

Investment Opportunity

Manufacturing of Steel Drums



Light Equipment Business
Services & Other Cluster



Investment Opportunity

Executive Summary

Tawteen's Light Equipment Business Services & Other (LBO) Cluster covers a variety of manufacturing and services opportunities across the energy value chain. This Tawteen E-Brochure presents the opportunity for investors to establish a local business in Manufacturing of Steel Drums in Qatar.

In essence, Tawteen aspires for the Investor to develop the following local capabilities:

- Establishing or expanding a local facility to manufacture Steel Drums to the size and specification of the energy sector, most common used sizes:
- 45 gallon to 55 gallon

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

To support the investment in this opportunity, there will be an RfP from the Leading Contracting Entity (QatarEnergy) to support the establishment of a local supplier. 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 Entity/ies (Q-Chem & Qatar Gas) through a single source approach. The combined commitment for this opportunity is QAR 1 million/annum for the next 5 years.

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

Manufacturing of Steel Drums Aspiration

- To attract investors that can set a manufacturing facility to manufacture Steel Drums in Qatar to satisfy the demand for storing and transportation of required liquids, fuel, chemicals, and hazardous materials
- The localization strategy will entail:
 - Sourcing of raw material
 - Manufacturing different types of Steel Drums, including but not limited to 45 to 55 gallons
 - Stocking and supply of Steel Drums



Manufacturing of Steel Drums

Strategic Fit

- Decrease imports and associated costs
- Reduce logistics and lead times
- Offer a new capability
- Contribute to circular economy

Localization Opportunity

Scope



Out of Scope
 In Scope

Supporting Commitment:

Combined: QAR 1 million / annum

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 QatarEnergy through the following steps:

- If you are a **registered vendor** in QatarEnergy then please download the RfP and Tawteen Investor Pack once released on **09/06/2022** through QatarEnergy website:
 - <https://www.qatarenergy.qa/en/SupplyManagement/Tenders/Pages/default.aspx>
- If you are **not a registered vendor** in QatarEnergy then please follow the vendor registration process as soon as you collect your e-brochure to become eligible to participate once the RfP and Tawteen Investor Pack is released on **09/06/2022** through QatarEnergy website:
 - <https://www.vereg.qp.qa/ereg/Welcome.do>
- 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
 - LBO Cluster Lead: ahma_alkuwari@qatarenergy.qa / lbo_tawteen@qatarenergy.qa

Please apply the following to the email to be sent:

- Title:

TAWTEEN RfP Request

- Body:

Name:

Email:

Phone Number:

Opportunity Name:



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