



FOREWORD

In the wake of a world gradually shedding its dependence on fossil fuels, energy-based economies globally have recognized the need to push strongly to diversify their economies. The Qatar National Vision 2030 emphasizes the development of "a diversified economy that gradually reduces its dependence on hydrocarbon industries, enhances the role of the private sector and maintains its competitiveness". A major thrust of these efforts has been the increasing emphasis given to the development of the digital economy as a means of empowering the private sector and driving the advancement of the nation to lead industry 4.0. In support of the Qatar National Vision 2030, The Ministry of Communications & Information Technology (MCIT) has launched a revolutionary TASMU Smart Qatar program, aimed at using emerging and digital technologies to transform the delivery of key public services and to act as the catalyst for driving digital adoption throughout the wider economy. The program is focused across five key sectors, Healthcare, Environment, Sports, Transport and Logistics. Together with our partners, which include the Ministry of Commerce and Industry, Qatar Development Bank, Qatar Financial Centre, Qatar Free

Zone Authority and Ashghal we have embarked on wide ranging initiatives to support the ideation, incubation and scaled growth of digital business solutions in Qatar. While we continue to develop the digital ecosystem locally, we endeavor to extend our reach internationally, to attract leading digital companies to Qatar. The breadth of the opportunities in digital provided by TASMU and other major programs such as Lusail Smart City and the 2022 FIFA World Cup, in addition to the growing demands of the private sector, provides a sound demand base and a compelling reason for companies to invest in Qatar. In this 3rd version of the investment catalogue, we have agaregated a range of digital opportunities present in the market; our aim is to provide an overview of the market opportunities in Qatar to inform investment decision-makina. This investment catalogue and any subsequent editions will be available through the launch of the Tasmu Digital Valley portal, which will feature live investment opportunities as part of a wider service offering targeted at supporting the growth of the digital industry. Through this catalogue, we reiterate our commitment to making Qatar a leader in the evolution and application of the most advanced digital

solutions in the world, where we make our citizens the center of such investments. In the process of doing so, we will continually learn and adapt to emerging economic and technological developments and challenges in order to maintain our trajectory to become the leading destination for global investment. I would like to extend great thanks and gratitude to H.H. The Emir, Sheikh Tamim Bin Hamad Al-Thani and H.E. The Minister of Communications & Information Technology, Mohammad Ali Al Mannai for their guidance and support. Finally, I would also like to thank the many government and private sector entities operating in the country that contributed to the creation of this catalogue.

Reem Al-Mansoori

Assistant Undersecretary of Digital Society Development Sector Ministry of Communications & Information Technology



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INVESTMENT OPPORTUNITY INFOGRAPHICS

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SMALL IN SIZE, BIG ON ACHIEVEMENTS

QATAR'S TRANSFORMATION

Nestled within the Arabian Gulf, Qatar is one of the world's wealthiest energy-producing nations. Traditionally a hub for fishing and pearling over the past five decades the country has experienced a rapid transformation and now ranks 29th in the World Economic Forum's Global Competitive Index with the highest per capita income in the world.

Qatar welcomes diversity; its capital Doha is home to around 2.4 million people from around 90 different countries and is one of the most accessible and diverse cities in the region. Over the past few decades, it has experienced a tremendous surge in development and in so doing has welcomed the world to Qatar. Doha, with its unique blend of western influence and traditional Arabian heritage allows visitors to experience a rich cultural history that few other nations in the region can offer.

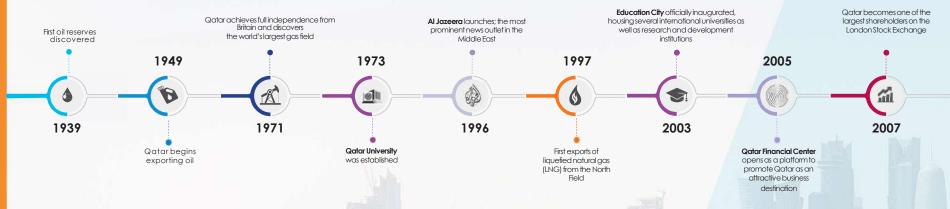
It is perfectly positioned, only a seven-hour flight from most major European capitals and within close proximity to the rest of the Asian and African markets. This allows investors from around the world to capitalize on the many opportunities in this rapidly advancing nation and the wider region.





Van die Marie

SOLID FOUNDATIONS, DARING INNOVATIONS ECONOMY AND BUSINESS TIMELINE



ACCOMPLISHED PAST, PROMISING FUTURE VISION 2030

In 2008 under the patronage of HH the Father Emir Sheikh Hamad bin Khalifa Al Thani the Qatar National Vision 2030 was launched. The National Vision aims at transforming Qatar into an advanced country capable of sustaining its own development and ensuring high living standards for its people for generations to come.

Its development goals are set out in the plan's four interconnected strategic pillars:

1. HUMAN DEVELOPMENT

Development of all Qatar's people to enable them to sustain a prosperous society. Qatar aspires to invest in its human capital, nurturing the capacities of its citizens in order to develop and improve their ability to build and maintain a prosperous society.

2. SOCIAL DEVELOPMENT

Development of a just and caring society based on high moral standards, and capable of playing a significant role in the global partnership for development.

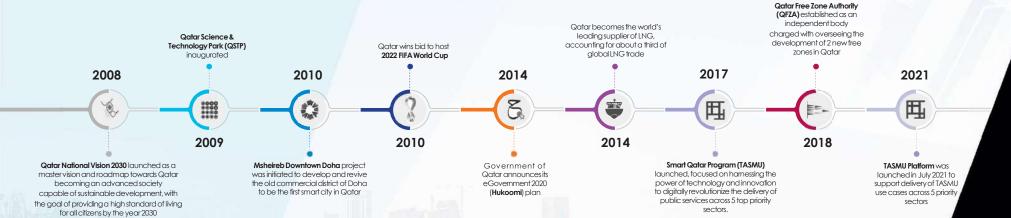
3. ECONOMIC DEVELOPMENT

Development of a competitive and diversified economy capable of meeting the needs of, and securing a high standard of living for all its people both for the present and the future.

4. ENVIRONMENTAL DEVELOPMENT

Management of the environment such that there is harmony between economic growth, social development and environmental protection. Whilst Qatar's sound management of its hydrocarbon resources will continue to be a major source of the economy, Qatar is seeking to develop a diversified economy where investment moves towards a knowledge-based economy and the private sector grows in importance.





EMBRACING THE DIGITAL ECONOMY

The digital ecosystem in Qatar has been advancing rapidly. In addition to direct government investments in the sector, entrepreneurs and SMEs are reaping the benefits from a range of incubation and acceleration programs established by governmental organizations. These programs, offered through institutions such as the Digital Incubation Center, Qatar Science and Technology Park, Qatar Business Incubation Center, Qatar Fintech Hub and Qatar University, provide various offerings supporting fledgling entrepreneurs in research and development, ideation and business planning, prototyping and manufacturing, and funding and marketing.

In 2019, Ooredoo was first in the world to launch a 5G commercial network. With the rapid adoption of digital technologies and the presence of key strengths such as excellent infrastructure, stable economy and business-friendly

environment, Qatar is positioning itself as a destination for digital innovation and growth. Digital enablement is a theme of several key megaprojects currently ongoing in Qatar, which include Lusail City, Doha Metro, and Hamad Port alongside the many other infrastructure projects supporting the 2022 FIFA World Cup. These projects are utilising the latest in digital solutions and collectively constitute a powerful statement of intent from Qatar on digital. Leveraging emerging and digital technologies to enable the advancement of the nation is an essential theme for government. Several maior initiatives have recently been launched, creating an even more significant market for companies wishing to invest in Qatar.



SMART CITY TRANSFORMATION



E-GOVERNMENT STRATEGY "HUKOOMI"

Derived from the National Development Strategies, "Hukoomi" is an E-government strategy launched by the government of Qatar that aims to leverage new technology to provide a better life for all communities in Qatar:

- 1. Members of the public will be able to access e-Government services that are simple, secure, and available anytime, anywhere.
- 2. Businesses and private organizations will find it easier, simpler, and faster to register and operate a business. Qatar's Strategy for economic diversification relies on creating the right environment for investment and businesses and removing any barriers to doing business so that the economy can continue to grow and develop.
- 3. Government entities will be confident they are providing better services to people and businesses, are more efficient, and are achieving better overall outcomes for the nation. The result is savings in public administration due to e-Government, and timesaving to citizens and other users. Beyond savings of cost and time, the E-government strategy also creates greater transparency and higher quality outcomes for the Qatari population at large.

SMART QATAR PROGRAM (TASMU)

In line with the QNV 2030 and National Strategy development goals, The Ministry of Communications & Information Technology (MCIT) launched the Smart Qatar Program (TASMU). The program intends to harness the power of digital technologies to deliver outcomes to the citizens, residents and visitors of Qatar and drive a sustainable economic agenda. TASMU promises to transform Qatar into a world-leading smart nation. The benefits of this program will reverberate by increasing the standard of living and increase Qatar's competitiveness internationally by creating a knowledge-based economy with a technically perceptive population. Since the program launch, the Qatari government intends to invest USD 1.65 billion over the next five years across five (5) priority sectors, which consist of 107 digital use cases. These use cases will provide a foundation for investments into Qatar's digital revolution across the following five sectors:

Environment



Sports



Healthcare.



Logistic



Transportation



DEVELOPING THE DIGITAL ECOSYSTEM

In order to prepare the nation for the benefits of these public investment programs, as well as numerous other public and private sector initiatives, MOTC is placing great emphasis on developing the ecosystem that will support and ultimately benefit from this transformation.

The small-to-medium enterprise (SME) sector is a key part of every economy, constituting the overwhelming majority of the absolute number of businesses in a nation. MOTC has identified this sector as a vast untapped market for digital transformation and has embarked on several ongoing initiatives and incentives designed to support companies with their transformation and training needs. The needs of this sector will only increase as the focus areas for these technology transformations become more advanced.

Alongside developing the existing digital sector in Qatar, the government is looking to attract foreign direct investment by digital companies and a number of incentives are already in place with more on the horizon.

The Qatar Free Zones Authority (QFZA) was created in 2018 to oversee and regulate several world-class free zones in Qatar, and it has identified emerging technologies as a vital focus sector. It offers outstanding opportunities and benefits for businesses seeking to expand investment in this burgeoning digital nation such as:

- > 100% foreign ownership of your business with full capital repatriation
- > 20 years of corporate ta holidays, no individual income taxes, and zero customs duties on imports
- > Potential access to a USD 3 billion government backed fund specifically dedicated to promote growth
- > State of the art office facilities, large flexible land options and access to world class transport systems

The Qatar Financial Center Authority (QFCA) is a leading business and financial center leading domestic and international growth and focusing on digital and other key sectors.

Qatar Science and Technology Park (QSTP) established by Qatar Foundation is key hub to drive research and development of technology-based companies.

Manateq (Economic Zones Company) is mandated to support the economic diversification of Qatar by developing special zones and industrial parks for international business and small-medium enterprises.



TASMU DIGITAL VALLEY

To support in the development of Qatar's digital ecosystem, Tasmu Digital Valley program is an innovation cluster where different sectors can come together to help achieve the vision of Smart Qatar. It is a platform that connects entrepreneurs, startups, investors, academics, researchers, students, multinational corporations and institutions with the common goal of innovating new digital solutions.

Tasmu Digital Valley has identified 15 priority technology areas of projected high growth in Qatar. The market value of these priority technologies is expected to exceed USD 5,702 million by 2026.





AUGMENTED AND VIRTUAL (AR/VR) REALITY

Augmented Reality (AR) enhances the user's current view of reality with digital information, whereas Virtual Reality (VR) immerses the user in a simulated environment obscuring reality.

The Qatari market is expected to grow 14% annually to reach USD 63 million in 2026. This growth is driven in part by growth in key industries, such as entertainment and sports. The FIFA World Cup presents significant opportunities for this technology as do a number of major engineering projects and the healthcare sector which is a priority sector for Qatar.



CLOUD COMPUTING

Cloud Computing is the delivery of computing power, database storage, applications, software, analytics, and other IT resources over the Internet. A Cloud services platform owns and maintains the hardware, while users provision what they need through a web application.

The cloud computing services market is in high demand in Qatar. Out of 107 use cases identified in Tasmu Smart Qatar Program, 81 use cases will require a cloud solution to be realized. Moreover, high awareness and the current low adoption rate of cloud computing services mean that the vast majority of Qatari businesses are potential cloud customers.



DIGITAL CONTENT

Digital content includes information that is digitally broadcast, streamed or contained in computer files and delivered via online and mobile media. Digital content comes in many forms, ranging from text, audio and video files to graphics, animations and images.

The 93% internet and 95% mobile penetration rates in Qatar, indicate a high demand for digital content, especially for Arabic content where there is currently a gap in supply.



INTERNET OF THINGS (IoT)

The Internet of Things (IoT) is a system of connected devices that speak to and interact with each other and other networks to improve the way our lives and businesses operate. Overall, IoT market is expected to see significant growth over the next five (5) years, with Qatar growing higher than the regional average. This growth will be driven by the Tasmu Smart Qatar program as well as several infrastructure megaprojects, which plan to integrate IoT technologies.











PAYMENT GATEWAYS

The system and infrastructure that facilitates payments from e-commerce stores. It processes the transactions from a website. thus enabling merchants to accept and manage payments and securely mitigate frauds.

Payment gateways are inevitably linked to eCommerce, the government is launching a number of initiatives around consumer protection, advanced marketing & advertising, consumer trust, and digital infrastructure that will help drive growth in the local e-commerce market.



IT CONSULTING

IT consulting consists of advisory services that help clients assess different technology strategies, align their technology strategies with their business processes, and help them roll out new IT and digital solutions. The steady rise in the IT consulting market in Qatar indicates a positive outlook for investors interested in offering local services in the future. The growth is fueled by growing businesses and large infrastructure projects, such as FIFA 2022, but it is also being driven by increased spending on IT services and

emerging tech among local businesses.





SYSTEM INTEGRATION

the physical and virtual components of an entity's system to act as a single system. The physical components consist of various machine systems, computer hardware, inventory, etc.

The virtual components consist of data stored in databases, software and applications.

Qatar's system integration market is forecasted to show robust growth over the coming half decade, driven by increased ICT adoption across the economy, especially of back-office systems.

This mirrors global growth in the market, which is growing at 6% on average from 2022 to 2026.

System Integration is the process of integrating all



ENTERPRISE RESOURCE PLANNING

Enterprise Resource Planning (ERP) Software is a system that uses a centralized database to better integrate business data and processes into a single system that connects operational execution with financial processes and ultimately creates positive outcomes for customers by accelerating value delivery.

The opportunity for ERP is steadily increasing in Qatar with a majority of Qatari companies still to adopt the ERP systems. This shows a huge demand that needs to be filled in the coming years.



CUSTOM APPLICATION DESIGN AND DEVELOPMENT

Custom Application Design and Development are the activities involved in customizing the design of a mobile computer program or software to address the specific internal and external needs of a business by developing its capabilities for efficient operation, increased customer reach and higher profitability. The development of custom applications has proven disruptive across industries, and many sectors in Qatar are adopting custom applications to enhance their services. There is limited local presence, which presents a first mover advantage for local companies as well as international companies to invest in the market who understand the local context.



BIG DATA ANALYTICS

Big Data Analytics is the process of applying algorithms in order to analyze sets of data and extract useful and unknown patterns, relationships, and information from large data sets.

In comparison, Qatar Big Data Analytics market is forecasted to achieve higher growth than other MENA or global markets. This will be driven by the Tasmu Smart Qatar program, which when complete will provide a wealth of data from the sensors and systems built into new infrastructure.



DRONES

Drones, also known as unmanned aerial vehicles (UAVs), are unmanned aircrafts that can be controlled remotely by a human operator or fly autonomously through embedded software programs containing flight plans and utilizing onboard sensors and GPS.

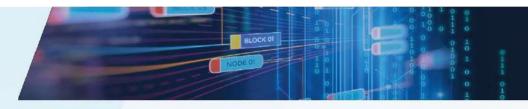
Drones are expected to see substantial growth in Qatar over the next five years, growing at an average rate of 13% per year. The future drone demand in Qatar will be driven by TASMU Smart Qatar program, Qatar 2022 World Cup as well as other sectors such as energy & resources, agriculture, environment, healthcare and logistics.



BLOCKCHAIN

Blockchain is an open distributed ledger that can record transactions between two parties.

Transactions are verified immediately by a distributed network of computers, without needing a central authority. Approved transactions are then added to the existing blockchain permanently and cannot be altered. The blockchain market in Qatar is projected to grow sharply at a CAGR of 66% until 2026, reaching a market size of USD 253 million. By 2026, the top three sectors spending on blockchain will be the public sector, financial services, and logistics.





CYBERSECURITY

Cybersecurity is the practice of protecting systems, networks, data, devices, and programs from any malicious digital attacks that aim to access, change, or destroy sensitive information.

Qatar is projected to see the fastest growth in cybersecurity spending in the Middle East by 2026, offering the highest returns on investment. Large-scale government digitization projects, the Tasmu Smart Nation program, rapid growth of cloud-based applications and other exponential technologies, and a rising number of high-profile cyber-attacks will drive growth in the Qatari cybersecurity market over the next five years.



ARTIFICIAL INTELLIGENCE

Artificial Intelligence (AI) is the study of computers that can do tasks that would normally require human intelligence.

The AI market in Qatar is projected to see exceptional growth of 17% y-o-y. Low current adoption of AI coupled with rising awareness is fueling the demand and the top three industries projected to be most impacted by AI are construction, energy and the public sector. Finding solutions for AI assisted robotic surgery to drive cost savings in healthcare and the leveraging of AI to reduce energy consumption are some of the opportunities driving future demand.



HARDWARE & SOFTWARE DEPLOY AND SUPPORT

Hardware & Software Deploy and Support involves not only the distribution of hardware & software solutions but also the set of services involved in ensuring effective business use through implementation, repair and maintenance.

Qatar's ambitious national undertakings provide unprecedented demand for deploy and support services with TASMU Smart Qatar and FIFA World Cup 2022 being the major programs that will drive demand for hardware & software deployment and support.

The following pages contain a number of digital opportunities available in Qatar. As the market is continuously developing and expanding, we recommend that you visit TASMU Digital Valley Portal at tdv.motc.gov.qa to find out what live opportunities may exist for your business in Qatar.





ARTIFICIAL INTELLIGENCE FOR SYMPTOM CHECKER IN HEALTHCARE

Artificial intelligence is defined as "the theory and development of computer systems able to perform tasks that normally require human intelligence, such as visual perception, speech recognition, decision-making, and translation between languages"

OPPORTUNITY DEFINITION | ARTIFICIAL INTELLIGENCE | SYMPTOM CHECKER

The project is related to development of Al powered online portal helping people understand their health issues, determine their need for medical attention, and navigate them to appropriate site of care.

TARGET MARKET

Target Market

Total number of healthcare visits – **3.4 million.** (MDPS' Health Services Statistics 2019)

Target Users

- > Long term/chronic patient, People with disabilities
- Aging population
- Parents & Young adults, Adolescents & children
- Workforce
- Women



AD IACENT OPPORTUNITIES

- Al Assisted Diagnosis
- At-Home center screening

STAKEHOLDERS

- Primary Health Care Corporation (PHCC)
- Hamad Medical Corporation (HMC)
- Ministry of Public Health (MoPH)
- Sidra Medicine
- Insurance Providers

KEY PROBLEM STATEMENT | NEED

When patients experience health challenges, they often are uncertain about the next step. They may opt to visit the emergency room and need to be routed multiple times before landing on the appropriate medical provider for their situation. This is taxing for both people and the healthcare providers.



OWNER AND SECTOR

Owner Primary Health Care Corporation (PHCC)

Sector Healthcare



PROCUREMENT CYCLE

Tender Evaluation Stage

The opportunity has been tendered in 2021.



TIMESPAN

Total duration of 2-3 years including implementation and monitoring.

BUDGET ACROSS ARTIFICIAL INTELLIGENCE ECOSYSTEM

The Qatar market for Artificial Intelligence (AI) is projected to reach **USD 59 million** by 2026, at a compound annual growth rate (CAGR) of 17% from 2022 to 2026.







ARTIFICIAL INTELLIGENCE FOR EVENT COMPANION APPLICATION IN SPORTS

Artificial intelligence is defined as "the theory and development of computer systems able to perform tasks that normally require human intelligence, such as visual perception, speech recognition, decision-making, and translation between languages"

OPPORTUNITY DEFINITION | ARTIFICIAL INTELLIGENCE | EVENT COMPANION APPLICATION

This opportunity is the key digital interface for event delivery and fan experience, including tools for event information, ticketing, player engagement and stadium experience, while also offering a single unified payment solution across the full event lifecycle.

TARGET MARKET

Target Market

Supreme Committee for Delivery & Legacy expects 2.5 million fans to visit Qatar for FIFA 2022.

Target Users

- Sports Venues
- > Tourists & Visitors
- Transport Services
- Event Organizers



ADJACENT OPPORTUNITIES

STAKEHOLDERS

- Supreme Committee for Delivery & Legacy (SC)
- Ministry of Communications & Information Technology (MCIT)
- Qatar Tourism Authority (QTA)
- Ministry of Culture & Sports (MCS)
- Qatar Museums



KEY PROBLEM STATEMENT | NEED

Traditional and ineffective processes put in-place to govern the user journey overwhelm Sports fans attending major events, wasting a lot of their time and making access to information inconvenient. This solution is expected to streamline the fan's journey across the different stadium interaction models, while presenting data in a structured manner.



OWNER AND SECTOR

Owner Supreme Committee for Delivery & Legacy (SC)

Sector Sports & Logistics



Identification Stage

The opportunity will be tendered in 2022.



TIMESPAN



Total duration of 3 – 4 years including implementation, testing and operations.

BUDGET ACROSS ARTIFICIAL INTELLIGENCE ECOSYSTEM

The Qatar market for Artificial Intelligence (AI) is projected to reach USD 59 million by 2026, at a compound annual growth rate (CAGR) of 17% from 2022 to 2026.





ARTIFICIAL INTELLIGENCE FOR DIGITAL FITNESS & NUTRITIONAL GUIDE IN HEALTHCARE

Artificial intelligence is defined as "the theory and development of computer systems able to perform tasks that normally require human intelligence, such as visual perception, speech recognition, decision-making, and translation between languages"

OPPORTUNITY DEFINITION | ARTIFICIAL INTELLIGENCE | DIGITAL FITNESS & NUTRITIONAL GUIDE

The purpose of digital fitness & nutritional guide initiative is to implement a digital platform that can provide a personalized nutrition and health plan through food consumption and activity monitoring. The solution provides real-time and contextualized advice to promote a healthier lifestyle, with the option to connect with groups of coaches with specialties for: pregnant women, people with chronic diseases, people with diabetes or disabilities.

TARGET MARKET

Target Market

Qatar obesity rank falls 4th in the MENA region and 15th in the world with obesity affecting **35.1% of the adult population**. (WHO, 2020)

Taraet Users

- > Long term/chronic patient, People with disabilities
- > Aging population
- Parents & Young adults, Adolescents & children
- Workforce
- Women



ADJACENT OPPORTUNITIES

- Athlete Performance Dashboard
- Workplace Activity Platform
- National Sports eHub
- Digital Activity Coach
- National Health and Wellbeing Guide

STAKEHOLDERS

- Ministry of Public Health (MoPH)
- Hamad Medical Corporation (HMC)
- Primary Health Care Corporation (PHCC)
- Sidra Medicine

KEY PROBLEM STATEMENT | NEED

Most people find weight loss difficult. They face several challenges including knowing what diet is suitable for them, understanding what is in the food they consume using wearables and staying motivated to adhere to the plan. This solution addresses these key challenges and partners with people on their weight loss journey.



OWNER AND SECTOR

Owner Ministry of Public Health (MoPH)

Sector Healthcare



PROCUREMENT CYCLE

Tender Evaluation Stage

The opportunity has been tendered in 2021.



TIMESPAN



Total duration of 2-3 years including implementation, testing, operations and monitorina.

BUDGET ACROSS ARTIFICIAL INTELLIGENCE ECOSYSTEM

The Qatar market for Artificial Intelligence (AI) is projected to reach **USD 59 million** by 2026, at a compound annual growth rate (CAGR) of 17% from 2022 to 2026.







ARTIFICIAL INTELLIGENCE IN RPA DEPLOYMENTS

Artificial intelligence is defined as "the theory and development of computer systems able to perform tasks that normally require human intelligence, such as visual perception, speech recognition, decision-making, and translation between languages"

OPPORTUNITY DEFINITION | ARTIFICIAL INTELLIGENCE | ENHANCED SERVICE DELIVERY THROUGH RPA IMPLEMENTATION

This initiative is part of the organization's ambition to enhance their service delivery to their end customers, automating processes to increase the speed of operations, resulting in improved SLAs, while reducing the cost of operations.

TARGET MARKET

Target Market

Ashghal Public Works Authority

Taraet Users

Digital, IT & Network functions within the organization

ADJACENT OPPORTUNITIES > Al and ML > Big Data Analytics

STAKEHOLDERS

Ashghal Public Works Authority



KEY PROBLEM STATEMENT | NEED

Organizations are continuously required to optimize and streamline business operations across all functions of their respective value chains to remain competitive.

Investigate the potential to automate tasks through RPA to reduce time spent by valuable FTEs in performing mundane tasks, freeing up Human Capital to work on core aspects of value delivery.



OWNER AND SECTOR

Owner Ashghal Public Works Authority – Information Systems Department (ISD)

Sector Public Administration



PROCUREMENT CYCLE

Procurement ApprovalOpportunity Tendering: TBD.



TIMESPAN



Total duration of 12 months including implementation and testing.

BUDGET ACROSS ARTIFICIAL INTELLIGENCE ECOSYSTEM

The Qatar market for Artificial Intelligence (AI) is projected to reach **USD 59 million** by 2026, at a compound annual growth rate (CAGR) of 17% from 2022 to 2026.



ARTIFICIAL INTELLIGENCE FOR CHRONIC DISEASE MONITORING IN HEALTHCARE

Artificial intelligence is defined as "the theory and development of computer systems able to perform tasks that normally require human Intelligence, such as visual perception, speech recognition, decision-making, and translation between languages"

OPPORTUNITY DEFINITION | ARTIFICIAL INTELLIGENCE | CHRONIC DISEASE MONITORING

Provides integrated digital care platform used by healthcare providers and patients to allow management of a number of chronic conditions remotely. This solution allows monitoring of blood glucose, blood pressure, cholesterol and heart rate EKG/ECG.

TARGET MARKET

Target Market

The prevalence of people with multiple chronic conditions is increasing. By 2022, Qatar plans to improve by 20% in patient empowerment of people with chronic conditions. (MoPH, 2018)

Target Users

Long term/ chronic patient

ADJACENT OPPORTUNITIES

- Post Operation Remote Care
- Chronic Respiratory Disease Management
- Virtual Lifestyle Changer

STAKEHOLDERS

- Ministry of Public Health (MoPH)
- Hamad Medical Corporation (HMC)
- Primary Health Care Corporation (PHCC)
- Sidra Medicine
- Insurance Providers

KEY PROBLEM STATEMENT | NEED

Chronic disease patients require ongoing medical care and monitoring. Visiting the hospital regularly is taxing for patients and consumes a substantial share of healthcare resources. Leveraging wearables and devices, it is possible to optimize patient outcomes and reduce variability while making patient care more algorithmic, scalable and cost-effective.



OWNER AND SECTOR

Owner Ministry of Public Health (MoPH) -National Lead for improved health for people with multiple chronic conditions

Sector Healthcare





PROCUREMENT CYCLE

Identification Stage

The opportunity will be tendered in 2022



TIMESPAN



Total duration of 3 – 4 years including implementation, testing and operations

BUDGET ACROSS ARTIFICIAL INTELLIGENCE ECOSYSTEM

The Qatar market for Artificial Intelligence (AI) is projected to reach USD 59 million by 2026, at a compound annual growth rate (CAGR) of 17% from 2022 to 2026.





ARTIFICIAL INTELLIGENCE IN RPA DEPLOYMENTS

Artificial intelligence is defined as "the theory and development of computer systems able to perform tasks that normally require human intelligence, such as visual perception, speech recognition, decision-making, and translation between languages"

OPPORTUNITY DEFINITION | ARTIFICIAL INTELLIGENCE | ENHANCED DIGITIZATION THROUGH RPA IMPLEMENTATION

This initiative is part of the organization's ambition to continue their digitalization journey by exploring the potential integration of smart automation technologies such as RPA. The organization aims to adopt technologies and enhance their capabilities to better serve customer value delivery while realizing commercial benefits in cost reductions.

TARGET MARKET

Target Market

Functional Units within Qatar Financial Centre Authority that typically conduct repeatable, mundane and noncore activities on a frequent basis.

Target Users

Employees of QFCA



ADJACENT OPPORTUNITIES

document classification) Bia Data Analytics

STAKEHOLDERS

Qatar Financial Centre Authority (QFCA)



KEY PROBLEM STATEMENT | NEED

Organizations are continuously required to optimize and streamline business operations across all functions of their respective value chains to remain competitive.

Investigate the potential to automate tasks through RPA to reduce time spent by valuable FTEs in performing mundane tasks, freeing up Human Capital to work on core aspects of value delivery.



OWNER AND SECTOR

Owner Qatar Financial Centre Authority (QFCA) **Sector** Financial Services



PROCUREMENT CYCLE

Identification Stage

The opportunities will be tendered between 2022 and 2023.





Total duration of 6 – 12 months which includes RPA exploratory, PoC testing as well as initiative and roadmap development for implementation.

BUDGET

The budget for the project is estimated to be in the range of USD 108.000 - USD 162.000.







AUGMENTED AND VIRTUAL REALITY (AR/VR) FOR AR FAN EXPERIENCE IN SPORTS

AR enhances the user's current view of reality with digital information, while VR immerses the user in a simulated environment, obscuring reality

OPPORTUNITY DEFINITION | AUGMENTED AND VIRTUAL REALITY (AR/VR) | AR FAN EXPERIENCE

This project aims to use AR, VR and MR to provide fans with an opportunity to experience the excitement of an event or professional sport, both inside and outside of the stadium.

TARGET MARKET

Target Market

Supreme Committee for Delivery & Legacy expects 2.5 million fans to visit Qatar for FIFA 2022.

Target Users

- Tourists & Visitors
- Home Viewers
- Event Organizers
- Media Companies

ADJACENT OPPORTUNITIES

Sports Event Second Screen

- Supreme Committee for Delivery & Legacy (SC)
- Ministry of Culture & Sports (MCS)
- Ministry of Communications & Information Technology

KEY PROBLEM STATEMENT | NEED

To create legacy for Qatar's Sports sector, technologies like AR, VR, and MR that simulate the real-world are needed to enable engaging and interactive sports events. This implies an opportunity to bridge the gap between IoT and smart devices, while managing fan expectations for major sports events.



OWNER AND SECTOR

Owner Supreme Committee for Delivery & Legacy (SC)

Sector Sports



PROCUREMENT CYCLE

Identification Stage

The opportunity will be tendered in 2022



TIMESPAN



Total duration of 2 - 3 years including implementation, testing and operations.

BUDGET ACROSS AUGMENTED AND VIRTUAL (AR/VR) ECOSYSTEM

The Qatar market for Augmented & Virtual Reality (AR/VR) is projected to reach USD 63 million by 2026, at a compound annual growth rate (CAGR) of 14% from 2022 to 2026.





STAKEHOLDERS





BIG DATA ANALYTICS FOR NATIONAL SPORTS EHUB

Big Data Analytics provides insights that help governments and businesses enhance their operational efficiency, decision making and promote economic growth

OPPORTUNITY DEFINITION | BIG DATA ANALYTICS | NATIONAL SPORTS EHUB

This project aims to fully integrate sports portal that connects individuals to the sports ecosystem, enabling them to check all events and facility information, book classes and facilities, buy sports merchandise, and track their upcoming commitments.

TARGET MARKET

Target Market

There are 291 sports facilities in Qatar. (Planning Statistics Authority – Sports 2019/2020)



- Citizens, Residents
- Sports Tourists
- Visitors



ADJACENT OPPORTUNITIES

- Digital Sports Community
- High Performance Facilities Platform
- Active Lifestyle Dashboard
- Digital Fitness Coach

STAKEHOLDERS

- Ministry of Culture & Sports (MCS)
- Qatar Olympic Committee (QOC)
- Qatar Sports For All Federation (QSFA)
- Aspire Zone Foundation (AZF)
- Qatar Museums
- Facility Operators
- Local Event Organizers

KEY PROBLEM STATEMENT | NEED

Citizens, residents, sports tourists and visitors fail to exercise often despite the growing landscape of the Qatari Sports sector. This is mainly because of the complex/ineffective processes put in-place to find and access all sports facilities, events, and apparel users seek anytime, clarifying the low adoption rates across the mentioned ecosystems.



OWNER AND SECTOR

Owner Ministry of Culture & Sports (MCS)

Sector Sports & Healthcare



PROCUREMENT CYCLE

Identification Stage

The opportunity will be tendered in 2022.



TIMESPAN



Total duration of 3 – 4 years including implementation, testing and operations.

BUDGET ACROSS BIG DATA ANALYTICS ECOSYSTEM

The Qatar market for Big Data Analytics is projected to reach USD 820 million by 2026, at a compound annual growth rate (CAGR) of 12% from 2022 to 2026.







BIG DATA ANALYTICS FOR ACTIVE LIVING INDEX IN SPORTS

Big Data Analytics provides insights that help governments and businesses enhance their operational efficiency, decision making and promote economic growth

OPPORTUNITY DEFINITION | BIG DATA ANALYTICS | ACTIVE LIVING INDEX

Use a scoring algorithm that helps aggregate activity levels into one score that can be leveraged across different stakeholders. The Active Living Index helps individuals understand their potential and provides recommendations accordingly. The index can also be extended to serve the ecosystem such as healthcare providers and insurance companies.

TARGET MARKET

Target Market

Qatar obesity rank falls 4th in the MENA region and 15th in the world with obesity affecting 35.1% of the adult population. (WHO, 2020)

Target Users

- Residents
- Citizens
- Athletes
- Insurance companies, Healthcare providers



ADJACENT OPPORTUNITIES

- Active Lifestyle Social Dashboard Digital Senior Vitality Solutions

STAKEHOLDERS

- Ministry of Culture & Sports (MCS)
- Aspire Zone Foundation (AZF)
- Private Sector



KEY PROBLEM STATEMENT | NEED

Despite Qatar's efforts to promote the benefits of an active lifestyle, physical activity amongst the population is remarkably low. An active living index would allow individuals to gain recommendations for physical activity as well as keep records for future medial purposes. Moreover, the population suffers from high rates of chronic diseases in part due to low involvement in recreational and professional sports.



OWNER AND SECTOR

Owner Ministry of Culture & Sports (MCS)

Sector Sports



PROCUREMENT CYCLE

Identification Stage

The opportunity will be tendered in 2022



TIMESPAN



Total duration of 2 – 3 years including implementation, testing and operations.

BUDGET ACROSS BIG DATA ANALYTICS ECOSYSTEM

The Qatar market for Big Data Analytics is projected to reach USD 820 million by 2026, at a compound annual growth rate (CAGR) of 12% from 2022 to 2026.





BIG DATA ANALYTICS FOR LIVESTOCK MONITORING & ANALYTICS IN AGRICULTURE

Big Data Analytics provides insights that help governments and businesses enhance their operational efficiency, decision making and promote economic growth

OPPORTUNITY DEFINITION | BIG DATA ANALYTICS | LIVESTOCK MONITORING & ANALYTICS

This opportunity enables farmers to monitor health & manage feeding of livestock through sensors & robotics that provide data to a monitoring dashboard. Data is fed into the central platform to provide visibility on livestock conditions on a national level.

TARGET MARKET

Target Market

The total number of livestock in Qatar is about 1,600,000 heads of sheep, goats, cows and camels. (MME, 2019)

Taraet Users

Farmers

KEY PROBLEM STATEMENT | NEED

While some of the larger livestock & dairy producers in Qatar have modernized their livestock & dairy analysis and management, many of the smaller scale farmers rely on traditional and manual ways to manage their production, leading to inefficient livestock management.



PROCUREMENT CYCLE

Tender Evaluation Stage

The opportunity has been tendered in 2021.



Total duration of 3 – 4 years including implementation, testing, operations and monitoring.

STAKEHOLDERS

- Farmers
- Ministry of Municipality & Environment (MME) -Livestock Management

National Food Security Analytics National Smart Pest Control

- Baladna
- Widam Food

OWNER AND SECTOR

Owner Farmers

Sector Environment



BUDGET ACROSS BIG DATA ANALYTICS ECOSYSTEM

The Qatar market for Big Data Analytics is projected to reach USD 820 million by 2026, at a compound annual growth rate (CAGR) of 12% from 2022 to 2026.







BIG DATA ANALYTICS FOR DATA INFRASTRUCTURE

Big Data Analytics provides insights that help governments and businesses enhance their operational efficiency, decision making and promote economic growth

OPPORTUNITY DEFINITION | BIG DATA ANALYTICS | DATA INFRASTRUCTURE OPTIMIZATION

This initiative is part of the organization's ambition to build a data infrastructure that can enable Ashghal to manage their Big Data requirements given the unique characteristics and volume of the data this organization generates and is privy to.

TARGET MARKET

Target Market

Ashghal Public Works Authority

Taraet Users

> Digital, IT & Network functions within the organization

ADJACENT OPPORTUNITIES

- Big Data Analytics in Operational
- Cloud Transformation

STAKEHOLDERS

Ashghal Public Works Authority



KEY PROBLEM STATEMENT | NEED

Big Data analytics requires a data infrastructure that is accessible, optimized and has sufficient capacity and processing power to enable data analytics and insights extraction. Ashghal requires a Data Infrastructure framework and build that can facilitate the organization's requirements for Big Data.



OWNER AND SECTOR

Owner Ashahal Public Works Authority -Information Systems Department (ISD)

Sector Public Administration



PROCUREMENT CYCLE

Information Gathering

Opportunity Tendering: TBD.



TIMESPAN



Total duration of 4 months including infrastructure design and development.

BUDGET ACROSS BIG DATA ANALYTICS ECOSYSTEM

The Qatar market for Big Data Analytics is projected to reach USD 820 million by 2026, at a compound annual growth rate (CAGR) of 12% from 2022 to 2026.





BIG DATA ANALYTICS IN OPERATIONAL EFFICIENCY

Big data analytics provides insights that helps governments and businesses enhance their operational efficiency, decision making and promote economic growth

OPPORTUNITY DEFINITION | BIG DATA ANALYTICS | REAL TIME AND PREDICTIVE ANALYTICS

This initiative is part of the organization's ambition to implement big data analytics capabilities, allowing Ashghal to leverage insights generated from real time and predictive analytics to better inform decision making processes, resulting in numerous benefits for the organizations from a cost, time and quality perspective.

TARGET MARKET

Target Market

Ashghal Public Works Authority

Taraet Users

- > Ashghal Employees for day-to-day operational decision making
- C-Suite stakeholders of Ashghal for strategic decision making



STAKEHOLDERS

Ashghal Public Works Authority



KEY PROBLEM STATEMENT | NEED

There is a constant requirement to continuously optimize and streamline business processes and decision making to reduce costs, time to market and ensure quality products and services.

Ashahal requires real time insights, powered by big data analytics and predictive analytics to realize these benefits and optimize large scale public service projects.



OWNER AND SECTOR

Owner Ashghal Public Works Authority – Information Systems Department (ISD)

Sector Public Administration



PROCUREMENT CYCLE

Information Gathering Opportunity Tendering: TBD.



TIMESPAN



Total duration of 12 months including implementation

BUDGET ACROSS BIG DATA ANALYTICS ECOSYSTEM

The Qatar market for Big Data Analytics is projected to reach USD 820 million by 2026, at a compound annual growth rate (CAGR) of 12% from 2022 to 2026.





BIG DATA ANALYTICS IN INTELLIGENT ASSET OPERATIONS

Big data analytics provides insights that helps governments and businesses enhance their operational efficiency, decision making and promote economic growth

OPPORTUNITY DEFINITION | BIG DATA ANALYTICS | INTELLIGENT ASSET OPERATIONS

This initiative is part of the organization's ambition to become an insights driven organization by leveraging big data analytics and driving efficiencies in elements of operations such as optimized and efficient asset design, construction, operation and maintenance.

TARGET MARKET

Target Market

Ashghal Public Works Authority

Taraet Users

Digital, IT & Network functions within the organization

ADJACENT OPPORTUNITIES

- Ashghal Innovation Lab Bid Data Analytics in Operational

STAKEHOLDERS

Ashghal Public Works Authority



KEY PROBLEM STATEMENT | NEED

Organizations are looking to continuously reduce costs across their spectrum of operations. Large scale organizations are increasingly looking towards data analytics to enhance their ability to actively mitigate future cost incurrences.

A well-defined Big Data analytics strategy will support the drive towards an insights driven organization that is able to leverage existing assets and data generation to define meaningful insights and decision-making capability.



OWNER AND SECTOR

Owner Ashghal Public Works Authority -Information Systems Department (ISD)

Sector Public Administration



PROCUREMENT CYCLE

Identification Stage

The opportunity will be tendered during 2022





Total duration of 2 years including identification, testing and implementation.

BUDGET ACROSS BIG DATA ANALYTICS ECOSYSTEM

The Qatar market for Big Data Analytics is projected to reach USD 820 million by 2026, at a compound annual growth rate (CAGR) of 12% from 2022 to 2026.





BIG DATA ANALYTICS FOR KPI DASHBOARD

Big Data Analytics provides insights that help governments and businesses enhance their operational efficiency, decision making and promote economic growth

OPPORTUNITY DEFINITION | BIG DATA ANALYTICS | KPI DASHBOARD DEVELOPMENT USING POWER BI

This initiative is part of the organization's efforts to develop business KPI dashboard from various systems using Business Intelligence tool from Microsoft called Power BI. By building KPI dashboard using Power BI it will enable QRail to gain a holistic insight into the operations and performance and allowing QRail to make more informed decisions based on real data.

TARGET MARKET

Target Market

QRail is responsible of managing and operating rail transport in Qatar. In December 2021, the usage of Doha Metro exceeded 2.5 million passengers.

Target Users

QRail Operations Team

ADJACENT OPPORTUNITIES

- Technology Enhanced Training

STAKEHOLDERS

- QRail
- Third-party Integration entities (technology partner, clients etc.)



KEY PROBLEM STATEMENT | NEED

In today's digital world, Big Data Analytics and BI (Business Intelligence) tools help organizations make effective data-driven decisions to grow immensely in the market.

Hence, QRail requires a business KPI dashboard using power BI to track the performance of numerous metrics in order to evaluate business performance, recognizing opportunities for growth, make data-driven choices and discover risky issues at an early stage.



OWNER AND SECTOR

Owner QRail

Sector Transportation



PROCUREMENT CYCLE

Identification Stage

The opportunity is yet to be identified.



TIMESPAN



Total duration of 5 months including implementation and

BUDGET ACROSS BIG DATA ANALYTICS ECOSYSTEM

The Qatar market for Big Data Analytics is projected to reach USD 820 million by 2026, at a compound annual growth rate (CAGR) of 12% from 2022 to 2026.





BLOCKCHAIN FOR ENHANCED TRANSPARENCY AND SECURITY

Blockchain is an open distributed ledger that can record transactions between two parties. Transactions are verified immediately by a distributed network of computers, without needing a central authority. Approved transactions are then added to the existing blockchain permanently and cannot be altered

OPPORTUNITY DEFINITION | BLOCKCHAIN | BLOCKCHAIN IMPLEMENTATION

This initiative is part of the organization's ambition to investigate the potential use cases for blockchain adoption within the organization's operations and business processes to increase efficiency, transparency and security.

TARGET MARKET

Target Market

Ashghal Public Works Authority

Taraet Users

> Digital, IT & Network functions within the organization



KEY PROBLEM STATEMENT | NEED

Blockchain technology can enhance business operations and processes where there is an appropriate use case and defined business opportunity.

Evaluate current business process to identify potential use cases for blockchain adoption and implementation and define a minimum viable product for a Proof of Concept (POC).





- Cybersecurity Strategy Digital Transformation



STAKEHOLDERS

Ashghal Public Works Authority



OWNER AND SECTOR

Owner Ashghal Public Works Authority -Information Systems Department (ISD)

Sector Public Administration



PROCUREMENT CYCLE

Identification Stage

The opportunity will be tendered during 2022.



TIMESPAN



Total duration of 12 months including identification, testing (POC) and pilot program implementation.

BUDGET ACROSS BLOCKCHAIN ECOSYSTEM

The Qatar market for Blockchain is projected to reach **USD 253 million** by 2026, at a compound annual growth rate (CAGR) of 66% from 2022 to 2026.





CLOUD MIGRATION OF BUSINESS APPLICATIONS

The delivery of on-demand computing services, such as servers, database storage, and software, through the Internet with pay-as-you-go pricina

OPPORTUNITY DEFINITION | CLOUD MIGRATION | CLOUD MIGRATION OF BUSINESS APPLICATIONS

This project is related to migration of business applications systems to the cloud as per the organization's cloud strategy and adoption roadmap. The project will be carried out in various phases spanning across 14-18 months to ensure that the expected benefits are attained throughout the migration.

TARGET MARKET

Target Market

The cloud migration market is expanding driven by public as well as private sector demand for cloud solutions.

Taraet Users

- Business to Business (B2B)
- Business to Consumer (B2C)
- Business to Employee (B2E)



STAKEHOLDERS

- Financial Institutions
- Government Institutions



KEY PROBLEM STATEMENT | NEED

Migrating to a cloud environment, or any other large-scale IT transformation, is a highly complex undertaking.

The implementation of cloud migration enable the enterprises to improve operational and business performance, while simultaneously increasing agility and innovation with latest cloud services.



OWNER AND SECTOR

Owner Qatar Financial Center Authority (QFCA)

Sector Financial Services



PROCUREMENT CYCLE

Identification Stage

The opportunities will be tendered in phases during 2021, 2022 and 2023.



TIMESPAN



Total duration of 14 – 18 months in phases including implementation and testing.

BUDGET

The budget for the project is estimated to be in the range of USD 270,000 - USD 405,000.







CUSTOM APPLICATION DESIGN AND DEVELOPMENT FOR SELF-REQUEST SERVICES

Custom Application Design and Development is tailoring the design of a mobile computer program or software to fit an organization's particular business needs

OPPORTUNITY DEFINITION | CUSTOM APPLICATION DESIGN AND DEVELOPMENT | EMPLOYEE E-SERVICES SYSTEM DEVELOPMENT

This initiative is part of the organization's efforts to develop employee self-service (ESS) portal to combine interactive web applications with searchable knowledge databases to deliver a full suite of features. Hence, developing ESS portal will enable QRail employees to raise the self-service requests, which will improve the communications and accuracy within HR.

TARGET MARKET

Target Market

QRail is responsible of managing and operating rail transport in Qatar. In December 2021, the usage of Doha Metro exceeded 2.5 million passengers.

Target Users

Employees of QRail

ADJACENT OPPORTUNITIES

- ERP System Upgrade
- Cloud Migration
- Mobile Enterprise Resource Planning

STAKEHOLDERS

- QRail
- Third-party Integration entities (technology partner, clients etc.)



KEY PROBLEM STATEMENT | NEED

Employee self-service (ESS) portals provide numerous benefits for employees. Consolidation of information into one user-friendly gateway creates efficiencies and helps quickly align employees with organizational objectives.

Therefore, developing ESS portal will allow QRail to increase transparency for employees, efficiency and tracking, better communication, better compliance and even cost cutting.

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OWNER AND SECTOR

Owner QRail

Sector Transportation



PROCUREMENT CYCLE

Identification Stage

The opportunity is yet to be identified.



TIMESPAN



Total duration of 12 months including implementation and testing.

BUDGET ACROSS CUSTOM APPLICATION DESIGN & DEVELOPMENT ECOSYSTEM

The Qatar market for Custom Application Design & Development is projected to reach **USD 16 million** by 2026, at a compound annual growth rate (CAGR) of 4% from 2022 to 2026.





CUSTOM APPLICATION DESIGN AND DEVELOPMENT IN SUPPLY CHAIN

Custom Application Design and Development is tailoring the design of a mobile computer program or software to fit an organization's lparticular business needs

OPPORTUNITY DEFINITION | CUSTOM APPLICATION DESIGN AND DEVELOPMENT | SUPPLY CHAIN SECTOR COMMUNITY **APPLICATION**

This opportunity requires the development of a mobile application to support an already operational website. The aim is to allow users to access the operational supply chain information like arrival, departure time and current status of shipments as well as up to date information on processing and payments.

TARGET MARKET

Target Market

- Shipping Lines
- Shipping Agents
- Clearing Agents

Target Users

- Business Owners
- Logistics Operations
- Business Functions



KEY PROBLEM STATEMENT | NEED

The company wants to boost it digital and mobile channels in order to provide improved access to its customers/users:

- Up-to-date information
- Arrival and departure time
- Processing of documentation and requests
- Payment features and security clearance



The application to be delivered on both Android and iOS platform.



ADJACENT OPPORTUNITIES

STAKEHOLDERS

- General Authority of Customs
- Supply chain companies
- Banks
- Port operators



OWNER AND SECTOR

Owner Information Technology Department **Sector** Logistics



PROCUREMENT CYCLE

Identification Stage

The opportunities will be tendered during 2022.



TIMESPAN



Total duration of 3 – 6 months including implementation

BUDGET ACROSS CUSTOM APPLICATION DESIGN & DEVELOPMENT ECOSYSTEM



The Qatar market for Custom Application Design & Development is projected to reach USD 16 million by 2026, at a compound annual growth rate (CAGR) of 4% from 2022 to 2026.



CUSTOM APPLICATION DESIGN AND DEVELOPMENT IN LOGISTICS

Custom Application Design and Development is tailoring the design of a mobile computer program or software to fit an organization's particular business needs

OPPORTUNITY DEFINITION | CUSTOM APPLICATION DESIGN AND DEVELOPMENT | DIGITAL AUCTION MARKETPLACE

Facilitate purchasing of unclaimed port merchandise through an online auctioning platform. The Digital Auction Marketplace helps streamline the auction process by reducing operational costs of warehousing and potential wastage of lost and found merchandise

TARGET MARKET

Target Market

The total number of cargo handled at Qatar Port in 2018 was **1.4 million tons**

Target Users

- Government officials
- Business Owners
- Individuals

ADJACENT OPPORTUNIT > Insightful Customs Rating

STAKEHOLDERS

- General Authority of Customs
- Ministry of Communications & Information Technology (MCIT)
- Hamad Port

KEY PROBLEM STATEMENT | NEED

Unclaimed items at ports lead to additional costs related to processing and warehousing. Also, the current auctioning procedures have limited reach, covering the items' storage duration under port responsibility.

These items end up being disposed of with limited benefit for the port or airport authority.



OWNER AND SECTOR

Owner General Authority Of Customs

Sector Logistics



PROCUREMENT CYCLE

Tender Evaluation Stage

The opportunity has been tendered in 2021.



TIMESPAN



Total duration of 2-3 years including implementation, testing, operations and monitorina.

BUDGET ACROSS CUSTOM APPLICATION DESIGN & DEVELOPMENT ECOSYSTEM

The Qatar market for Custom Application Design & Development is projected to reach **USD 16 million** by 2026, at a compound annual growth rate (CAGR) of 4% from 2022 to 2026.





CUSTOM APPLICATION DESIGN AND DEVELOPMENT FOR SMART EV CHARGING

Custom application design and development is tailoring the design of a mobile computer program or software to fit an organization's lparticular business needs

OPPORTUNITY DEFINITION | CUSTOM APPLICATION DESIGN AND DEVELOPMENT | SMART EV CHARGING

This project aims to facilitate EV drivers to search, find, use and pay for EV charging through a mobile application. The app will be connected to Qatar's existing EV charging stations and provide a helpful front-end experience that helps promote EV driving locally.

TARGET MARKET

Target Market

The global electric vehicle market was valued at \$162.34 billion in 2019 and is projected to reach \$802.81 billion by 2027.

Target Users

EV Owners

ADJACENT OPPORTUNITIES

- Smart Electricity Meter
- Sustainable City Platform
- Sustainability Readiness Index E-Bike sharing
- E-Car sharing

STAKEHOLDERS

- Kahramaa
- Building owners
- Residents



KEY PROBLEM STATEMENT | NEED

In Qatar, EV charging stations operate on a individual basis and aren't currently optimized to meet the needs of local EV ecosystem such as station-finder and online payments. Without a robust UI/UX component, the EV charging network locally will remain basic and hinder EV demand growth.

OWNER AND SECTOR

Sector Transport



PROCUREMENT CYCLE

Tender Evaluation Stage

The opportunity has been tendered in 2021.



Total duration of 2 - 3 years including implementation, testing, operations and monitoring.

BUDGET ACROSS CUSTOM APPLICATION DESIGN & DEVELOPMENT ECOSYSTEM

The Qatar market for Custom Application Design & Development is projected to reach USD 16 million by 2026, at a compound annual growth rate (CAGR) of 4% from 2022 to 2026.



Owner Kahramaa







CUSTOM APPLICATION DESIGN AND DEVELOPMENT FOR BUDGET PLANNING

Custom application design and development is tailoring the design of a mobile computer program or software to fit an organization's particular business needs

OPPORTUNITY DEFINITION | CUSTOM APPLICATION DESIGN AND DEVELOPMENT | BUDGET PLANNING AND FORECASTING TOOL

This initiative is part of the organization's efforts to streamline and automate management processes related to budgeting, planning and forecasting (BP&F). The scope includes developing a customized budgeting tool for the finance department to collate the budget details from all QRail departments and assign adequate workflow approvals and dashboard reporting.

TARGET MARKET

Target Market

QRail is responsible of managing and operating rail transport in Qatar. In December 2021, the usage of Doha Metro exceeded 2.5 million passengers.

Target Users

QRail Finance Department



AD IACENT OPPORTUNITIES

Financial Management System

STAKEHOLDERS

- QRail
- Third-party Integration entities (technology partner, clients etc.)



KEY PROBLEM STATEMENT | NEED

The rapid expansion of QRail operations into becoming the rail transport industry leader has resulted in the need to create and implement budgeting, planning and forecasting (BP&F) process to establish more accurate financial report and analytics (FP&A) — potentially leading to more accurate forecasting and ultimately revenue growth.



OWNER AND SECTOR

Owner QRail

Sector Transportation



PROCUREMENT CYCLE

Identification Stage

The opportunity is yet to be identified.



TIMESPAN



Total duration of 10 months including implementation and testing.

BUDGET ACROSS CUSTOM APPLICATION DESIGN & DEVELOPMENT ECOSYSTEM

The Qatar market for Custom Application Design & Development is projected to reach **USD 16 million** by 2026, at a compound annual growth rate (CAGR) of 4% from 2022 to 2026.





CYBERSECURITY FOR ACCESS MANAGEMENT

Cybersecurity is the practice of protecting systems, networks, data, devices, and programs from any malicious digital attacks that aim to access, change, or destroy sensitive information

OPPORTUNITY DEFINITION | CYBERSECURITY | PRIVILEGED ACCESS MANAGEMENT (PAM)

This initiative is part of the organization's ambition to implement Privileged Access Management (PAM) solution across QRail IT assets, in order to enhance the identification, monitoring, auditing, and recording of all the privileged accesses across QRail.

TARGET MARKET

Target Market

QRail is responsible of managing and operating rail transport in Qatar. In December 2021, the usage of Doha Metro exceeded 2.5 million passengers.

Target Users

> Employees of QRail

ADJACENT OPPORTUNITIES

STAKEHOLDERS

QRail



KEY PROBLEM STATEMENT | NEED

Privileged access allows organizations to secure their infrastructure and applications, run business efficiently and maintain the confidentiality of sensitive data and critical infrastructure.

Hence, implementing Privileged Access Management (PAM) solution will enable QRail to secure privileged passwords, maintain audit and IT compliance, detect multiple access and mitigate cyberattacks.



OWNER AND SECTOR

Owner QRail

Sector Transportation



PROCUREMENT CYCLE

Identification Stage

The opportunity is yet to be identified.



TIMESPAN



Total duration of 6 months including implementation and

BUDGET ACROSS CYBERSECURITY ECOSYSTEM

The Qatar market for Cyber Security is projected to reach USD 1,642 million by 2026, at a compound annual growth rate (CAGR) of 13% from 2022 to 2026.



CYBERSECURITY FOR DATA CLASSIFICATION

Cybersecurity is the practice of protecting systems, networks, data, devices, and programs from any malicious digital attacks that aim to access, change, or destroy sensitive information

OPPORTUNITY DEFINITION | CYBERSECURITY | DATA CLASSIFICATION

This initiative is part of the organization's ambition to enhance their security posture by incorporating a data classification tool to securely govern both structured and unstructured data within the organization's ecosystem of data and information.

TARGET MARKET

Target Market

Ashghal Public Works Authority

Taraet Users

Digital, IT & Network functions within the organization

Data Analytics- Insight generation supported by structured data sets

STAKEHOLDERS

Ashghal Public Works Authority



KEY PROBLEM STATEMENT | NEED

Data and Information is constantly being generated or acquired by organizations as they operate and deliver value to clients.

Investigate a data classification tool to support the identification, location and classification of all data and information to securely manage the value and risk associated with the organization's digital assets.



OWNER AND SECTOR

Owner Ashahal Public Works Authority -Information Systems Department (ISD)

Sector Public Administration



PROCUREMENT CYCLE

Information Gathering

Opportunity Tendering: TBD.



TIMESPAN



Total duration of 6 months including identification, testing and implementation.

BUDGET ACROSS CYBERSECURITY ECOSYSTEM

The Qatar market for Cyber Security is projected to reach USD 1,642 million by 2026, at a compound annual growth rate (CAGR) of 13% from 2022 to 2026.





CYBERSECURITY FOR IDENTITY & ACCESS MANAGEMENT (I&AM)

Cybersecurity is the practice of protecting systems, networks, data, devices, and programs from any malicious digital attacks that aim to access, change, or destroy sensitive information

OPPORTUNITY DEFINITION | CYBERSECURITY | IDENTITY & ACCESS MANAGEMENT SOLUTION

This initiative is part of the organization's ambition to implement an enterprise-wide Identity & Access Management solution (I&AM) to configure, manage and enforce a framework of policies that ensures that the right users have appropriate access to the information and technology resources.

TARGET MARKET

Target Market

QFCA - Organization's who have a requirement to automate identity control and access management at the enterprise level.

- Qatar Financial Centre Authority Network & IT Teams
- Employees of QFCA

ADJACENT OPPORTUNITIES

STAKEHOLDERS

Qatar Financial Center Authority (QFCA)



KEY PROBLEM STATEMENT | NEED

Identity and Access Management become increasingly important due to data privacy requirements, cyber security challenges and threats, as well as multifaceted organizations that are not confined to a single office location (Borderless Networks),

To implement an I&AM Solution, providing an additional layer of security towards a stronger cybersecurity portfolio that ensures that the access can be dynamically controlled, maintained and monitored at an enterprise level.



OWNER AND SECTOR

Owner Qatar Financial Centre Authority (QFCA)

Sector Financial Services



PROCUREMENT CYCLE

Identification Stage

The opportunity will be tendered in 2023.



TIMESPAN



Total duration of 9 months including identification, testing and implementation.

BUDGET

The budget for the project is estimated to be in the range of USD 135,000 - USD 216,000.







CYBERSECURITY FOR IDENTITY & ACCESS MANAGEMENT (I&AM)

Cybersecurity is the practice of protecting systems, networks, data, devices, and programs from any malicious digital attacks that aim to access, change, or destroy sensitive information

OPPORTUNITY DEFINITION | CYBERSECURITY | DIGITAL IDENTITY

This initiative is part of the organization's ambition to implement an enterprise-wide Identity & Access Management solution (I&AM) to configure, manage and enforce a framework of policies that ensures that the right users have appropriate access to the information and technology resources.

TARGET MARKET

Target Market

Ashghal Public Works Authority

Taraet Users

Digital, IT & Network functions within the organization

Cloud Migration

STAKEHOLDERS

Ashghal Public Works Authority



KEY PROBLEM STATEMENT | NEED

Identity and Access Management become increasingly important due to data privacy requirements, cyber security challenges and threats, as well as multifaceted organizations that are not confined to a single office location (Borderless Networks).

To implement an I&AM Solution, providing an additional layer of security towards a stronger cybersecurity portfolio that ensures that the access can be dynamically controlled, maintained and monitored at an enterprise level.



OWNER AND SECTOR

Owner Ashahal Public Works Authority -Information Systems Department (ISD)

Sector Public Administration



PROCUREMENT CYCLE

Identification Stage

The opportunity will be tendered during 2022.



TIMESPAN



Total duration of 12 months including identification, testing and implementation.

BUDGET ACROSS CYBERSECURITY ECOSYSTEM

The Qatar market for Cyber Security is projected to reach USD 1,642 million by 2026, at a compound annual growth rate (CAGR) of 13% from 2022 to 2026.





CYBERSECURITY FOR SECURITY OPERATIONS CENTERS

Cybersecurity is the practice of protecting systems, networks, data, devices, and programs from any malicious digital attacks that aim to access, change, or destroy sensitive information

OPPORTUNITY DEFINITION | CYBERSECURITY | CYBERSECURITY MONITORING CAPABILITIES

This initiative is part of the organization's ambition to implement Security Operations Center (SOC) to build cyber security monitoring capabilities for both QRail Corporate IT and Rail Operations (OT) infrastructure components.

TARGET MARKET

Target Market

QRail is responsible of managing and operating rail transport in Qatar. In December 2021, the usage of Doha Metro exceeded 2.5 million passengers.

Target Users

QRail IT Department



STAKEHOLDERS

QRail



KEY PROBLEM STATEMENT | NEED

Setting up a Security Operations Center (SOC) will allow QRail to monitor and track security incidents across the IT landscape through continuous analysis and monitoring of data activity.

This will also support in achieving Supreme Committee Delivery & Legacy (SCDL) compliance requirement.



OWNER AND SECTOR

Owner QRail

Sector Transportation



PROCUREMENT CYCLE

Post Tendering Stage

The project has already been awarded and currently in the execution phase.

TIMESPAN



Total duration of 3.5 years including implementation and testing and monitoring.

BUDGET ACROSS CYBERSECURITY ECOSYSTEM

The Qatar market for Cyber Security is projected to reach USD 1,642 million by 2026, at a compound annual growth rate (CAGR) of 13% from 2022 to 2026.



CYBERSECURITY FOR NETWORK ACCESS CONTROL

Cybersecurity is the practice of protecting systems, networks, data, devices, and programs from any malicious digital attacks that aim to access, change, or destroy sensitive information

OPPORTUNITY DEFINITION | CYBERSECURITY | IT NETWORK ACCESSS CONTROL

This initiative is part of the organization's ambition to implement Network Access Control (NAC) for QRail, by providing the IT Team the ability to foresee the users and devices trying to connect to QRail IT local area network, and provide them the ability to allow or reject the access. This will reduce cyber threats across QRail's systems and improve network performance.

TARGET MARKET

Target Market

QRail is responsible of managing and operating rail transport in Qatar. In December 2021, the usage of Doha Metro exceeded 2.5 million passengers.

Target Users

Employees of QRail

\swarrow

ADJACENT OPPORTUNITIES

- Digital Transformation
- Cybersecurity Strategy
- Cloud Migration

STAKEHOLDERS

QRail



KEY PROBLEM STATEMENT | NEED

Cyberthreats against transportation companies have increased especially since the start of the Covid-19 pandemic, mostly as Advanced Persistent Threats and the increased used of mobile devices.

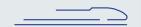
Therefore, implementing the Network Access Control solutions would provide increase network visibility, reduce cyber threats, and improve network performance.



OWNER AND SECTOR

Owner QRail

Sector Transportation



PROCUREMENT CYCLE

Identification Stage

The opportunity is yet to be identified.



TIMESPAN



Total duration of 6 months including implementation and testing.

BUDGET ACROSS CYBERSECURITY ECOSYSTEM

The Qatar market for Cyber Security is projected to reach **USD 1,642 million** by 2026, at a compound annual growth rate (CAGR) of 13% from 2022 to 2026.





ENTERPRISE RESOURCE PLANNING (ERP) UPGRADATION

ERP Software is a system that uses a centralized database to better integrate business data and processes into a single system that connects operational execution with financial processes and ultimately creates positive outcomes for customers by accelerating value delivery

OPPORTUNITY DEFINITION | ENTERPRISE RESOURCE PLANNING (ERP) | ENTERPRISE RESOURCE PLANNING (ERP) **UPGRADATION**

This initiative is part of the organization's goal to optimize its IT function, including the adoption of cloud solutions and migration of business applications systems. This initiative involves upgrading the existing organization's ERP system for the provision of additional technical capabilities.

TARGET MARKET

Target Market

The ERP market size is expected to grow as organizational aims to improve accountability and operational performance, higher demand for datadriven decision-making, and higher cloud adoption.

Target Users

- Business to Business (B2B)
- Business to Consumer (B2C)
- Business to Employee (B2E)



STAKEHOLDERS

- Financial Institutions
- Government Institutions



KEY PROBLEM STATEMENT | NEED

Upgrading the core application ERP to Microsoft Dynamics will provide the support needed to help the business grow, expand, and evolve through greater accessibility, customizable scalability, and easy integration.

ERP software opens new frontiers for businesses in their daily financial and operational processes, while standardizing business processes to better focuses resources and obtain new and improved business.



OWNER AND SECTOR

Owner Qatar Financial Center Authority (QFCA)

Sector Financial Services



PROCUREMENT CYCLE

Identification Stage

The opportunity will be tendered during 2022 - 2023.



TIMESPAN



Total duration of 6 – 12 months including implementation and

BUDGET

The budget for the project is estimated to be in the range of USD 405,000 - USD 675,000.







ENTERPRISE RESOURCE PLANNING (ERP) FOR PROFITABILITY ANALYSIS & MATERIAL LEDGER

ERP Software is a system that uses a centralized database to better integrate business data and processes into a single system that connects operational execution with financial processes and ultimately creates positive outcomes for customers by accelerating value delivery

OPPORTUNITY DEFINITION | ENTERPRISE RESOURCE PLANNING (ERP) | SAP PROFITABILITY ANALYSIS (CO-PA) & MATERIAL LEDGER

This initiative is part of the organization's goal to enhance the enterprise resource planning (ERP) system in order to get detailed profitability analysis of the products and to improve the running cost. This initiative involves upgrading the organization's ERP system for the provision of additional technical capabilities such as analyzing its profitability.

TARGET MARKET

Target Market

Manufacturing, Dairy productions, Warehousing and Logistics.

Target Users

Business functions

ADJACENT OPPORTUNITIES > Financial Management System

STAKEHOLDERS

Baladna



KEY PROBLEM STATEMENT | NEED

With Baladna's expansion into various F&B industry segments, Baladna needs to analyze the profitability of multiple products/segments. By enabling this, Baladna will be able to forecast and optimize profitability. Thus, resulting in maximizing the opportunities that Baladna can take advantage of to continue growing in a highly dynamic, competitive, and vibrant market.

OWNER AND SECTOR

Owner Baladna

Sector Environment



PROCUREMENT CYCLE

Identification Stage

The opportunity will be tendered in 2022.



TIMESPAN



Total duration of 8 months including implementation, testing and operations.

BUDGET ACROSS ENTERPRISE RESOURCE PLANNING (ERP) ECOSYSTEM

The Qatar market for Enterprise Resource Planning (ERP) is projected to reach **USD 78 million** by 2026, at a compound annual growth rate (CAGR) of 7% from 2022 to 2026.





HARDWARE & SOFTWARE DEPLOY AND SUPPORT FOR APPLICATION MANAGED SERVICES

Hardware & software deploy and support are services used for technological transformation to aid a business in its operations and delivery to its customer base

OPPORTUNITY DEFINITION | HARDWARE & SOFTWARE DEPLOY AND SUPPORT | APPLICATION MANAGED SERVICES

The project aims to provide application managed services to maintain Qatar Foundation applications infrastructure, including Enterprise Resource Planning (ERP) software, legacy application systems, portals and middleware.

TARGET MARKET

Target Market

Qatar Foundation (QF) and its subsidiaries.

Taraet Users

Qatar Foundation (QF) – IT Department

- Managed Service Provider (MSP)
- IT Applications Outsourcing
- Network & Infrastructure Outsourcina

STAKEHOLDERS

Qatar Foundation (QF) and its subsidiaries



KEY PROBLEM STATEMENT | NEED

Managing and maintaining applications in house is typically costly and detracts business from their core activities and business requirements.

Having a one unified vendor to manage and develop all applications in house will free up valuable resources that can be directed towards extracting value from these applications and in performing other business processes.



OWNER AND SECTOR

Owner Qatar Foundation (QF) - IT Department

Sector Education, Science and Community Developmen

PROCUREMENT CYCLE

Identification Stage

The opportunity will be tendered in 2022.



TIMESPAN



Total duration 6 months including implementation, testing and

BUDGET ACROSS HARDWARE & SOFTWARE DEPLOY AND SUPPORT **ECOSYSTEM**

The Qatar market for Hardware & Software Deployment and Support is projected to reach USD 202 million by 2026, at a compound annual growth rate (CAGR) 5% from 2022 to 2026.



HARDWARE & SOFTWARE DEPLOY AND SUPPORT IN KNOWLEDGE MANAGEMENT

Hardware & software deploy and support are services used for technological transformation to aid a business in its operations and delivery to its customer base

OPPORTUNITY DEFINITION | HARDWARE & SOFTWARE DEPLOY AND SUPPORT | KNOWLEDGE MANAGEMENT SOLUTION

This initiative is part of the organization's ambition to implement a knowledge management solution (Learning Management System) that enables employees to augment and develop their skillsets and capabilities, utilizing Ashghal's existing knowledge assets under a single, secured repository.

TARGET MARKET

Target Market

Ashghal Public Works Authority

Taraet Users

Ashghal Project and Asset Affairs Teams, Technical Office Department

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AD IACENT OPPORTUNITIES

Digital Transformation

STAKEHOLDERS

Ashghal Public Works Authority



KEY PROBLEM STATEMENT | NEED

Implement a centralized knowledge management solution to improve the flow of information and increase cross functional collaboration between business units. Facilitating shared information which can lead to an overall increase in performance and identification of new opportunities.



OWNER AND SECTOR

Owner Ashghal Public Works Authority – Information Systems Department (ISD)

Sector Public Administration



PROCUREMENT CYCLE

Identification Stage

The opportunity will be tendered in 2022.



TIMESPAN



Total duration of 6 months including identification, testing and implementation.

BUDGET ACROSS HARDWARE & SOFTWARE DEPLOY AND SUPPORT ECOSYSTEM

The Qatar market for Hardware & Software
Deployment and Support is projected to reach **USD**202 million by 2026, at a compound annual growth
rate (CAGR) 5% from 2022 to 2026.





HARDWARE & SOFTWARE DEPLOY AND SUPPORT FOR SALES & OPERATION PLANNING (S&OP)

Hardware & software deploy and support are services used for technological transformation to aid a business in its operations and delivery to its customer base

OPPORTUNITY DEFINITION | HARDWARE & SOFTWARE DEPLOY AND SUPPORT | SAP IBP FOR SALES & OPERATION PLANNING

This initiative is part of the organization's efforts to streamline and automate management processes related to Sales and Operations Planning (S&OP). This will include implementing the SAP Integrated Business Planning (IBP) application for sales and operations planning to enable Baladna to manage demand and supply planning while integrating this to financial and operational planning. This will also include full requirements gathering, design, build, testing, coordination of end-user testing, go-live, support, and documentation.

TARGET MARKET

Target Market

Manufacturing, Dairy production, Warehousing and Logistics, Finance and Operations.

Taraet Users

Baladna

STAKEHOLDERS

Baladna



KEY PROBLEM STATEMENT | NEED

The rapid expansion of Baladna operations into becoming the dairy and beverage industry leader has resulted in the need to automate S&OP to manage time-phased projections for demandsupply, product and portfolio changes, and strategic and financial plans over mid to long-term planning.

Implementing an S&OP solution will provide the support needed for better forecasting accuracy to predict demand with accurate inventory targets and efficient capacity utilization.



OWNER AND SECTOR

Owner Baladna Sector Environment



PROCUREMENT CYCLE

Identification Stage

The opportunity will be tendered in 2022.



TIMESPAN



Total duration of 6 months including implementation, testing and operations.

BUDGET ACROSS HARDWARE & SOFTWARE DEPLOY AND SUPPORT **ECOSYSTEM**

The Qatar market for Hardware & Software Deployment and Support is projected to reach USD 202 million by 2026, at a compound annual growth rate (CAGR) 5% from 2022 to 2026.



HARDWARE & SOFTWARE DEPLOY AND SUPPORT FOR BUILDING INFORMATION MODELLING

Hardware & software deploy and support are services used for technological transformation to aid a business in its operations and delivery to lits customer base

OPPORTUNITY DEFINITION | HARDWARE & SOFTWARE DEPLOY AND SUPPORT | BIM IMPLEMENTATION

This initiative is part of the organization's ambition to implement a Building Information Modelling (BIM) suite of technologies to improve to improve the design and management process of Ashghal's digital representation of physical assets, and augment Ashghal's ability to serve clients more efficiently and effectively, realize cost and time savings and increase profitability and productivity.

TARGET MARKET

Target Market

Ashghal Public Works Authority

Taraet Users

Ashghal Project and Asset Affairs Teams,
 Engineering Services Department and Technical
 Office Department



AD IACENT OPPORTUNITIES

Digital Transformation of processes

STAKEHOLDERS

Ashghal Public Works Authority



KEY PROBLEM STATEMENT | NEED

A large repository of complex projects, that spans multiple sectors, regions and stakeholders, and that is consistently growing, becomes increasingly more difficult to manage, leverage shared insights and commonalties across the entire project lifecycle.

A clear BIM strategy and implementation can support and facilitate reliable decision making regarding future projects by leveraging lessons learned across the spectrum of passed projects.

A BIM implementation can also facilitate easier management and maintenance of projects in the long term.



OWNER AND SECTOR

Owner Ashghal Public Works Authority – Information Systems Department (ISD)

Sector Public Administration



PROCUREMENT CYCLE

Information GatheringOpportunity Tendering: TBD.



TIMESPAN



Total duration of 15 months including BIM strategy development, testing, implementation and training.

BUDGET ACROSS HARDWARE & SOFTWARE DEPLOY AND SUPPORT ECOSYSTEM

The Qatar market for Hardware & Software
Deployment and Support is projected to reach **USD**202 million by 2026, at a compound annual growth
rate (CAGR) 5% from 2022 to 2026.





HARDWARE & SOFTWARE DEPLOY AND SUPPORT FOR EMPLOYEE COLLABORATION TOOLS

Hardware & software deploy and support are services used for technological transformation to aid a business in its operations and delivery to its customer base

OPPORTUNITY DEFINITION | HARDWARE & SOFTWARE DEPLOY AND SUPPORT | INTEGRATED WORKPLACE COLLABORATION

This initiative is part of the organization's ambition to enhance workplace collaboration platforms allowing internal teams to easily share information, files, trigger and follow-up on requests, and track activities and ideas. Collaborative and improve workplace efficiency and productivity, while promoting a collaborative and inclusive culture.

TARGET MARKET

Target Market

Qatar Financial Centre Authority -Functional Units who have a hybrid remote / in-office workforce.

Target Users

Employees of QFCA

KEY PROBLEM STATEMENT | NEED

Organizations are increasingly required to work in agile and more collaboratively with various stakeholders within the organization both physically and virtually.

Collaboration tools to enable workplace interaction between employees, powered by cloud-based platforms and application suites, that support the requirement for video conferencing, whiteboard sessions or development environments.



ADJACENT OPPORTUNITIES

STAKEHOLDERS

Qatar Financial Center Authority (QFCA)



OWNER AND SECTOR

Owner Qatar Financial Center Authority (QFCA)

Sector Financial Services



PROCUREMENT CYCLE

Identification Stage

The opportunity will be tendered in 2023.



TIMESPAN



Total duration of 4 - 6 months including identification, testing and implementation.

BUDGET

The budget for the project is estimated to be in the range of USD 162,000 - USD 216,000.







HARDWARE & SOFTWARE DEPLOY AND SUPPORT FOR LOW CODE APP DEVELOPMENT

Hardware & software deploy and support are services used for technological transformation to aid a business in its operations and delivery lto its customer base

OPPORTUNITY DEFINITION | HARDWARE & SOFTWARE DEPLOY AND SUPPORT | LOW CODE DEVELOPMENT PLATFORM

This initiative is part of the organization's ambition to enable internal teams to easily develop and implement customization of QFCA Business applications. Low Code Development Platforms have the potential to support internal QDCA teams to augment existing applications to suit tailored needs as they arise.

TARGET MARKET

Target Market

Functional units within QFCA who have a requirement to quickly and easily create ancillary applications to support business value delivery.

- Qatar Financial Centre Authority Network & IT
- Select employees of QFCA



ADJACENT OPPORTUNITIES

Cloud Migration

STAKEHOLDERS

Qatar Financial Center Authority (QFCA)



KEY PROBLEM STATEMENT | NEED

Application development through traditional programming typically requires highly developed skillsets and a convergence of these skills to produce workable applications to support business processes. Additionally, program development times are lengthy and require significant resources (time and material).

Low Code Development platforms (aligned with existing IT Infrastructure) remove the complexity in creating, customizing and reconfiguring applications that allow most users to quickly and easily create workable applications.



OWNER AND SECTOR

Owner Qatar Financial Centre Authority (QFCA)

Sector Financial Services



PROCUREMENT CYCLE

Identification Stage

The opportunities will be tendered in 2023.



TIMESPAN



Total duration of 4 – 6 months including identification, testing and implementation.

BUDGET

The budget for the project is estimated to be in the range of USD 162,000 - USD 270,000.





HARDWARE & SOFTWARE DEPLOY AND SUPPORT FOR CUSTOMER COLLABORATION TOOLS

Hardware & software deploy and support are services used for technological transformation to aid a business in its operations and delivery to its customer base

OPPORTUNITY DEFINITION | HARDWARE & SOFTWARE DEPLOY AND SUPPORT | CUSTOMER COLLABORATION PLATFORM

There is an increased demand for digital collaboration tools and

platforms to facilitate virtual meetings, workshops and customer

Dynamic and user-friendly Customer Collaboration Platforms to

This initiative is part of the organization's ambition to enhance their customer experience through implementation of an online platform that will enable and facilitate collaboration and bi-directional communication between QFCA's customers, as well as their customer's clients.

KEY PROBLEM STATEMENT | NEED

and showcase products and services.

relations between organizations and their customers.

allow organizations to interact with their customers more effectively, and to convey ideas and learnings, host online events

TARGET MARKET

Target Market

Organizations who require a digital environment to facilitate customer interactions.

Target Users

QFCA stakeholders and customers of QFCA

ADJACENT OPPORTUNITIES

STAKEHOLDERS

- Qatar Financial Centre Authority (QFCA)
- Clients of Qatar Financial Centre Authority (QFCA)



OWNER AND SECTOR

Owner Qatar Financial Center Authority (QFCA) **Sector** Financial Services



PROCUREMENT CYCLE

Identification Stage

The opportunity will be tendered during 2022 - 2023.

TIMESPAN



Total duration of 6 – 12 months including identification, testing and implementation.

BUDGET

The budget for the project is estimated to be in the range of USD 270,000 - USD 405,000.







HARDWARE AND SOFTWARE DEPLOY AND SUPPORT FOR TRANSPORTATION

Hardware & software deploy and support are services used for technological transformation to aid a business in its operations and delivery to its customer base

OPPORTUNITY DEFINITION | HARDWARE AND SOFTWARE DEPLOY AND SUPPORT | COMPUTER-AIDED FACILITY MANAGEMENT (CAFM) SYSTEMS IMPLEMENTATION

This initiative is part of the organization's efforts to automate the processes of the facilities and maintenance management, which includes the Periodic Preventive Maintenance (PPM) of Mechanical, Electrical and Plumbing (MEP) services, Civil, Architectural and Mechanical, Electrical and Plumbing (MEP) repair activities, and finally Planned Preventive Maintenance (PPM) services related to cafeteria, indoor plants etc.

TARGET MARKET

Target Market

QRail is responsible of managing and operating rail transport in Qatar. In December 2021, the usage of Doha Metro exceeded 2.5 million passengers.

Target Users

> Employees of QRail



Digital Transformation of processes

STAKEHOLDERS

- QRail
- > Third-party Integration entities (technology partner, clients etc.)



KEY PROBLEM STATEMENT | NEED

There are many challenges in facilities management such as damage control, efficient equipment repair and recurrence maintenance and setup. In addition, this would prove highly challenging for a company managing a country's rail network.

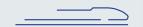
The computer aided facility management software will allow QRail to track, manage and report day-to day business operations, which also leads to increased safety, prolonged asset lifespans and cost savings.



OWNER AND SECTOR

Owner QRail

Sector Transportation



PROCUREMENT CYCLE

Identification Stage

The opportunity is yet to be identified.



TIMESPAN



Total duration of 8 months including implementation and testing.

BUDGET ACROSS HARDWARE & SOFTWARE DEPLOY AND SUPPORT ECOSYSTEM

The Qatar market for Hardware & Software Deployment and Support is projected to reach USD 202 million by 2026, at a compound annual growth rate (CAGR) 5% from 2022 to 2026.





HARDWARE AND SOFTWARE DEPLOY AND SUPPORT FOR DIGITAL SIGNATURES

Hardware & software deploy and support are services used for technological transformation to aid a business in its operations and delivery to its customer base

OPPORTUNITY DEFINITION | HARDWARE AND SOFTWARE DEPLOY AND SUPPORT | DOCUMENTS E-SIGNATURE AUTOMATION WITH DOCUSIGN

This initiative is part of the organization's ambition to focus on the development and implementation of digital signatures automation for all types of documents, correspondences and contracts, by both internal and external parties, which leads to time-saving and seamless integrations with application that QRail is already

TARGET MARKET

Target Market

QRail is responsible of managing and operating rail transport in Qatar. In December 2021, the usage of Doha Metro exceeded 2.5 million passengers.

Target Users

> Employees of QRail

ADJACENT OPPORTUNITIES

STAKEHOLDERS

- QRail
- Third-party Integration entities (technology partner, clients etc.)



KEY PROBLEM STATEMENT | NEED

Organizations operate today at a fast pace and need to deliver a better customer experience for their customers. Traditional signature methods can slow down businesses 'operations and create pain points.

Therefore, QRail requires to adapt to digital signatures which provides added security, long-term retention and access, independent verification, and paper savings.



OWNER AND SECTOR

Owner QRail

Sector Transportation



PROCUREMENT CYCLE

Identification Stage

The opportunity is yet to be identified



TIMESPAN



Will be defined during commercialization phase.

BUDGET ACROSS HARDWARE & SOFTWARE DEPLOY AND SUPPORT **ECOSYSTEM**

The Qatar market for Hardware & Software Deployment and Support is projected to reach USD 202 million by 2026, at a compound annual growth rate (CAGR) 5% from 2022 to 2026.



HARDWARE AND SOFTWARE DEPLOY AND SUPPORT FOR CHATBOT SUPPORT

Hardware & software deploy and support are services used for technological transformation to aid a business in its operations and delivery lto its customer base

OPPORTUNITY DEFINITION | HARDWARE AND SOFTWARE DEPLOY AND SUPPORT | CHATBOT SUPPORT FOR CORPORATE SERVICES USING IBM WATSON

This initiative is part of the organization's ambition to implement an automated chatbot for IT and HR related tasks through IBM Watson. The chatbot is a considerable solution to optimize the answers to the most frequently asked questions, which leads to increased employee satisfaction and reduced time spent on easy tasks.

TARGET MARKET

Target Market

QRail is responsible of managing and operating rail transport in Qatar. In December 2021, the usage of Doha Metro exceeded 2.5 million passengers.

Target Users

> Employees of QRail



Virtual Assistant

STAKEHOLDERS

QRail



KEY PROBLEM STATEMENT | NEED

Organizations are harnessing artificial intelligence (AI) powered customer support Chatbots that can leverage natural language processing and machine learning to support customer service interactions.

Therefore, implementing automated chatbot for QRail HR department and IT helpdesk will increase productivity, 24/7 service for QRail employees, cost reduction, and automation of interactions and tasks programming.



OWNER AND SECTOR

Owner QRail

Sector Transportation



PROCUREMENT CYCLE

Identification Stage

The opportunity is yet to be identified.



TIMESPAN



Will be defined during commercialization phase.

BUDGET ACROSS HARDWARE & SOFTWARE DEPLOY AND SUPPORT ECOSYSTEM

The Qatar market for Hardware & Software Deployment and Support is projected to reach USD 202 million by 2026, at a compound annual growth rate (CAGR) 5% from 2022 to 2026.





INTERNET OF THINGS (IoT) FOR SMART WATER & ELECTRICITY EXPERIENCE & INSIGHTS

The Internet of Things (IoT) is a system of connected devices that speak to and interact with each other and other networks to improve the way our lives and businesses operate

OPPORTUNITY DEFINITION | INTERNET OF THINGS (IoT) | SMART WATER & ELECTRICITY EXPERIENCE & INSIGHTS

This project aims to use a digital analytics solution to support Smart Meters in enabling dynamic pricing, easing billing & monitoring, empowering personalized offerings for consumers and collecting water consumption data on a national-level supporting supply planning & public policy.

TARGET MARKET

Target Market

The electricity consumption per capita of Industrial Bulk Customers was 4,658 KWh per industrial/business in 2017. (Kahramaa)

Taraet Users

- Government Officials
- Business Owners

ADJACENT OPPORTUNITIES

- Utility Consumption Challenge
- Sustainability Readiness Index

STAKEHOLDERS

- Kahramaa
- Government
- Building Owners
- Residents



KEY PROBLEM STATEMENT | NEED

The absence of analytics to support smart meters in Qatar reduces the real time visibility and specificity of water and electricity consumption for the Utility and its customers. Further, the lack of smart meter analytics reduces the efficiency of dynamic pricing & other digital consumption reduction measures.



OWNER AND SECTOR

Owner Kahramaa

Sector Environment



PROCUREMENT CYCLE

Identification Stage

The opportunity will be tendered in 2022.



TIMESPAN



Total duration of 3 – 4 years including implementation, testing and operations.

BUDGET ACROSS INTERNET OF THINGS (IoT) ECOSYSTEM

The Qatar market for Internet of Things (IoT) is projected to reach **USD 1,823 million** by 2026, at compound annual growth rate (CAGR) of 31% from 2022 to 2026.







INTERNET OF THINGS (IoT) FOR ATHLETE PERFORMANCE DASHBOARD IN SPORTS

The Internet of Things (IoT) is a system of connected devices that speak to and interact with each other and other networks to improve the way our lives and businesses operate

OPPORTUNITY DEFINITION | INTERNET OF THINGS (IoT) | ATHLETE PERFORMANCE DASHBOARD

This project aims to deploy a dashboard which tracks, monitors, and analyzes performance data of athletes across all age groups. It notifies athletes, coaches, medical staff, managers, and parents about possible injuries based on training load and live athlete data.

TARGET MARKET

Target Market

The **number of male athletes** registered at sports federations is 20,000, while the number of female players is 2,000. (MDPS, 2016)

Target Users

- Athletes
- Sports Organizations, Coaches
- Healthcare Providers

ADJACENT OPPORTUNITIES

- Technology Enhanced Training
- Active Living Index

STAKEHOLDERS

- Qatar Olympic Committee (QOC)
- Ministry of Culture & Sports (MCS)
- Aspire Zone Foundation (AZF)
- Aspetar
- National Federations
- Sports Clubs

KEY PROBLEM STATEMENT | NEED

The majority of Sports coaches fail to realize the full potential of their athletes because of the absence of a visualization tool that presents performance and injury threats. This solution uses advanced technologies like data mining to provide coaches with performance patterns that illustrate the athlete's response to specific trainings and assist on load optimization.



OWNER AND SECTOR

Owner Qatar Olympic Committee (QOC)

Sector Sports & Healthcare





PROCUREMENT CYCLE

Identification Stage

The opportunity will be tendered in 2022



TIMESPAN



Total duration of 3 – 4 years including implementation, testing and operations.

BUDGET ACROSS INTERNET OF THINGS (IoT) ECOSYSTEM

The Qatar market for Internet of Things (IoT) is projected to reach USD 1,823 million by 2026, at compound annual growth rate (CAGR) of 31% from 2022 to 2026.





INTERNET OF THINGS (IoT) FOR SMOKING CESSATION IN HEALTHCARE

The Internet of Things (IoT) is a system of connected devices that speak to and interact with each other and other networks to improve the way our lives and businesses operate

OPPORTUNITY DEFINITION | INTERNET OF THINGS (IoT) | SMOKING CESSATION

This project aims to use digital therapeutics and device aided solution that helps smokers to successfully complete their journey of quitting smoking. The app provides tools/exercises, personalized coaching, community support groups, targeted educational content and a specific module for adolescents and children.

TARGET MARKET

Target Market

More than 3,600 patient visits to the Smoking Cessation Clinic (2018).

Target Users

- Long term/ chronic patient, People with disabilities
- Aging population
- Parents & Young adults, Adolescents & children
- Women
- Workforce



ADJACENT OPPORTUNITIES

- Digital Therapeutics for Anxiety and Depression
- Digital Fitness and Nutritional Guide
- Medication Adherence
- Online Meditation

STAKEHOLDERS

- Hamad Medical Corporation (HMC)
- Ministry of Public Health (MoPH)
- Primary Health Care Corporation (PHCC)
- Sidra Medicine

KEY PROBLEM STATEMENT | NEED

Individuals addicted to smoking often struggle to the right tools and community support to aid them with their smoking cessation journey.



TIMESPAN



in 2021.

Total duration of 2 - 3 years including implementation, testing, operations and monitorina.

PROCUREMENT CYCLE

The opportunity has been tendered

Tender Evaluation Stage

THINGS (IoT) ECOSYSTEM

The Qatar market for Internet of Things (IoT) is projected to reach USD **1,823 million** by 2026, at compound annual growth rate (CAGR) of 31% from 2022 to 2026.

BUDGET ACROSS INTERNET OF



OWNER AND SECTOR

Owner Hamad Medical Corporation (HMC) -Tobacco Control Center

Sector Healthcare







INTERNET OF THINGS (IoT) FOR DIGITAL ACTIVITY COMMUNITY IN SPORTS

The Internet of Things (IoT) is a system of connected devices that speak to and interact with each other and other networks to improve the way our lives and businesses operate

OPPORTUNITY DEFINITION | INTERNET OF THINGS (IoT) | DIGITAL ACTIVITY COMMUNITY

Provides a digital community for active individuals to grow their fitness level and benefit from increased motivation and inclusion across the sports and fitness community.

> **KEY PROBLEM STATEMENT | NEED** People within Qatar fail to use digital channels

> efficiently for exercising and being active. This

is mainly because of the poor user targeting for

existing digital activity platforms, the ineffective

processes put in-place to personalize trainings/workouts, and the absence of a

nationwide digital community platform

TARGET MARKET

Target Market

In 2019, the number of economically active males is >1.8 million and around 284 thousand active females in Qatar.

Taraet Users

- Citizens, Residents
- Elderlies
- Friends & Familiars
- People with Special Needs

ADJACENT OPPORTUNITIES

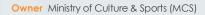
- Digital Activity Coach
- Active Lifestyle Dashboard
- Digital Fitness Coach

STAKEHOLDERS

- Ministry of Culture & Sports (MCS)
- Qatar Olympic Committee (QOC)
- Qatar Sports For All Federation (QSFA)
- Sports Tech Providers
- Facility Operators

promoting fitness.

OWNER AND SECTOR



Sector Sports & Healthcare





PROCUREMENT CYCLE



Identification Stage

The opportunity will be tendered in 2022.

TIMESPAN



Total duration of 3 – 4 years including implementation, testing and operations.

BUDGET ACROSS INTERNET OF THINGS (IoT) ECOSYSTEM

The Qatar market for Internet of Things (IoT) is projected to reach USD 1,823 million by 2026, at compound annual growth rate (CAGR) of 31% from 2022 to 2026.





INTERNET OF THINGS (IoT) FOR DISABILITY SUPPORT IN SMARTHOMES

The Internet of Things (IoT) is a system of connected devices that speak to and interact with each other and other networks to improve the way our lives and businesses operate

OPPORTUNITY DEFINITION | INTERNET OF THINGS (IoT) | SMART HOME FOR PERSONS WITH DISABILITIES AND THE ELDERLY

This initiative is part of the organization's ambition to enhance the lives of those with functional limitations or disabilities, including the elderly, by introducing smart home technology to automate most of the home appliances with the aim to significantly improve daily living and promote independent living.

TARGET MARKET

Target Market

In 2019, Qatar had registered 16,745 people with disabilities across special needs centers.

Target Users

> Persons with Functional Limitations (PFL), Persons with Disabilities (PwD) & The Elderly (all age groups and genders)

KEY PROBLEM STATEMENT | NEED

It is important to ensure that technologies that relate to assisted living is safe to use and is tailored to the needs of those who require targeted support.

The aim is to identify smart home requirements and subsequent solutions that are tailored to support the requirements of an individual with disability or the elderly and enable accessibility and improving quality of home living.

ADJACENT OPPORTUNITIES

Digital Content development for

STAKEHOLDERS

- Mada Center
- Nursing Homes
- Hamad Medical Corporation (HMC)

OWNER AND SECTOR

Owner Mada Center

Sector Healthcare / Smart City / Smart Citizens





PROCUREMENT CYCLE





TIMESPAN



Total duration of 12 months which includes use case identification, solution development and testing.

BUDGET ACROSS INTERNET OF THINGS (IoT) ECOSYSTEM

The Qatar market for Internet of Things (IoT) is projected to reach USD 1,823 million by 2026, at compound annual growth rate (CAGR) of 31% from 2022 to 2026.



INTERNET OF THINGS (IoT) FOR WEARABLE FITNESS TRACKING

The Internet of Things (IoT) is a system of connected devices that speak to and interact with each other and other networks to improve the way our lives and businesses operate

OPPORTUNITY DEFINITION | INTERNET OF THINGS (IoT) | FITNESS TRACKING SOLUTION FOR PWD AND THE ELDERLY

This project is related to the development of a fitness tracking solution for People with disabilities (PWDs) and the elderly communities to help them track and monitor their physical activities without the need for them to visit rehabilitation centers, and adhere to COVID precautions.

TARGET MARKET

Target Market

There are 16,474 people registered at various rehabilitation centers that could utilize this solution.

Target Users

- People with disabilities (PWDs)
- > The elderly population

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ADJACENT OPPORTUNITIES

Digital Signage

STAKEHOLDERS

- Mada
- Hospitals and Clinics
- Rehabilitation centers for People with Disabilities (PWDs)



KEY PROBLEM STATEMENT | NEED

The tracking and monitoring of fitness levels regularly can often be challenging for the Person with disabilities (PWDs) and the elderly community due to the involvement of physically visiting health and wellness facilities. The added implications of practicing precautionary measures and social distancing due to the COVID19 pandemic have significantly increased the necessity to develop solutions that allow tracking and monitoring relevant objectives and goals remotely. Adopting such solutions will ensure a better quality of life among the PWD and elderly community and the uptake of the latest ICT.

OWNER AND SECTOR

Owner Mada
Sector Healthcare



PROCUREMENT CYCLE

Request for Proposal (RFP)
The opportunity is in a RFP stage.



TIMESPAN



Total duration of 1 - 2 years including implementation and testing.

BUDGET ACROSS INTERNET OF THINGS (IoT) ECOSYSTEM

The Qatar market for Internet of Things (IoT) is projected to reach **USD 1,823 million** by 2026, at compound annual growth rate (CAGR) of 31% from 2022 to 2026.





INTERNET OF THINGS (IOT) FOR PREGNANCY & BABY CARE IN HEALTHCARE

The Internet of Things (IoT) is a system of connected devices that speak to and interact with each other and other networks to improve the way our lives and businesses operate

OPPORTUNITY DEFINITION | INTERNET OF THINGS (IoT) | PREGNANCY & BABY CARE

This opportunity is a digital health platform which allows women to track their pregnancies from conception to early childhood through personalized content, tips, notifications, tools, checklists and milestone tracking.

TARGET MARKET

Target Market

Fertility rate for Qatar is 1.8 births per woman in 2020. (The World Bank 2020)



Women



STAKEHOLDERS

- Ministry of Public Health (MoPH)
- Primary Health Care Corporation (PHCC)
- Sidra Medicine
- Hamad Medical Corporation (HMC)
- Insurance Providers



KEY PROBLEM STATEMENT | NEED

While exciting, pregnancy can be a scary time especially for first time mothers. It is easy to be overwhelmed by the things to learn and track to care for yourself and your baby during pregnancy or for your new-born baby. This solution offers mothers support for a more informed, healthier, and less stressful prenatal and post-partum journey. It provides educational information, offers a number of trackers, tools and checklists and provides access to a community of mothers and experts.

OWNER AND SECTOR

Owner Ministry of Public Health (MoPH) – National Lead for healthy women leading to healthy pregnancies

Partner Sidra Medicine

Sector Healthcare

PROCUREMENT CYCLE

Tender Evaluation Stage

The opportunity has been tendered in 2021.



TIMESPAN



Total duration of 2 - 3 years including implementation, testing, operations and monitoring.

BUDGET ACROSS INTERNET OF THINGS (IoT) ECOSYSTEM

The Qatar market for Internet of Things (IoT) is projected to reach USD 1,823 million by 2026, at compound annual growth rate (CAGR) of 31% from 2022





INTERNET OF THINGS (IoT) IN PUBLIC CONSTRUCTION, OPERATIONS & MAINTENANCE

The Internet of Things (IoT) is a system of connected devices that speak to and interact with each other and other networks to improve the way our lives and businesses operate

OPPORTUNITY DEFINITION | INTERNET OF THINGS (IoT) | IOT STRATEGY DEVELOPMENT

This initiative is part of the organization's ambition to investigate and develop an end-to-end IoT strategy that can support the business objectives. The strategy requires investigation into the potential use cases, integration and networking requirements, security considerations as well as procurement, testing and implementation of solutions based on stakeholder consensus and buy-in.

TARGET MARKET

Target Market

Ashghal Public Works Authority

Taraet Users

- Digital, IT & Network functions within the organization
- Operations & Maintenance Functions
- Projects Implementation

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AD IACENT OPPORTUNITIES

Digitization and Business Excellence function (Innovation Hub)

STAKEHOLDERS

Ashghal Public Works Authority



KEY PROBLEM STATEMENT | NEED

IoT Implementations are typically quite challenging and can increase in complexity as they scale, especially where there are several OEMs involved. There is a requirement to devise a solid IoT strategy prior to embarking on a large-scale implementation to reduce the risk of an IoT implementation across aspects of the IoT value chain. For example, standardizing devices to reduce procurement and maintenance costs.



OWNER AND SECTOR

Owner Ashghal Public Works Authority – Information Systems Department (ISD)

Sector Public Administration



PROCUREMENT CYCLE

Information GatheringOpportunity Tendering: TBD.



TIMESPAN



Total duration of 18 months including strategy development, testing (PoC) and stakeholder alignment.

BUDGET ACROSS INTERNET OF THINGS (IoT) ECOSYSTEM

The Qatar market for Internet of Things (IoT) is projected to reach **USD 1,823 million** by 2026, at compound annual growth rate (CAGR) of 31% from 2022 to 2026.





IT CONSULTING FOR MASTER DATA MANAGEMENT

IT consulting consists of advisory services that help clients assess different technology strategies, align their technology strategies with their business processes, and help them roll out new IT and digital solutions

OPPORTUNITY DEFINITION | IT CONSULTING | MASTER DATA MANAGEMENT

This initiative is part of the organization's ambition to incorporate a Master Data Management (MDM) framework and methodology to define and manage and organizations critical data, providing the organization with a single source of truth and easy access for stakeholders.

TARGET MARKET

Target Market

Ashghal Public Works Authority

Taraet Users

Digital, IT & Network functions within the organization



KEY PROBLEM STATEMENT | NEED

Data and Information is constantly being generated or acquired by organizations as they operate and deliver value to clients.

Establish a data governance practice and methodology to support the management, maintenance and governance of data to enable self service access, insights and data analytics, improved efficiency and security.



STAKEHOLDERS

Ashghal Public Works Authority



OWNER AND SECTOR

Owner Ashghal Public Works Authority – Information Systems Department (ISD)

Sector Public Administration



PROCUREMENT CYCLE

Identification Stage

The opportunity will be tendered in 2022.



TIMESPAN



Total duration of 8 months including identification, testing and implementation.

BUDGET ACROSS IT CONSULTING ECOSYSTEM

The Qatar market for IT Consulting is projected to reach USD 70 million by 2026, at compound annual growth rate (CAGR) of 7% from 2022 to 2026.



IT CONSULTING FOR DIGITALIZATION OF PUBLIC WORKS AUTHORITY

IT consulting consists of advisory services that help clients assess different technology strategies, align their technology strategies with their business processes, and help them roll out new IT and digital solutions

OPPORTUNITY DEFINITION | IT CONSULTING | DIGITAL STRATEGY AND INNOVATION LAB

This initiative is part of the organization's ambition to focus on digital optimization through the development of a digital strategy based on global best practice. The strategy is required to identify digital capability development opportunities (such as cloud migration and automation) while highlighting challenges and risks that can be mitigated.

TARGET MARKET

Target Market

Ashghal Public Works Authority

Taraet Users

- C-Suite stakeholders of Ashghal
- Digital, IT & Network functions within the organization

ADJACENT OPPORTUNITIES

- IoT Services Integration
- Cybersecurity Enhancement
- Network & Infrastructure Outsourcing
- Big Data Analytics & Automation

STAKEHOLDERS

Ashghal Public Works Authority



KEY PROBLEM STATEMENT | NEED

Innovation is continuous, and the opportunities to innovate within a large organization such as Ashghal are constant. However, without dedicated support for innovation, organizations can struggle with maintaining a steady focus and drive.

Digital transformation unlocks benefits such as efficiency gains, increased agility, and cost optimizations. Supported by an inhouse Innovation lab developing initiatives related to operating model redesign, outsourcing of network and IT assets, and through the adoption of automation and cloud migrations.



OWNER AND SECTOR

Owner Ashahal Public Works Authority -Information Systems Department (ISD)

Sector Public Administration



PROCUREMENT CYCLE

Identification Stage

The opportunity will be tendered during 2022.



TIMESPAN



Total duration of 2 years which includes strategy development and implementation.

BUDGET ACROSS IT CONSULTING ECOSYSTEM

The Qatar market for IT Consulting is projected to reach **USD 70 million** by 2026, at compound annual growth rate (CAGR) of 7% from 2022 to 2026.





IT CONSULTING IN IT APPLICATIONS OUTSOURCING

IT consulting consists of advisory services that help clients assess different technology strategies, align their technology strategies with their business processes, and help them roll out new IT and digital solutions

OPPORTUNITY DEFINITION | IT CONSULTING | IT APPLICATIONS OUTSOURCING

This initiative is part of the organization's requirement tender an RfP related to the outsourcing of application services such as new applications development, offshore programming, legacy systems application maintenance and the management of packaged applications.

TARGET MARKET

Target Market

Ashghal Public Works Authority

Taraet Users

Digital, IT & Network functions within the organization



STAKEHOLDERS

Ashghal Public Works Authority



KEY PROBLEM STATEMENT | NEED

Managing and maintaining applications in house is typically costly and detracts business from their core activities and business requirements. Additionally, complexities involved with maintaining legacy systems becomes increasingly difficult. There is a strong need to tap into Application Outsourcing to free up valuable resources that can be directed towards extracting value from these applications and in performing other business processes.



OWNER AND SECTOR

Owner Ashghal Public Works Authority – Information Systems Department (ISD)

Sector Public Administration



PROCUREMENT CYCLE

Identification Stage

The opportunity will be tendered in 2022.



TIMESPAN



Total duration of 5 years which includes identification, roadmap development, procurement process and implementation.

BUDGET ACROSS IT CONSULTING ECOSYSTEM

The Qatar market for IT Consulting is projected to reach USD 70 million by 2026, at compound annual growth rate (CAGR) of 7% from 2022 to



IT CONSULTING IN IT INFRASTRUCTURE OPERATIONS OUTSOURCING

IT consulting consists of advisory services that help clients assess different technology strategies, align their technology strategies with their business processes, and help them roll out new IT and digital solutions

OPPORTUNITY DEFINITION | IT CONSULTING | IT INFRASTRUCTURE OPERATIONS OUTSOURCING

This initiative is part of the organization's ambition to outsource elements of their IT Infrastructure operations to a 3rd party service provider, however the operations are to be managed on Ashghal's premises and not from a remote delivery center. The directive is for the service provider to support Ashghal in their IT Infrastructure transformation, and to enable the organization's existing IT teams in parallel.

TARGET MARKET

Target Market

Ashghal Public Works Authority

Taraet Users

Digital, IT & Network functions within the organization

KEY PROBLEM STATEMENT | NEED

Managing and maintaining applications in house is typically costly and detracts business from their core activities and business requirements. Additionally, complexities involved with maintaining legacy systems becomes increasingly difficult. Ashahal requires a service provider that can enable their infrastructure transformation to support business objectives, as well as a service provider capable of empowering Ashghal throughout the implementation and change management process.



STAKEHOLDERS

Ashghal Public Works Authority



OWNER AND SECTOR

Owner Ashahal Public Works Authority -Information Systems Department (ISD)

Sector Public Administration



PROCUREMENT CYCLE

Identification Stage

The opportunity will be tendered during 2022.



TIMESPAN



Total duration of 5 years for the outsourced services contract.

BUDGET ACROSS IT CONSULTING ECOSYSTEM

The Qatar market for IT Consulting is projected to reach **USD 70 million** by 2026, at compound annual growth rate (CAGR) of 7% from 2022 to 2026.





IT CONSULTING IN DEVOPS

IT consulting consists of advisory services that help clients assess different technology strategies, align their technology strategies with their business processes, and help them roll out new IT and digital solutions

OPPORTUNITY DEFINITION | IT CONSULTING | DEVOPS FRAMEWORK IMPLEMENTATION

This initiative is part of the organization's ambition to improve the interaction between IT & Network development and operations teams to maximize the speed of its delivery of a product or service, from initial idea to production release to customer feedback to enhancements based on that feedback.

TARGET MARKET

Target Market

Ashghal Public Works Authority

Taraet Users

Digital, IT & Network functions within the organization



STAKEHOLDERS

Ashghal Public Works Authority



KEY PROBLEM STATEMENT | NEED

Lack of communication and alignment between development and operation teams typically results in delayed systems development lifecycles and product releases, with substantial claw back and iterative work to iron out feedback obtained during operations.

Integration of DevOps practices, principles and design frameworks to increase the organization's ability to deliver applications and services with higher quality outputs and within a shortened time



OWNER AND SECTOR

Owner Ashghal Public Works Authority – Information Systems Department (ISD)

Sector Public Administration



PROCUREMENT CYCLE

Identification Stage

The opportunity will be tendered in 2022.



TIMESPAN



Total duration of 12 months including identification, testing and implementation.

BUDGET ACROSS IT CONSULTING ECOSYSTEM

The Qatar market for IT Consulting is projected to reach USD 70 million by 2026, at compound annual growth rate (CAGR) of 7% from 2022 to 2026.



IT CONSULTING FOR MANAGED SERVICES

IT consulting consists of advisory services that help clients assess different technology strategies, align their technology strategies with their business processes, and help them roll out new IT and digital solutions

OPPORTUNITY DEFINITION | IT CONSULTING | MANAGED SERVICES

This project aims to onboard Managed Service Provider (MSP) that could support Qatar Foundation IT Department in managing IT services, network operations and related services such as Service Desk, Deskside Workplace Services, NOC, Platform, Infrastructure & Network Services, Service Control, Asset and Configuration Management to Qatar Foundation over a contract period of 5 years.

TARGET MARKET

Target Market

Qatar Foundation (QF) and its subsidiaries.

Taraet Users

Qatar Foundation (QF) – IT Department

KEY PROBLEM STATEMENT | NEED

Organizations are increasingly required to optimize their non-core business operations to ensure dedication and focus to their core business activities. as such, organizations are looking to outsource many elements of their backend systems to 3rd party providers.

A Managed Service Provider (MSP) streamlines operations, improves system availability and in return will optimize resources for the organization.



Owner Qatar Foundation (QF) - IT Department Sector Education, Science and Community

Development



PROCUREMENT CYCLE

Identification Stage

The opportunity will be tendered in 2023



TIMESPAN

ECOSYSTEM



Total duration of 5 years including implementation, testing and operations.

BUDGET ACROSS IT CONSULTING

growth rate (CAGR) of 7% from 2022 to 2026.

The Qatar market for IT Consulting is projected to

reach **USD 70 million** by 2026, at compound annual

OWNER AND SECTOR





STAKEHOLDERS

Qatar Foundation (QF) and its subsidiaries



IT CONSULTING FOR INFORMATION SECURITY ASSURANCE POLICY

Advisory services that help clients assess different technology strategies, align strategy with business processes and help roll out new IT solutions

OPPORTUNITY DEFINITION | IT CONSULTING | PROCEDURE AND POLICY CONSULTANCY

This initiative is part of the organization's ambition to implement of process-based information assurance policy, as mandated by the Qatar Ministry of Interior (MoI).

TARGET MARKET

Target Market

QRail is responsible of managing and operating rail transport in Qatar. In December 2021, the usage of Doha Metro exceeded 2.5 million passengers.

Target Users

QRail IT Department

STAKEHOLDERS

- QRail
- National Information Assurance (NIA) Implementation Vendor
- Ministry of Interior (Mol)

KEY PROBLEM STATEMENT | NEED

The Information Assurance policy focuses on the assessment and management of risk related to the use, processing storage and transmission of information and the systems and processes used.

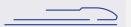
Its implementation will allow QRail the protection of the availability, authenticity and confidentiality of user data.



OWNER AND SECTOR

Owner QRail

Sector Transportation



PROCUREMENT CYCLE

Identification Stage

The opportunity is yet to be identified.



TIMESPAN



Total duration of 6 months including implementation and

BUDGET ACROSS IT CONSULTING ECOSYSTEM

The Qatar market for IT Consulting is projected to reach USD 70 million by 2026, at compound annual growth rate (CAGR) of 7% from 2022 to 2026.



ROBOTICS FOR LOADING / UNLOADING AUTOMATED CONTAINER IN LOGISTICS

An interdisciplinary branch of engineering and science that includes mechanical engineering, electronic engineering, information engineering, computer science, and others

OPPORTUNITY DEFINITION | ROBOTICS | LOADING / UNLOADING AUTOMATED CONTAINER SOLUTION

This project aims to automate/semi-automate loading / unloading of containers from trailers to improve efficiency, improve safety, and require goods movement.

TARGET MARKET

Target Market

Gulf Warehousing Company (GWC) operates approximately 830,000 sqm of warehouses and distribution centers.

Taraet Users

Warehouse operators

- Connected Warehouse Automated Picking Systems

STAKEHOLDERS

Gulf Warehousing Company (GWC)



KEY PROBLEM STATEMENT | NEED

The main safety issue during any loading and unloading operations are personal injuries and accidents. The other concern during the operations is an extensive bottlenecks that arise due to full dependence on manual labor. Migrating to automated picking gives productivity gains to manual operations.. Manual picking is being increasingly complemented and supplemented by goods-toperson (G2P) picking solutions, thereby cutting down on a lot of labor time and costs.



OWNER AND SECTOR

Owner Gulf Warehousing Company (GWC)

Sector Logistics



PROCUREMENT CYCLE

Identification Stage

The opportunities will be tendered in 2022.



TIMESPAN



Total duration of 4 – 12 months in phases including implementation and testina.

BUDGET ACROSS ROBOTICS ECOSYSTEM

The Middle East & Africa market for Robotics is projected to reach USD 350 million by 2026, at a compound annual growth rate (CAGR) at 11% from 2022 to 2026.





ROBOTICS FOR AUTOMATED PICKING SYSTEMS IN LOGISTICS

An interdisciplinary branch of engineering and science that includes mechanical engineering, electronic engineering, information engineering, computer science, and others

OPPORTUNITY DEFINITION | ROBOTICS | AUTOMATED PICKING SYSTEMS

This project aims to develop automated picking solution to enhance warehouse operations by reducing manual labor, increasing efficiency and minimizing errors and reworks. The deployment of such a solution will also consider integration among other technologies systems in the warehousing facilities.

TARGET MARKET

Target Market

Gulf Warehousing Company (GWC) operates approximately 830,000 sam of warehouses and distribution centers.

Taraet Users

Warehouse operators

KEY PROBLEM STATEMENT | NEED

The awareness of industries to increase the efficiency of the warehouse and reduce the capital spent on labor is resulting in the increased adoption of warehouse automation. Automated picking systems provides various benefits to warehouse managers, such as the reduction in labor and energy costs, while also making better use of space and minimizing product damage.



PROCUREMENT CYCLE

Identification Stage

The opportunities will be tendered in 2022.

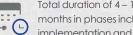


Total duration of 4 – 12 months in phases including

OWNER AND SECTOR

Owner Gulf Warehousing Company (GWC) **Sector** Logistics





BUDGET ACROSS ROBOTICS ECOSYSTEM

The Middle East & Africa market for Robotics is projected to reach **USD 350 million** by 2026, at a compound annual growth rate (CAGR) at 11% from 2022 to 2026.



Gulf Warehousing Company (GWC)





SYSTEM INTEGRATION FOR DYNAMIC API MANAGEMENT SUITE

System Integration is the process of integrating all the physical and virtual components of an entity's system to act as a single system. The physical components consist of various machine systems, computer hardware, inventory, etc. The virtual components consist of data stored in databases, software and applications

OPPORTUNITY DEFINITION | SYSTEM INTEGRATION | DYNAMIC API MANAGEMENT SUITE

This initiative is part of the organization's ambition to transform internal and external integration needs through the implementation of an Integration Platform as a Service (iPaaS), leveraging the management suite to launch platform services needed to digitize the Engagement Layer, and transition existing integrations touch-points to new API management suite, leveraging the latest standards and international best practice.

TARGET MARKET

Target Market

Qatar Financial Centre Authority

Taraet Users

- Internal IT network of QFCA
- > External third-party relations of QFCA

- Cloud Migration

STAKEHOLDERS

- Third-party Integration entities



KEY PROBLEM STATEMENT | NEED

Integration of various software solutions and applications within an organizations network, as well as with external entities and 3rd parties determines an organization's ability to access and share data and information.

API management suite to increase business agility, reduce total cost of ownership and improve an organization's ability to scale.



OWNER AND SECTOR

Sector Financial Services

Owner Qatar Financial Centre Authority (QFCA)



PROCUREMENT CYCLE

Identification Stage

The opportunities will be tendered in 2022.



TIMESPAN



Total duration of 12 – 14 months including identification, testing and implementation.

BUDGET

The budget for the project is estimated to be in the range of USD 405,000 - USD 540,000.





- Qatar Financial Center Authority (QFCA)
- (technology partner, clients etc.)







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