

## Opportunities for Business through Government Procurement

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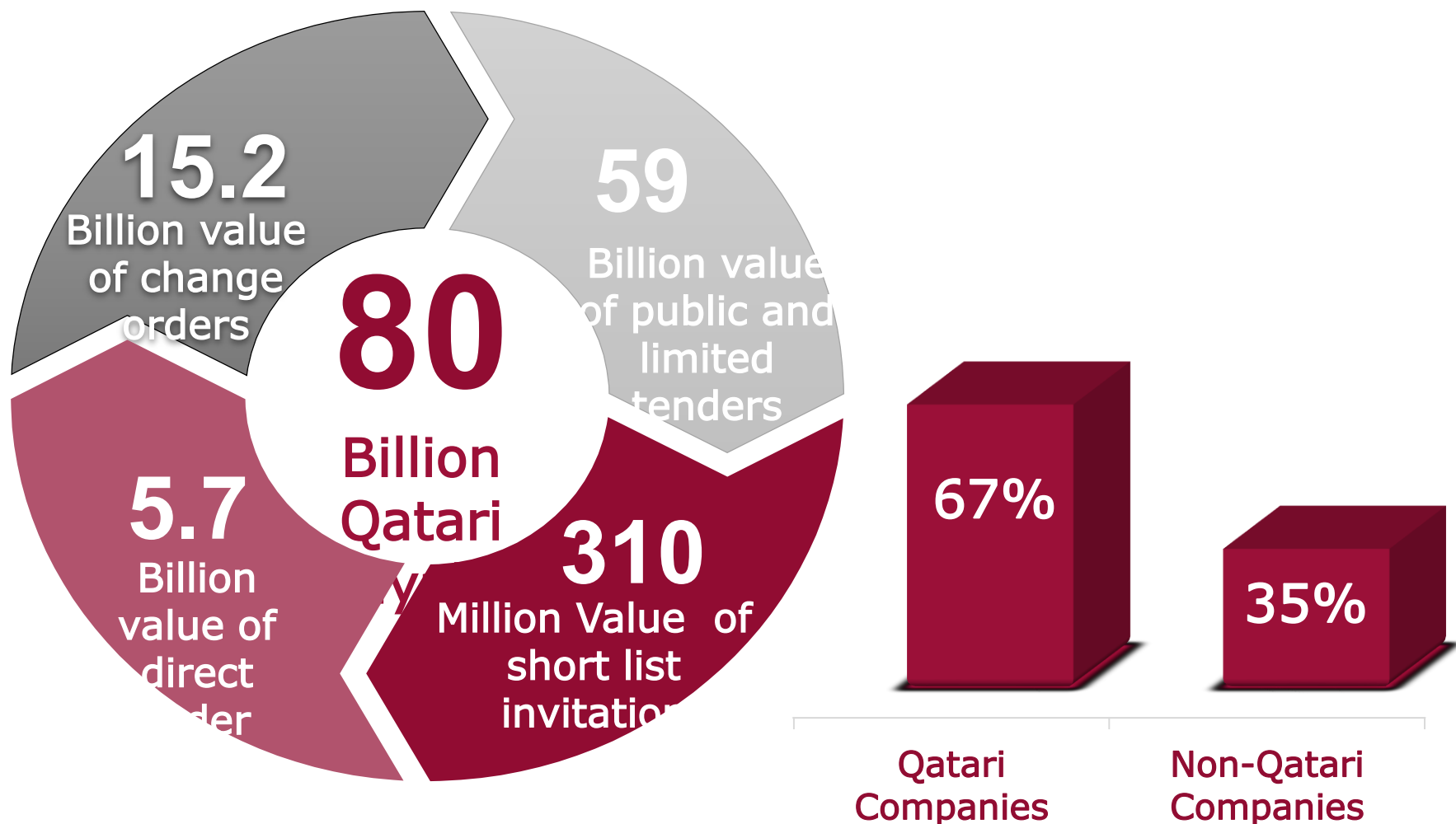
Director of Government Procurement Regulator

Ministry of Finance Qatar

# 21 months since activation of Law No. 24/2015



# Total value of contracts for government entities subject to the law from 1<sup>st</sup> June 2016 to end of February 2018



# Total Classified Companies according to the new classification rules applied until the end of March 2018



**386**

Number of  
certificates for  
classification  
of contractors



**2911**

Number of  
certificates for  
classification of  
service  
providers



**4317**

Number of  
certificates for  
classification of  
suppliers

**7614 Total number of certificates issued  
during the period**

# The Centralized Website for Government Procurement



## Registration of Companies



## Classification of Services



## Tenders Services

- ❖ Online Registration and classification of companies
- ❖ Identify classified companies and their classification categories
- ❖ Identify all tenders submitted by government agencies
- ❖ Identify the results of all tender stages and their values



More Info: <https://monaqasat.mof.gov.qa>

# Government entities subject to the law of regulating tenders and auctions No. (24) for the year 2015



# The Major Qatari Government Contracts with Italian Companies



The Impregilo Group has awarded a contract for the design and construction of the 30km North Red Line Metro, which is part of the Doha Metro project. The contract value is estimated to be worth 1.7 billion Euros in contract value



A variety of Italian projects exist at Hamad Port which include the establishment of a specialized platform in the first and second stages of food processing such as sugar, rice and other food items



Italian company Salini Impregilo has been awarded the contract to build the 70,000-spectator stadium in Al Khor, one of the 2022 World Cup stadiums

There are 254 companies with Italian investors and Italian capital – A breakdown of these companies:

- ❖ (200) joint ventures where Italian capital operates in the Qatari market and valued at QR 102 million
- ❖ (54) Italian-owned companies with a total value of QR 4.5 billion

These companies operate in a variety of fields that include: trade, construction, technology, information technology, plastic products and services

# Large and Medium Italian Enterprise Members of the Italian Chamber of Commerce in Qatar

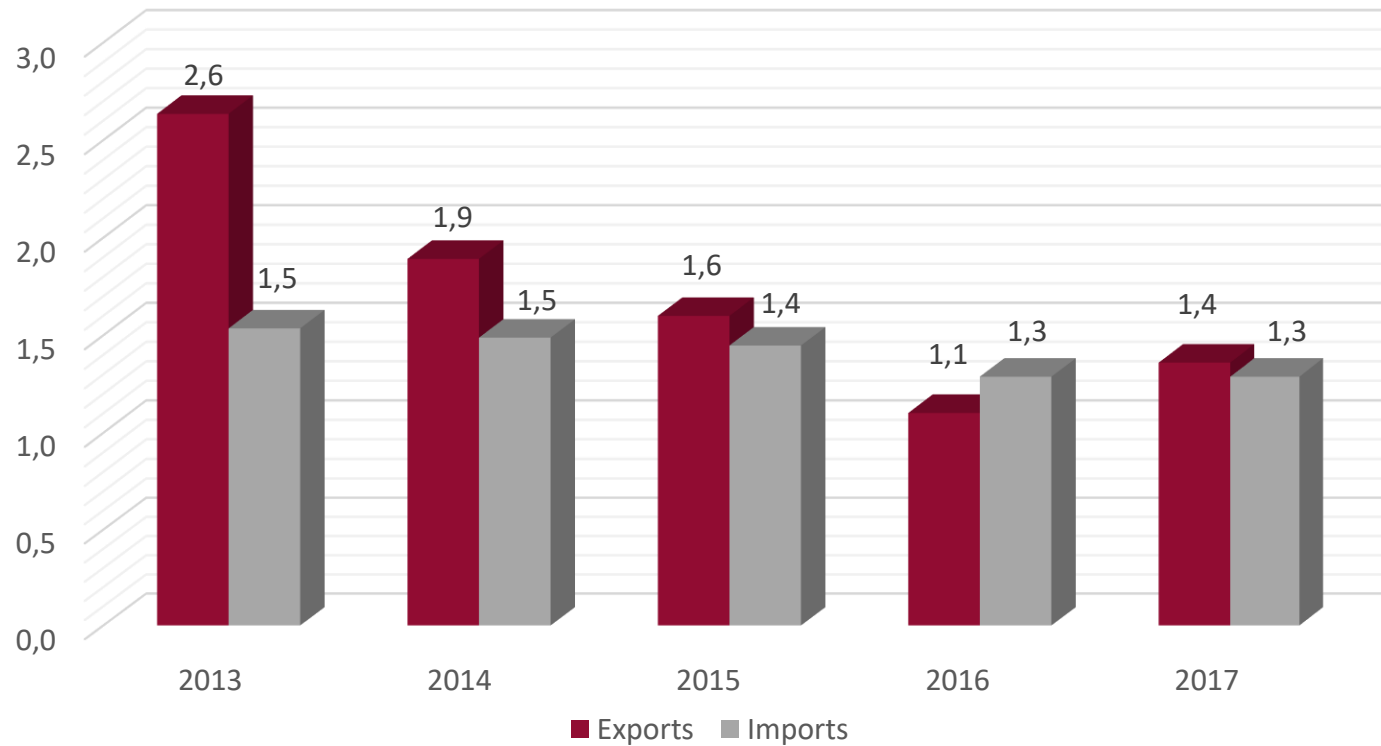
## Large Enterprises



## Medium Enterprises



# Exports and Imports between Qatar and Italy (in billion dollars)



- ❖ The economic sector is one of the most important areas of cooperation between Qatar and Italy.

# The Economic and Investment agreements signed between the governmental bodies in the State of Qatar and the Republic of Italy



وزارة المالية  
MINISTRY OF FINANCE

- ❖ Agreement signed in the field of land transport.

- ❖ Draft memorandum of cooperation in the field of youth and sports.
- ❖ Agreement of understanding in the cultural field.

- ❖ Draft memorandum in the field of health
- ❖ Cooperation in the treatment of blood diseases
- ❖ Cooperation in the field of vaccines and raising efficiency and immunizations

- ❖ Memorandum of Understanding on the avoidance of payment of taxes on ports .
- ❖ Sales from domestic companies «Qatargas - QAFCO - QAPCO - Qatar Chemicals»



- ❖ Number of companies operating in Qatar and registered in the Qatar Financial Center.

- ❖ Agreement in the field of education, higher education and scientific research

- ❖ An agreement on legal cooperation is under negotiation.

- ❖ Agreement of understanding in the field of climate change.

# Exports and Imports between Qatar and Italy (in billion dollars)



- ❖ There is a contract between the Rail and Embergilo Engineering and Construction to work within the design and construction package - Red Line.
- ❖ There is a contract between the Rail and Rizani to design and build all civil and structural engineering works.
- ❖ There is a contract between the Rail and ITALVIR for consulting services for project management for Tram Lusail - civil works, systems, trailers, warehouses and tracks.



- ❖ Currently there are no memorandums of understanding but there is a welcome from the college for any cooperation in the fields of exchange of experiences.



الهيئة العامة للجمارك  
General Authority of Customs

- ❖ An existing agreement is under consideration in mutual administrative assistance for the optimal application of the Customs Law



الشركة القطرية لإدارة الموانئ  
QATAR PORTS MANAGEMENT CO.

- ❖ A draft memorandum of understanding was presented in the field of cooperation in the management, operation and development of seaports.



الهيئة العامة للطيران المدني  
CIVIL AVIATION AUTHORITY

- ❖ The Commission and Italy have an air transport agreement and another memorandum of understanding.
- ❖ (77) is the number of current transport rights weekly and (16) is the number of weekly freight trips.

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