



Tawteen: Local Supplier Development Program

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Supplier Development is a key Element of Success


For the broader Tawteen program

 **1** Investment Opportunities

Small and Medium Enterprises	Independent Initiatives	Strategic Clusters
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 **2** ICV

 **3** Procurement Development

 **4** Supplier Development

Talent Development	Technical support	Integrating in-country capability	Performance Management
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 **5** Improvement of Regulatory Framework



- What is a Local Supplier Development Program?
- Why a “Supplier Development Program”?
- Local Supplier Development Program Activities
- Detailing Supplier Support Examples
- Outcome of the Local Supplier Development Program

What is a Local Supplier Development Program?

A Local Supplier Development Program is a **holistic set of activities** undertaken by Qatar Petroleum and other stakeholders to help business owners to become **SUCCESSFUL energy sector suppliers**

Why a “Supplier Development Program”?

- Develop Local Suppliers for long term
- Expanding globally, benefits to the economy
- Secure operation
- Meet Quality and on-time delivery

Supplier Development Program Activities



1

Technical support to develop new capabilities

- Visibility on investment opportunities' demand
- Support setting up supplier capabilities
- Support qualification of products & services



2

Integrating & coordinating in-country capabilities

- Mapping in-country capabilities
- Increase utilization of existing capabilities



3

Suppliers' performance management

- Technical & Financial KPIs
- Long term performance focus

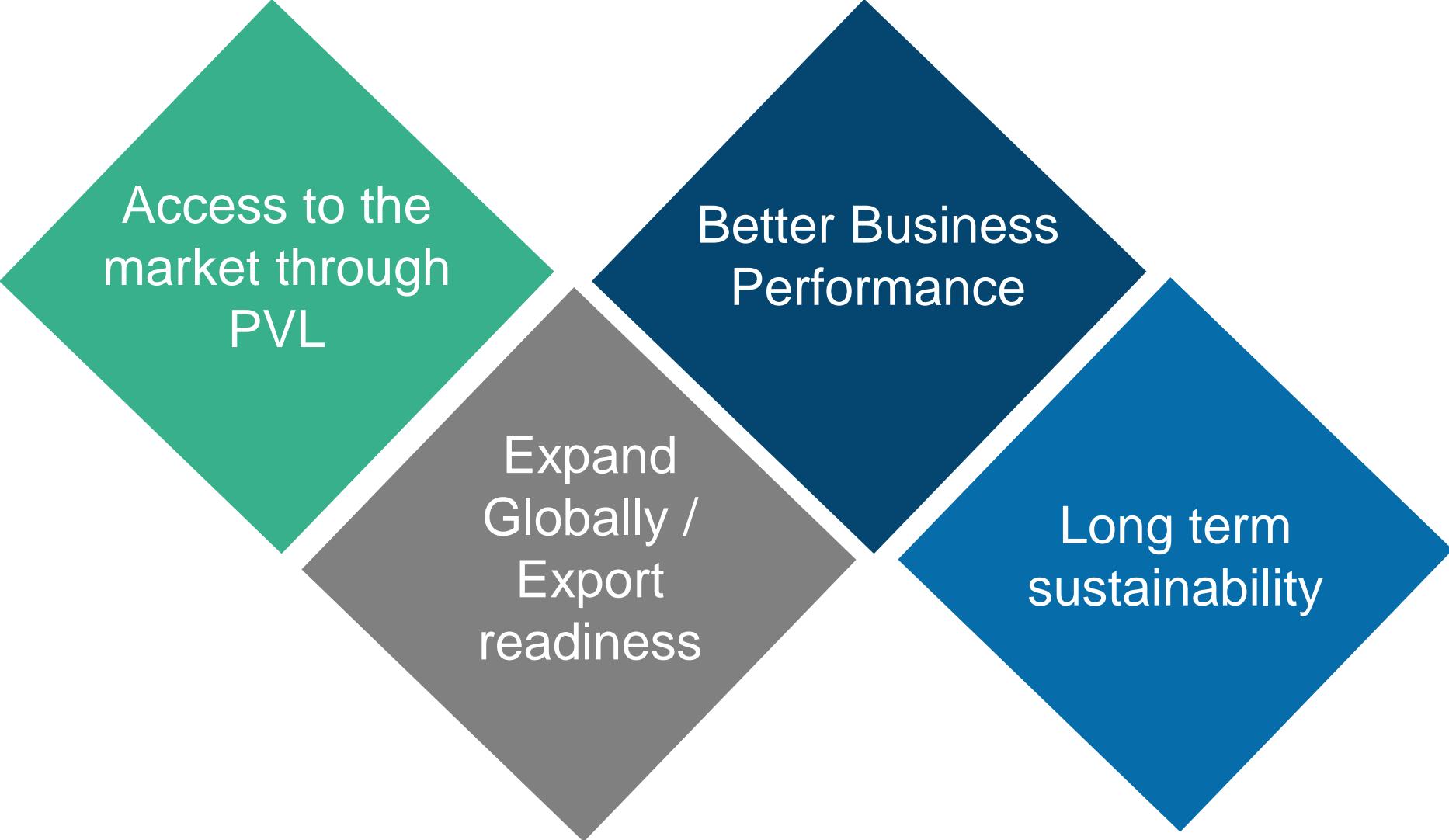
Detailing Supplier Support Examples

Supplier help-desk

Support in defining
required technical/
mgmt. certifications

Key account
manager

Outcomes of this Program



Thank You

What Next?

Visit exhibition booth

to discuss investment opportunities and register your interest

Call our service center

to speak with a TAWTEEN representative
(Qatar Navigation Tower;
Ph: +974 4013 6477)



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to download opportunity eBrochures and for information on our application process

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