

Investment Opportunity

Heat Exchangers Manufacturing, Repair and Re-tubing



Maintenance, Repair, &
Overhaul (MRO) Cluster



Investment Opportunity

Executive Summary

Tawteen's Maintenance, Repair and Overhaul Cluster covers the workshops and services required in support of the maintenance of the Qatari energy sector's operational assets. This Tawteen eBrochure presents the opportunity for Investors to establish a local business in providing Heat Exchangers Manufacturing, Repair and Re-tubing in Qatar.

An industrial heat exchanger is a device that is specially designed for heat transfer between different media. One medium is process fluid, and the other is a heat-absorbing coolant comprised of chilled liquid or gas. This opportunity aims to localize the manufacturing and the services related to Heat Exchangers.

The production of raw materials is not expected to be produced in Qatar.

Tawteen's participating oil and gas operators estimate ~ QAR 20M per annum to be spent on Heat Exchangers Manufacturing, Repair and Re-tubing in Qatar in the coming 07 years.

To support the investment for this opportunity, there will be a Request for Proposal (RfP) from the Leading Contracting Entity QAPCO to support the establishment of a local supplier where QAR05 –07 millions will be committed for 7 years. Every Investor shall be invited to submit a tender response, which shall be evaluated on a competitive basis. Furthermore, the Investors that gets awarded this opportunity will receive additional commitment from other Supporting Contracting Entities QatarEnergy and QAFCO through a single source approach.

In addition, Tawteen will provide various incentives in infrastructure and supplier development as support to establishment.

Tawteen will also be conducting briefing sessions that will be communicated in the future to fully align on the process of evaluation and expectations of this opportunity.



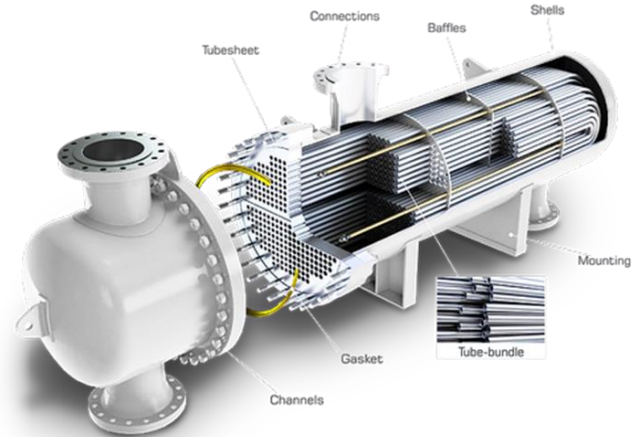
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Detailed Opportunity Description

Heat Exchangers Manufacturing, Repair and Re-tubing Aspiration

To establish a local company to manufacture, repair and Re-tubing of Heat Exchangers. The localization to include:

- Facility for Heat Exchangers manufacturing and related spare parts as per international standards
- Workforce of engineers, supervisors, and technicians to preform inspection, repairs, re-tubing and supporting services
- Maintenance, inspection/certification and testing equipment



Strategic Fit

- Creating new manufacturing capability
- Building a local know-how in this domain in line with the “Knowledge base economy” principle
- Expanding the retubing capabilities to cover the expanding market
- Reducing logistics burdens, lead time and costs
- Improving circular economy

Localization Opportunity

Scope



Out of Scope
In Scope

Supporting Commitment:

Combined: ~QAR 20 million over 07 years

Leading Contracting Entity:



Supporting Contracting Entity:



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RfP & Investor Pack Collection

Interested investors can collect the RfP and Tawteen Investor Pack from QAPCO through the following steps:

- If you are a registered vendor in QAPCO then please download the RfP and Tawteen Investor Pack once released by **17 July 2022** through QatarEnergy website:
 - <https://qapco.com/procurement/active-tenders/>
- If you are not a registered vendor in QAPCO then please follow the vendor registration steps as mentioned in (pages:5,6,7) as soon as you collect your e-brochure to become eligible to participate once the RfP and Tawteen Investor Pack is released by **17 July 2022** through QatarEnergy website:
 - <https://qapco.com/procurement/new-supplier-registration/>
- If you are an interested entrepreneur that does not have an established company, please contact the subject Cluster Lead on the email mentioned below to coordinate receiving the RfP and Tawteen Investor Pack
 - MRO Cluster Lead: MRO_tawteen@qatarenergy.qa



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