



اعتماد الموردین المحليین فی قطر
LOCALIZING THE SUPPLY CHAIN IN QATAR

SME BUSINESS OPPORTUNITIES WORKSHOP 2015
Monday 8th June, Four Seasons Hotel, Doha

9:00 AM - 9:35 AM	Registration and Networking	Reception area
09:15 AM	VIPs meet in Majlis	Majlis area
9:35 AM - 9:45 AM	Introduction to the event and 'SME Journey 2014' video	Mirqab 1&2
9:45 AM - 9:50 AM	Welcome speech Hamad Al-Kubaisi, Executive Director of Strategy & Business Development	
9:50 AM - 9:55 AM	Opening Remarks Rob Sherwin, General Manager Corporate Affairs & Deputy Country Chairman, Qatar Shell	
09:55 AM - 10:05 AM	The support system QDB's various programmes for SMEs Amna Jassim Sultan, Acting Head of Advisory Services, QDB	
10:05 AM - 10:20 AM	Overview of Qatar Shell tender process and qualification requirements Amro Ahmed, Qatar Local Content & SME Manager, Qatar Shell	
10:20 AM - 10:30 AM	Group photo	
10:30 AM – 11:00 AM	Press Conference and TV interviews (by invitation only) with Hamad Al-Kubaisi and Rob Sherwin	Mirqab 3
11:00 AM – 11:45 PM	SME Opportunity: Custody flow meter calibration – Services	Zubara
11:00 AM – 11:45 PM	SME Opportunity: Cafeteria and catering for staff and events - Services	Mirqab 1&2
11:00 AM – 11:45 PM	SME Opportunity: Safety boards and electrical labels – Manufacturing	Daibal
12:00 PM – 12:45 PM	SME Opportunity: Stud Bolts – Manufacturing	Daibal
12:00 PM – 12:45 PM	SME Opportunity: Fire extinguishers - Manufacturing and maintenance	Mirqab 3
12:00 PM – 12:45 PM	SME Opportunity: Welding Inspectors - On site technical support	Zubara
12:00 PM – 12:45 PM	SME Opportunity: Social Media Management - Services	Mirqab 1&2
12:45PM	Lunch	Reception area
Please register Follow us on	http://smeopp.qdb.qa #SMEOPP15	



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ورشة فرص الأعمال للشركات المحلية الصغيرة والمتوسطة ٢٠١٥
فندق فور سيزونز، الدوحة

منطقة الاستقبال	التسجيل والتعارف	٩:٣٥ – ٩:٠٠
المجلس	كبار الزوار في المجلس	٩:١٥
المراقب ١ ، ٢	مقدمة لورشة العمل وعرض فيديو "رحلة الشركات المحلية الصغيرة والمتوسطة ٢٠١٤"	٩:٤٥ – ٩:٣٥
	كلمة الترحيب	٩:٤٥ – ٩:٥٠
	حمد الكبيسي، المدير التنفيذي للاستراتيجية وتطوير الأعمال، بنك قطر للتنمية	
	الكلمة الافتتاحية	٩:٥٥ – ٩:٥٠
	روب شيروين، المدير العام للشؤون الخارجية ونائب رئيس مجلس إدارة شركة شل قطر	
	برامج الدعم المتنوعة التي يقدمها بنك قطر للتنمية للشركات الصغيرة والمتوسطة	١٠:٠٥ – ٩:٥٥
	آمنة جاسم السلطان، رئيس قسم الخدمات الاستشارية بالإنابة ، بنك قطر للتنمية	
	نبذة عن إجراءات المناقصات في شل قطر وشروط التأهيل	١٠:٢٠ – ١٠:٠٥
	عمرو أحمد، مدير قسم دعم المشاريع الصغيرة والمتوسطة المحلية في شركة شل قطر	
	صورة جماعية	١٠:٣٠ – ١٠:٢٠
المراقب ٣	المؤتمر الصحفي والمقابلات التلفزيونية (للمدعوين فقط)	١١:٠٠ – ١٠:٣٠
	مع حمد الكبيسي و روب شيروين	
	عروض فرص الأعمال للشركات المحلية الصغيرة والمتوسطة	
الزيارة	فرص الشركات الصغيرة والمتوسطة: خدمات معايرة محابس عدادات التدفق	١١:٤٥ – ١١:٠٠
المراقب ١ ، ٢	فرص الشركات الصغيرة والمتوسطة: تشغيل الكافتيريا وتوفير خدمات الضيافة والطعام للفعاليات	١١:٤٥ – ١١:٠٠
الديبال	فرص الشركات الصغيرة والمتوسطة: تصنيع لوحات الأمن والسلامة الكهربائية	١١:٤٥ – ١١:٠٠
الديبال	فرص الشركات الصغيرة والمتوسطة: تصنيع البراغي المسننة من الطرفين	١٢:٤٥ – ١٢:٠٠
المراقب ٣	فرص الشركات الصغيرة والمتوسطة: تصنيع وصيانة طفايات الحريق	١٢:٤٥ – ١٢:٠٠
الزيارة	فرص الشركات الصغيرة والمتوسطة: توفير مفتشين وفنيين اللحام في المصنع	١٢:٤٥ – ١٢:٠٠
المراقب ١ ، ٢	فرص الشركات الصغيرة والمتوسطة: خدمات إدارة شبكات التواصل الاجتماعي	١٢:٤٥ – ١٢:٠٠
منطقة الاستقبال	غداء	١٢:٤٥



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QDB and Qatar Shell SME Business Opportunities 2015

As part of a nationwide strategy to support Qatari Small and Medium Enterprises (SMEs), and in line with the Qatar National Vision 2030, Qatar Development Bank (QDB) and Qatar Shell are working together to provide local SMEs access to new specific business opportunities within the Pearl GTL plant, the world's largest Gas to Liquids plant developed by Qatar Petroleum and Qatar Shell.

QDB and Qatar Shell strongly believe that local SMEs are the cornerstone for achieving a sustainable and diversified economy in Qatar, and key to facilitating a thriving private sector.

Qatar Shell has confidence in the quality and capabilities of local suppliers and trusts their ability to add value to their operations in Qatar. Therefore, Qatar Shell is presenting seven new business opportunities to Qatari SMEs.

QDB and Qatar Shell are pleased to invite Qatari SMEs to bid for these opportunities to join Qatar Shell's supply chain.

In 2013, three opportunities were awarded to local companies through this initiative. In 2014, Qatar Shell added five new Qatari SMEs to the Pearl GTL supply chain.

Join us to take advantage of our diversified business opportunities and to gain an insight into Qatar Shell's procurement process.

For more information please visit: <http://smeopp.qdb.qa>

Opportunities offered by Qatar Shell to SMEs in 2015:

1. Safety boards and electrical labels - Manufacturing

Qatar Shell requires a local supplier to manufacture safety signs for onshore and offshore facilities for its Pearl GTL plant.

The scope includes but is not limited to the design and manufacturing of signs in various materials, sizes and colours including:

- Base plates, posts and fixings
- Equipment inspection stickers
- Valve and spade isolation tags
- Security and safety Labels
- Defective equipment tags

All items should comply with the Pearl GTL safety standards and requirements.

Contract duration: two years

2. Cafeteria and catering for staff and events - Services

Qatar Shell wishes to enhance its staff cafeteria and food services. The scope requires opening a cafeteria that will provide food and beverage for up to 700 people (staff and suppliers) based in the Doha Shell office. In addition, this cafeteria should be able to provide catering services for Shell internal events. The menu should include healthy options for various international staff and as per the scope requirements.

The vendor's scope includes onsite catering service including management of the premises, personnel, materials and equipment needed to deliver the service.

Contract duration: three years

3. Custody flow meter calibration - Services

In order to ensure accuracy, Qatar Shell requires the maintenance of water, ultrasonic gas and ultrasonic liquid meters at the Pearl GTL plant.

This scope includes:

- Cleaning of liquid flow meters for calibration
- Pre-calibration checks at facility
- Visual inspection
- Calibration
- Documentation
- Relevant certificates

Contract duration: five years

4. Stud Bolts - Manufacturing

Qatar Shell requires an SME to manufacture in Qatar stud bolts for the Pearl GT plant. Raw materials used must originate from Shell approved suppliers and must meet Shell Material Equipment Standard & Code (MESCC) specifications and must be delivered within the agreed lead time. This contract involves the manufacturing of around 30,000 stud bolts and nuts annually.

Contract duration: three years

5. Welding Inspectors - On site technical support

Qatar Shell is offering a business opportunity related to welding inspection services.

The local company should provide the professional inspectors who will ensure quality control of all the welding requirements of Pearl GTL as follows:

- Expert knowledge of the welding process
- Knowledge of metallurgy
- Experience in complicated repairs
- Welder qualification to determine if quality requirements are met

Contract duration: three years

6. Fire extinguishers - Manufacturing and maintenance

Qatar Shell is offering a contract for the local manufacturing, inspection and maintenance of fire extinguishers of various sizes. The contractor is expected to manufacture the fire extinguishers in Qatar, manage their repair and carry out maintenance, as well as re-certify the equipment as per BS EN3 / BS 5306-3 standards or its equivalent.

Scope will include fire extinguishers and trolley in all sizes and types:

- Fire Extinguishers Water, Dry Chemical Powder
- Fire Extinguishers Foam
- Fire Extinguishers CO₂

Contract duration: five years

7. Social Media Management - Service

Qatar Shell launched its twitter account in late October 2013 and its Instagram account in May 2015. The social media management contract, the scope includes:

- Develop social media strategy and implementation tactics
- Draft compelling and engaging content in Arabic and English
- Quality assurance with highest standard for all content including text, videos and photos
- Full management including live coverage of events
- Promoted campaigns
- Measurement and competitive analysis

Contract duration: two years

