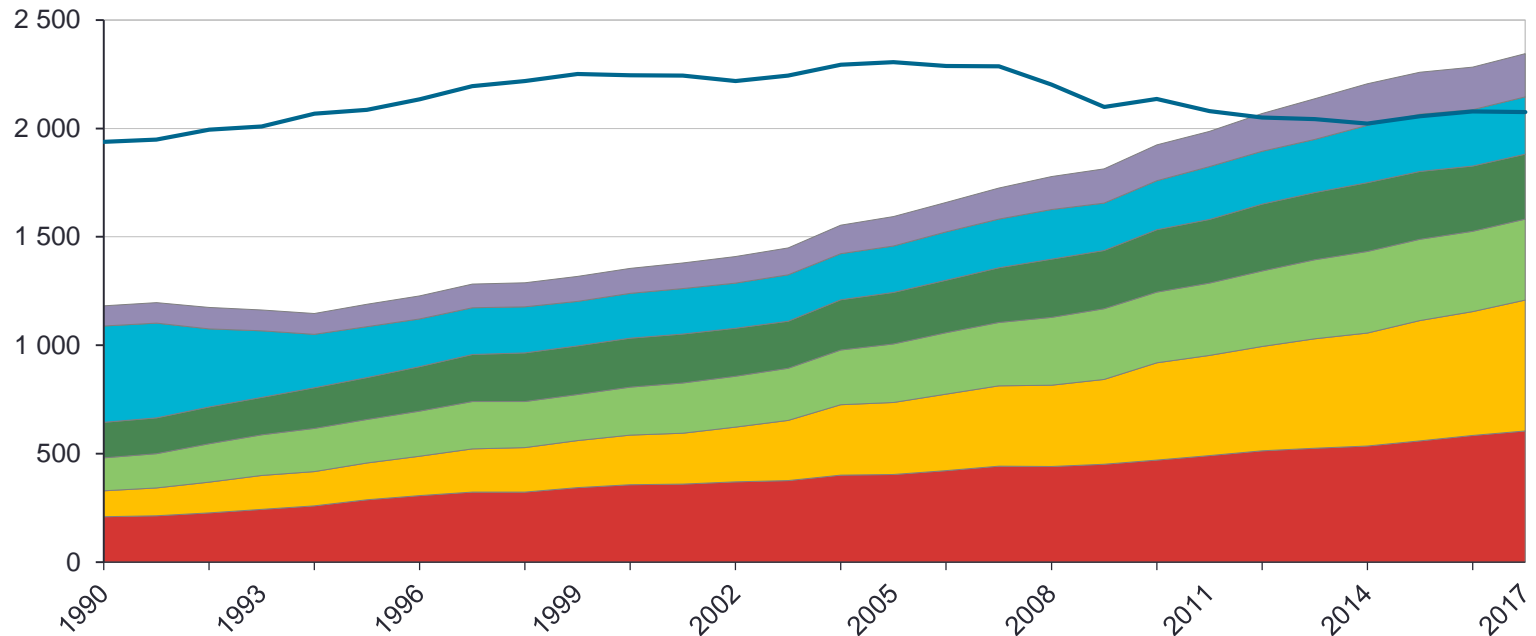
# ENGAGEMENT WITH BUSINESS

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# Oil product demand by geographical region

Million tonnes



Non-OECD Asia excluding China

China

Middle East

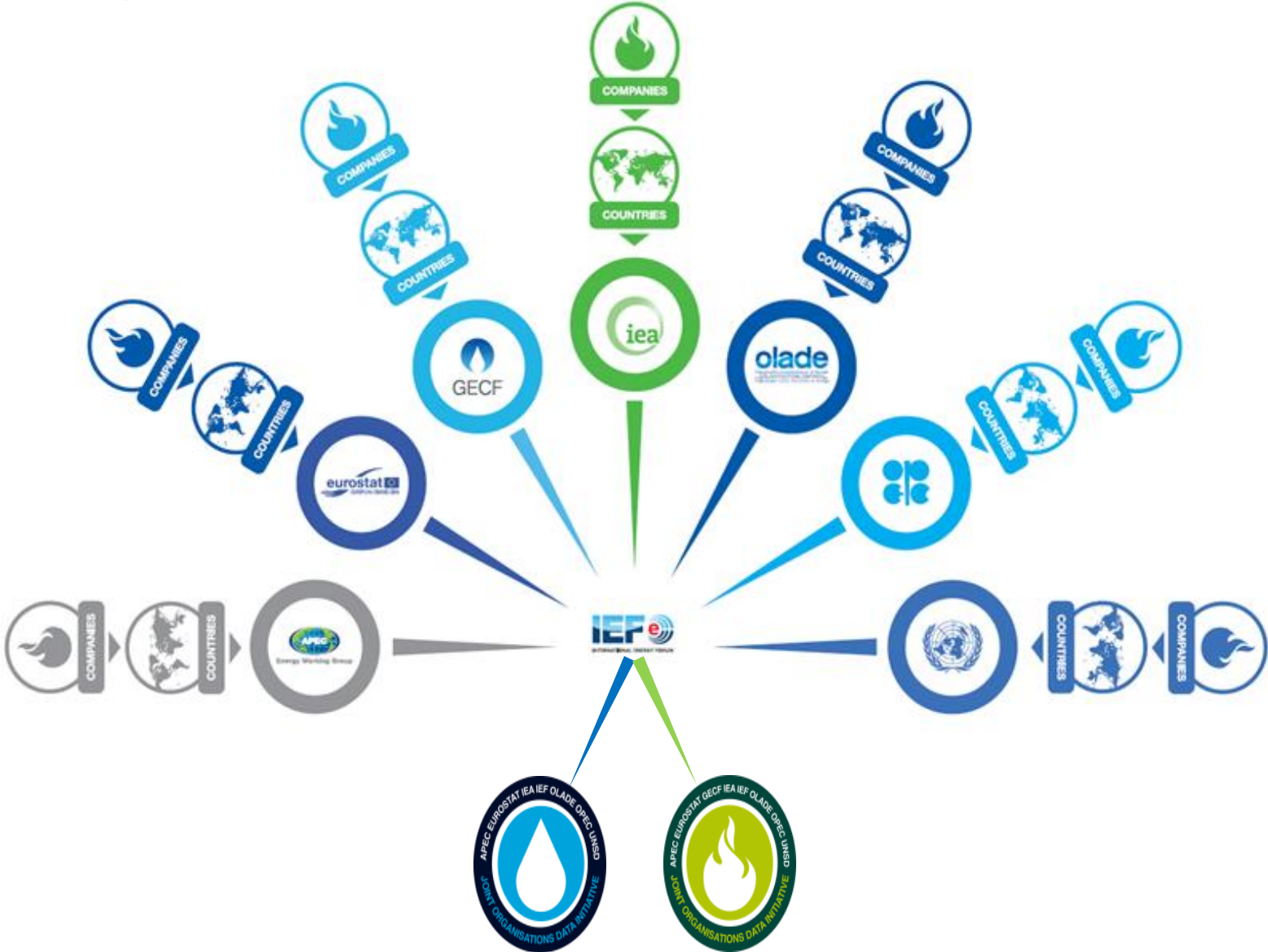
Non-OECD Americas

Non-OECD Europe and Eurasia

Africa

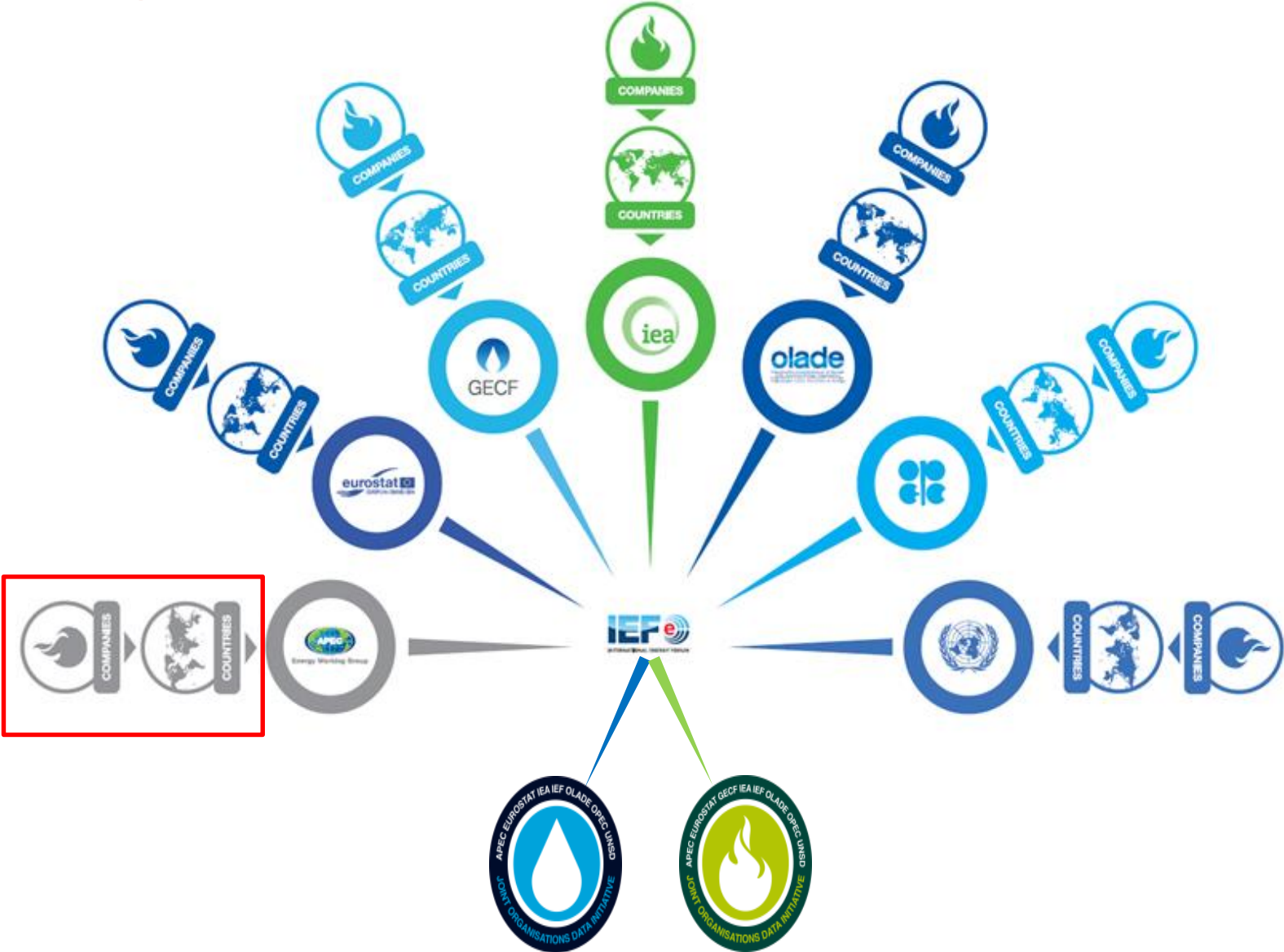
OECD

# How JODI works



JODI World databases

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JODI World databases

# Quick questions

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- Who collects these data from business directly?
- Who has spoken to the business(es) about why the data are needed and their benefit?

# 1<sup>st</sup> Exercise

- In pairs, discuss – “what is the value of JODI data (gas or oil) to businesses in your economy”?
- 5 mins – then all groups to feed one idea back



## 2<sup>nd</sup> Exercise

- In pairs, discuss – “what reasons do businesses give, if they do, for not supplying or delays in providing JODI data (gas or oil)”?
- 5 mins – then all groups to feed one issue back

## 3<sup>rd</sup> exercise

- In groups of 4, discuss how any of the identified (or new) benefits could be used to mitigate the issues (or why the benefit of the data being available is greater)
- 
- 10 mins – then all groups to feed one pairing (issue-response) back

# Establishing and maintaining a relationship with business data suppliers

- It is essential to have a good working relationship with business
- Regular contact over email and phone
- Prompt feedback/questions provided to the companies
  - Automated data checks.
  - Errors are flagged up and queried
- Give advice on survey completion, units, checks etc
- Regular meetings with a representative of every company
- Engage with them as users of data
- What could you give back?

What could you do?

# Examples from the UK

- Regular meeting with the trade association (UKPIA)
- Data quality assured by validation visits to businesses (linked to stock holding)
  - Builds confidence for business (professionalism) and gvt (importance)
- Own company (only) market share of sales provided back to business (encourages accuracy of data provided and provides a key business KPI)

# DATA GOVERNANCE

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# Fundamental Principles of Official Statistics - in brief

Agreed at UN Plenary 29<sup>th</sup> January 2014

<https://unstats.un.org/unsd/dnss/gp/fundprinciples.aspx>

Key elements for statistical governance

- Statistics inform public business and investors – they “provide an indispensable element in the information system of a democratic society”
- Made available on regular basis
- Impartial
- Trusted
- Methodologies chosen by statisticians and published
- Statisticians role to protect confidential data
- Using international concepts, classifications and methods promotes the consistency and efficiency.

# Data governance

- Take many forms but common themes which draw from FPoOS
- Essential to create a process to deliver high quality and trusted statistics
- Key elements
  - Independent results using best/cost effective methodology
  - Comprehensive and timely
  - Mandatory data collection a big help, but clarity on why needed is crucial
  - Regular published statistics, ideally pre-announced
  - Clearly presented – graphically and written
  - Collect once use often
  - Data access and use including across multiple organisations
  - Communication with data providers and users
  - Confidentiality can be solved



# Results – Good (energy) data?

- ✓ Relevant
- ✓ Reliable
- ✓ Timely
- ✓ Consistent
- ✓ Cost efficient
- ✓ Comparable over time
- ✓ Comparable between countries, provinces, cities...  
according to needs
- ✓ Used

CONFIDENTIALITY

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# Confidentiality issues

- Regardless of the type of data collection (statistical law or administrative Code of Energy framework), the rules are broadly the same:
  - ✓ Each disseminated data must be based on at least three units
  - ✓ Regardless of the number of units contributing to the aggregated figure, one unit cannot represent more than 85% of the total.
- Monopoly business
  - No competition, so no commercial issues?
  - Need support from Ministry

# Dealing with confidentiality

- Communication with business
- Volume not value data
  - Reinforce what data you need and what you don't
- Timelags
  - Accept a longer time lag and build on it (eg go for 3 months if wont give 2, for some variables)
- Aggregation of cells/rows/columns
  - An OK solution, if not ideal, don't say no to data
- Challenge – check annual report and accounts/statements

# Aggregation

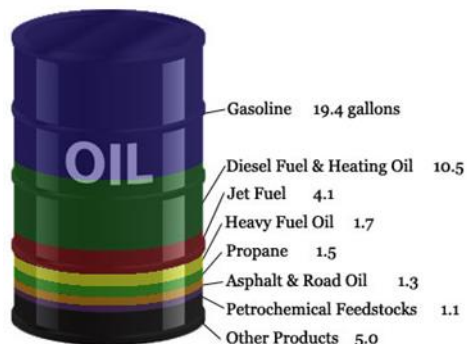
## Joint Organisations Data Initiative - Oil Monthly Questionnaire

Country \_\_\_\_\_

Month \_\_\_\_\_

Unit : \_\_\_\_\_

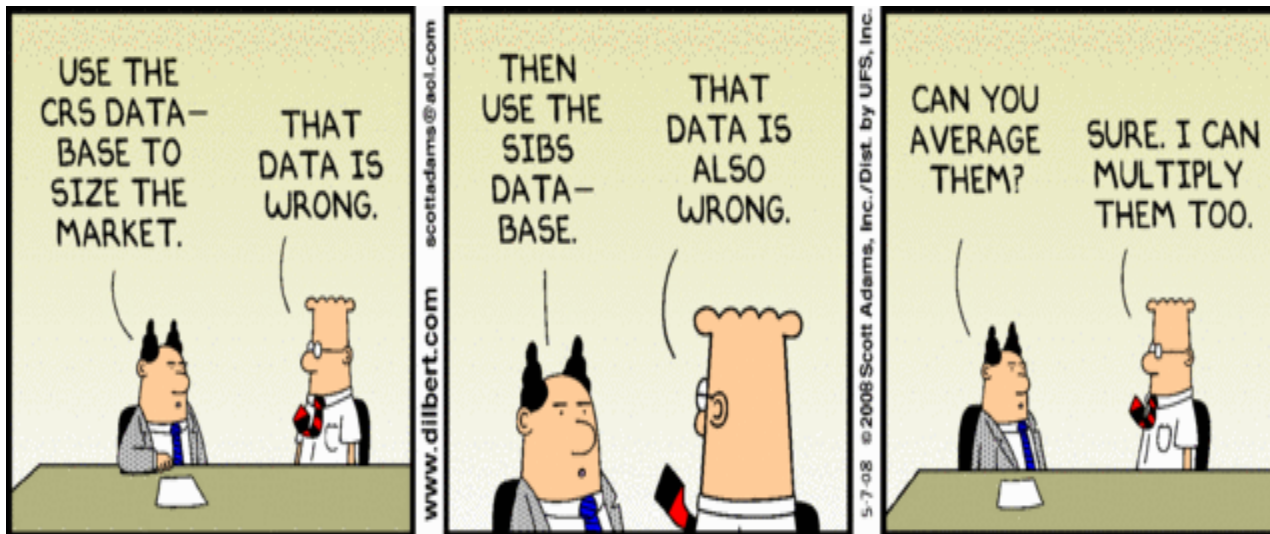
	Crude Oil	NGL	Other	Total (1)+(2)+(3)		Petroleum Products								
						LPG	Naphtha	Gasoline	Total Kerosene	Of which: Jet Kerosene	Gas/ Diesel Oil	Fuel Oil	Other Products	Total Products (5)+(6)+(7) +(8)+(10) +(11)+(12)
	(1)	(2)	(3)	(4)		(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)
+Production					+Refinery Output									
+From Other sources					+Receipts									
+Imports					+Imports									
-Exports					-Exports									
Products +Transferred /Backflows					-Products Transferred									
-Direct Use					+Interproduct Transfers									
-Stock Change					-Stock Change									
-Statistical Difference	0	0	0	0	-Statistical Difference	0	0	0	0	0	0	0	0	0
=Refinery Intake					= Demand									
Closing stocks					Closing stocks									



Refinery Losses 0

# Conclusions

- Communication with business is vital
- Have to be active, reach out
  
- Meet them
- Discuss data needs and how data can and will help them
- See how you can help
  - but don't be afraid to politely push back
  
- Be clear on needs, but flexible (in the short term)
- Build confidence and relationships



Questions, thoughts very welcome – thanks.