

Burkina Faso: ADNOC DISTRIBUTION and BSC DISTRIBUTION boost training, expertise, and partnerships in Ouagadougou



As part of efforts to enhance the technical and commercial capabilities of their teams, ADNOC Distribution, in partnership with BSC Distribution International, organized a five-day program from November 3 to 7, 2025, aimed at strengthening skills and building stronger connections with partners and industry stakeholders.

The program included three days of training on **ADNOC** lubricants, a technical visit to power plants, which also featured a visit to the Thomas Sankara Memorial on the day of its commemoration, and a day of institutional and cultural meetings with partners, banks, and national representatives.

The training was led by **Mr. Deepak Gupta**, *International Sales Manager – ADNOC Distribution*, and **Mr. Kristian Arva Jaca**, *Senior Technical Manager – ADNOC Distribution*, with the participation of **Mr. Saïd Sanogo**, Chairman and CEO of BSC Distribution International.

The main objective was to gain in-depth knowledge of ADNOC lubricants, their characteristics and applications, and to develop the ability to provide effective product guidance aimed at improving equipment performance.

1st Day - Technical Training – BSC DISTRIBUTION Team

November 3, 2025 – Ouagadougou, Burkina Faso

On November 3, 2025, the BSC Distribution Burkina Faso team took part in a technical training session organized by ADNOC Distribution in collaboration with BSC Distribution International. The purpose of this session was to train participants on the various ADNOC lubricants, their properties, and their applications according to different engine types.



The training also aimed to teach them how to properly advise customers on the correct use of the products and the precautions to take in order to achieve the best possible results.

The first day of training, led by Mr. Deepak Gupta and Mr. Kristian Arva Jaca from ADNOC Distribution, brought together 15 participants from BSC Distribution Burkina Faso. The session covered the importance of lubrication, properties of ADNOC lubricants, best storage practices, and methods for advising clients on effective product use.

A wrap-up session allowed participants to share their key takeaways. Later, representatives from ADNOC Distribution and BSC Distribution International visited the SONABEL Head Office to meet with the Director General. The visit was productive, serving as a preparatory meeting ahead of the SONABEL training session scheduled for the following day.

The training day was interactive and engaging, enhancing the team's knowledge and laying a strong foundation for the upcoming sessions.

Day 2 – Technical Training – SONABEL Group Members

November 4, 2025 – Ouagadougou, Burkina Faso

The second day of the technical training, held on November 4, 2025, in Ouagadougou, was organized by ADNOC Distribution in collaboration with BSC Distribution International for members of the SONABEL group from various departments.

The session aimed to strengthen participants' technical and practical knowledge of ADNOC lubricants, focusing on their properties, applications, and benefits for different types of engines and equipment to enhance performance and reliability.



The training was delivered by Mr. Deepak Gupta, International Sales Manager at ADNOC Distribution, and Mr. Kristian Arva Jaca, Senior Technical Manager at ADNOC Distribution.

A total of 44 participants took part in the session, where they:

Discovered the importance of using high-quality lubricants

Gained an understanding of factors that can affect lubricant performance

Learned best practices for storage and proper use

Through technical presentations and practical demonstrations, participants gained a clearer understanding of the applications and benefits of ADNOC products.

The technicians were highly cooperative and motivated, expressing their gratitude to the trainers and noting that they had learned valuable new insights. The session took place in a friendly and dynamic atmosphere.

This second day of training in Ouagadougou was a success, further strengthening the technical skills of the SONABEL teams and reinforcing the partnership between ADNOC Distribution, BSC Distribution International, and SONABEL.

Day 3 – Technical Training – Mining and Transport Sector of Burkina Faso

November 5, 2025 – Ouagadougou, Burkina Faso

The third day of training, held on November 5, 2025, in Ouagadougou, was dedicated to professionals from the mining and transport sectors.

The session aimed to enhance participants' technical expertise in lubrication and maintenance of heavy equipment, with a focus on understanding the demanding operational environments in which they work, the factors affecting lubricant performance, the selection of suitable lubricants and fuels, and the risks associated with irregular oil changes or long operating distances.



The training was conducted by Mr. Deepak Gupta, International Sales Manager, and Mr. Kristian Arva Jaca, Senior Technical Manager, both from ADNOC Distribution. The session included technical presentations and demonstrations tailored to mining and transport equipment, followed by an interactive Q&A session and a prize presentation for the winners. The day concluded with a friendly dinner gathering bringing together all participants.

Participants were highly attentive and engaged, appreciating the practical and interactive exchanges. The dynamic and collaborative atmosphere fostered effective learning and knowledge sharing, enabling everyone to strengthen their understanding of proper lubrication practices and risk prevention related to inadequate maintenance.

Day 4 – Visit to SONABEL Power Plants and Participation in the Commemoration of Thomas Sankara

November 6, 2025 – Ouagadougou, Burkina Faso

On November 6, 2025, the ADNOC Distribution team, accompanied by BSC Distribution International, carried out a technical visit to the SONABEL power plants in Ouagadougou. The objective of this visit was to observe the operational processes, gain a deeper understanding of the challenges faced by SONABEL, and provide constructive suggestions to improve performance and reliability.



During the visit, the ADNOC and BSC teams had the opportunity to exchange ideas with SONABEL engineers and technicians, identify areas for improvement, and discuss possible technical support solutions. This field visit was highly productive, as it strengthened cooperation and trust between the two organizations.

After the site visit, the teams shared a friendship lunch with SONABEL representative, then visited the Thomas Sankara Memorial to pay respects and participate in the commemoration.

This fourth day of the program combined technical collaboration and cultural engagement, further reinforcing the solid partnership between ADNOC Distribution, BSC Distribution International, and SONABEL.

Day 5 – Meetings with Partners

November 7, 2025 – Ouagadougou, Burkina Faso

The ADNOC Distribution and BSC Distribution International teams spent the final day of the program engaging with key market players in Burkina Faso.

The aim was to strengthen relationships with existing partners, explore new business opportunities, and present ADNOC products and services to a wider audience, including service stations, banks, and mining company representatives.



The teams conducted market visits, met with partners, discussed needs, and offered technical and commercial solutions. They also presented their products and services to potential clients and stakeholders.

The activities were highly productive, fostering stronger connections, creating new partnership opportunities, and providing valuable insights into the local market. Participants left with a clearer understanding of ADNOC's offerings and a strengthened network of collaborators in Burkina Faso.

Conclusion

The five-day program organized by ADNOC Distribution in partnership with BSC Distribution International in Ouagadougou was a resounding success, combining technical training, site visits, market engagement, and partnership building.



Over the course of the program, participants from BSC Distribution, SONABEL, the mining and transport sectors, and key market partners were able to enhance their technical knowledge, learn best practices in lubrication, and gain practical skills for improving equipment performance and reliability. The visits and meetings also strengthened relationships, facilitated the exchange of ideas, and opened new opportunities for collaboration.

The program was marked by a friendly, interactive, and professional atmosphere, fostering learning, engagement, and mutual respect. By the end of the week, participants had gained valuable insights, developed stronger partnerships, and acquired practical tools to support their future work and business growth in Burkina Faso.