Commencing operations in the 1950s, Saipem has grown into a leader in the provision of engineering, procurement, project management and construction services. The company has special expertise in the design and execution of large-scale offshore and on-shore oil and gas projects, with a particular focus on the toughest and most technologically challenging sites, including remote areas and deep waters. Employing over 48,000 people from approximately 125 countries, Saipem has a strong local presence in strategic and emerging markets such as West Africa, the Americas, Central Asia and the Middle East.

Given the scale and location of its activities, the company is conscious of the role it plays in the sustainable economic development of the communities in which it operates. Saipem’s sustainability strategy aims to maximise the local content of its projects as a means to achieve the integration of the business within the local socio-economic context. To this end, Saipem has developed an innovative model drawing upon economic impact analysis methodologies – Saipem Local Content Externalities Evaluation (SELCE) – to describe, measure and monetise the tangible value of company operations in a specific country, as well as the ‘intangible’ benefits connected to its presence.

Having been applied in a variety of different territories where Saipem operates, the SELCE model has demonstrated and reinforced the perception of a successful local content strategy able to create long-term value.

Results are communicated to clients, local governments and authorities, and the pioneering methodology itself is flexible and able to be adapted and replicated in different environments.