وادي تسمو الرقمي
TASMU DIGITAL VALLEY

QATAR DIGITAL INVESTMENT OPPORTUNITIES

4th Edition - December 2023

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Ministry of Communications and Information Technology
دولـــة قطـــر • State of Qatar

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 4th version of the investment catalogue, we have aggregated 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-making. 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.

H.E. Mrs. Reem Mohammed Al-Mansoori
Assistant Undersecretary for Digital Industry Affairs, Ministry of Communications and Information Technology

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INVESTMENT OPPORTUNITY INFOGRAPHICS

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 5th highest GPD per capital income (PPP) country in the world as per the World Bank.

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 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.
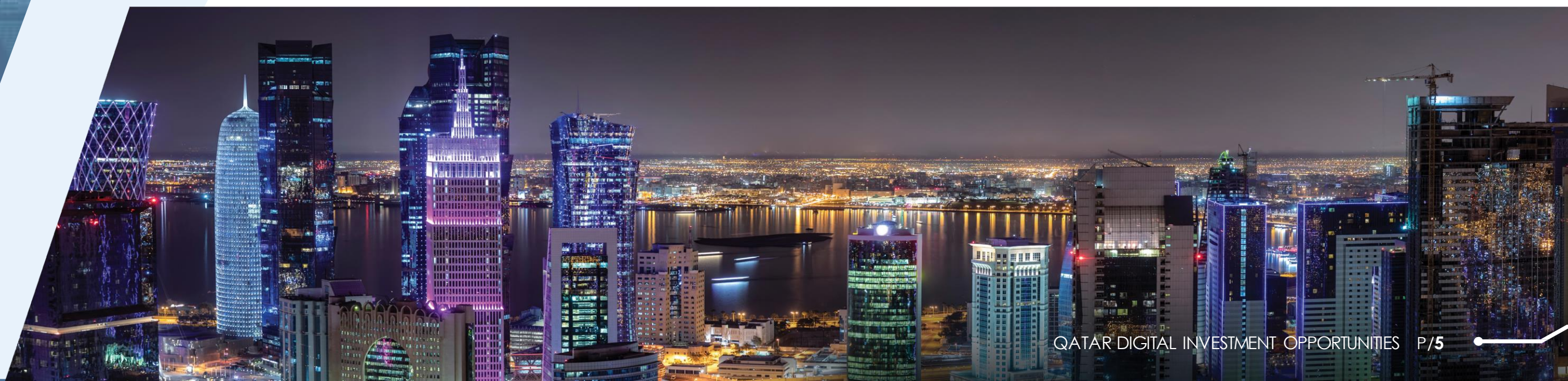
QATAR'S STRATEGIC INVESTMENTS

Qatar now possesses a literacy rate of 99%, and has an expenditure on education reaching as high as 8.94% of total annual government spending. Qatar Foundation (QF) has played a significant role in helping develop the education sector by establishing Education City, which houses the branch campuses of a number of international colleges and universities. QF has also invested in developing more cutting-edge research and development (R&D) facilities that are designed to support the country's economic transition.

Significant investments have been implemented towards the development of roads and the metro system, and upgrades to world-leading Hamad International Airport and Hamad Port. Pioneering the global telecommunications landscape, Qatar stands among the first markets to implement and deploy 5G technology.

The World Cup represented a pivotal moment for Qatar, catalyzing a shift from traditional ICT Growth to a more expansive, digitally-oriented economy. Qatar strategically invested in the infrastructure, paving the way for a technology-first FIFA World Cup 2022.
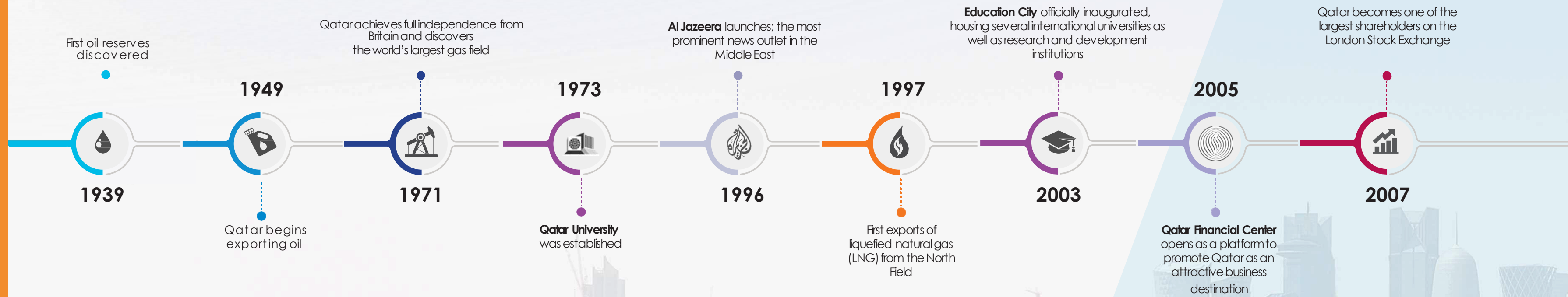
With a focus on emerging technologies, the nation aims to become a global digital hub by aligning strategies with the 2030 Vision goals. This involves attracting international investment and driving advancements in the ICT sector, solidifying Qatar's position as a leader in the digital landscape.

SOLID FOUNDATIONS, DARING INNOVATIONS *ECONOMY AND BUSINESS TIMELINE*

First oil reserves discovered

1939

Qatar begins exporting oil

1949

Qatar achieves full independence from Britain and discovers the world's largest gas field

1971

Qatar University was established

1973

Al Jazeera launches; the most prominent news outlet in the Middle East

1996

First exports of liquefied natural gas (LNG) from the North Field

1997

Education City officially inaugurated, housing several international universities as well as research and development institutions

2003

Qatar Financial Center opens as a platform to promote Qatar as an attractive business destination

2005

Qatar becomes one of the largest shareholders on the London Stock Exchange

2007

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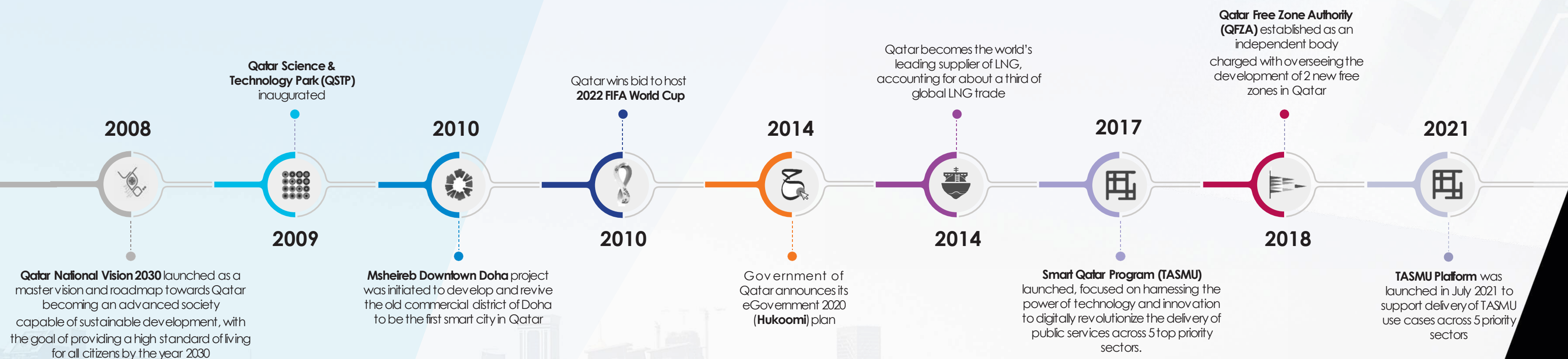
2. SOCIAL DEVELOPMENT
Development of a just and caring society based on high moral standards, and capable of playing a significant role in the global partnership for development.

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.

2008

2009

Qatar National Vision 2030 launched as a master vision and roadmap towards Qatar becoming an advanced society capable of sustainable development, with the goal of providing a high standard of living for all citizens by the year 2030

Qatar Science & Technology Park (QSTP) inaugurated

2010

2010

Msheireb Downtown Doha project was initiated to develop and revive the old commercial district of Doha to be the first smart city in Qatar

Qatar wins bid to host **2022 FIFA World Cup**

2014

2014

Government of Qatar announces its eGovernment 2020 (**Hukoomi**) plan

Qatar becomes the world's leading supplier of LNG, accounting for about a third of global LNG trade

2017

2017

Smart Qatar Program (TASMU) launched, focused on harnessing the power of technology and innovation to digitally revolutionize the delivery of public services across 5 top priority sectors.

2018

Qatar Free Zone Authority (QFZA) established as an independent body charged with overseeing the development of 2 new free zones in Qatar

2021

TASMU Platform was launched in July 2021 to support delivery of TASMU use cases across 5 priority sectors

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 in Qatar, which include Lusail City, Doha Metro, Msheireb and Hamad Port in addition to the many other infrastructure projects dedicated to the success of the 2022 FIFA World Cup. These projects utilized the latest digital solutions and collectively constitute a powerful statement of intent from Qatar on digital. Leveraging emerging technologies to enable the advancement of the nation is an essential theme for the government. Several major initiatives have recently been launched, creating an even more significant market for companies wishing to invest in Qatar.

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SMART CITY TRANSFORMATION

Hukoomi and TASMU are two initiatives at the digital core of the Qatar National Vision 2030

HUKOOMI
Qatar e-Government

TASMU
تسمو

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   **Logistics**

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.

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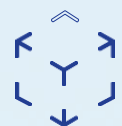TASMU DIGITAL VALLEY

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.**

INVESTMENT OPPORTUNITIES' MARKET SIZE*

Million (USD)

$3,409 Mn
2023

$5,702 Mn
2026
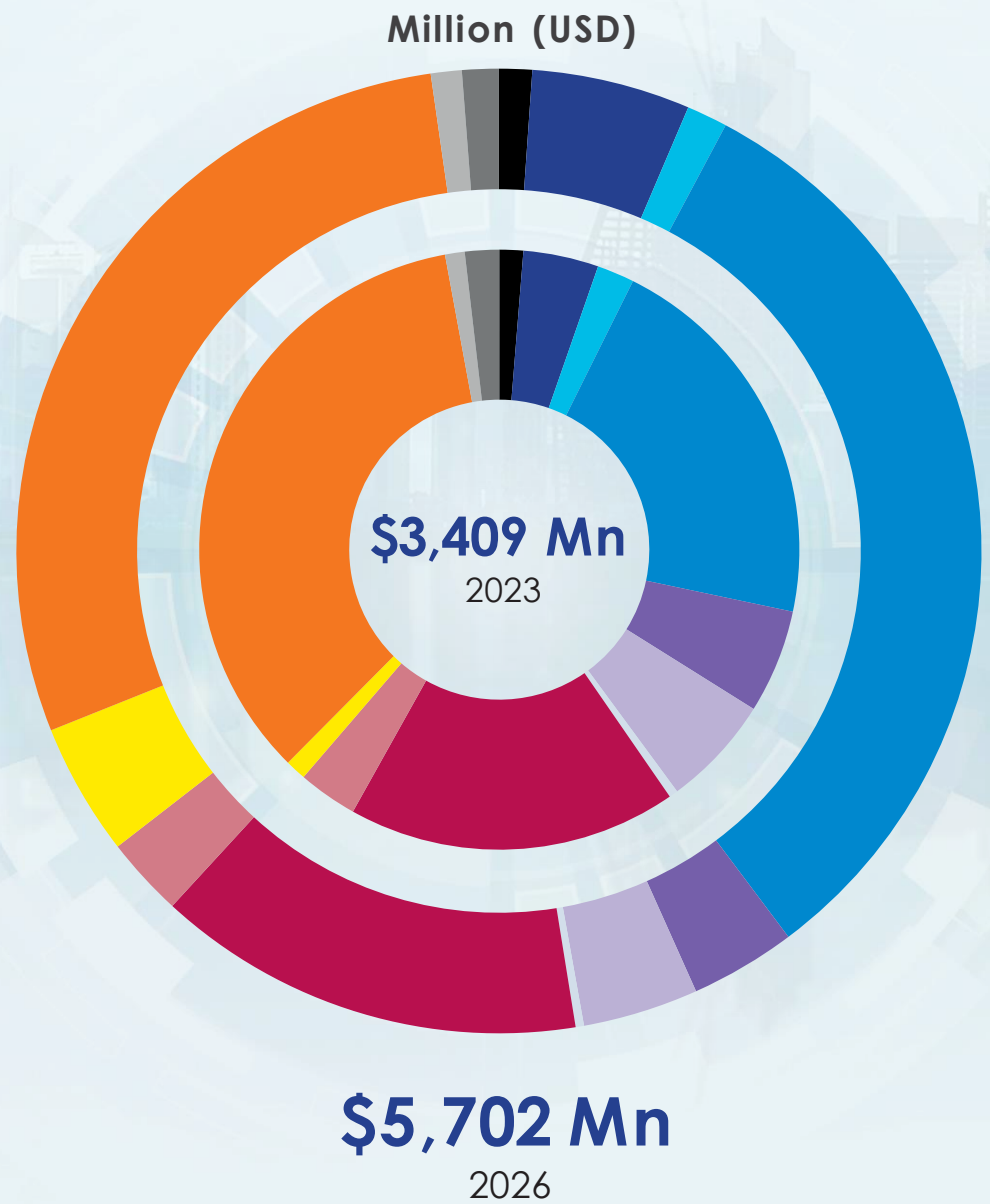
OPPORTUNITY	2023 (Mn, USD)	2026 (Mn, USD)	CAGR
Internet of Things (IoT)	768	1,823	33%
Cyber Security	1,173	1,642	12%
Systems Integration	187	221	6%
Hardware / Software Deploy & Support	173	202	5%
Cloud Computing	146	303	27%
Big Data Analytics	580	820	12%
Enterprise Resource Planning (ERP)	64	78	7%
Augmented & Virtual Reality (AR/VR)	42	63	14%
Drones	108	152	13%
IT Consulting	59	70	6%
Blockchain	56	253	65%
Custom Application Design & Development	14	16	4%
Artificial Intelligence (AI)	38	59	16%

Market Size in ($ Million); Source BuddeComm; Deloitte Analysis | Payment Gateways & Digital Content market size excluded because of data unavailability

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 99% internet penetration rate in Qatar, indicates 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.
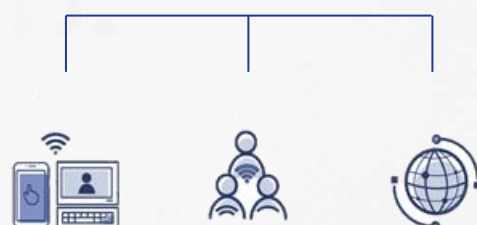
PAYMENT GATEWAYS

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, but it is also being driven by increased spending on IT services and emerging tech among local businesses.

SYSTEM INTEGRATION

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.

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 2023 to 2026.

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 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 65% 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 Qatar 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 three 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 16% 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 INCORPORATION PROCESS

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 INCORPORATION PROCESS THROUGH CHATGPT DEPLOYMENT

This initiative is part of the organization's ambition to streamline the incorporation process to their end customers and enable faster, more efficient and accurate decision-making. Implementing an AI-powered chatbot using ChatGPT technology, will enhance business process efficiency, streamline user interactions, and improve document validation. The chatbot will be integrated with the existing process as it allows for permitted activities structure with auto-approval logic

TARGET MARKET

Target Market
Functional units within Qatar Financial Authority (QFCA)

Target Users
➢ Employees of Qatar Financial Authority (QFCA)
➢ Financial and non-financial Institutions

ADJACENT OPPORTUNITIES
➢ Legal/contract services using Chatgpt

STAKEHOLDERS
➢ Qatar Financial Authority (QFCA)
➢ Third-party Integration entities (technology partner, clients etc.)
➢ Financial and non-financial Institutions

KEY PROBLEM STATEMENT | NEED

The incorporation process is a crucial step for any business, as it involves registering the company and obtaining legal recognition. However, this process can often be complex and time-consuming, which can lead to frustration and delays for customers.

By automating AI processes, customers will have a smooth experience when registering their companies and QFCA will be able to optimize its decision-making process.

OWNER AND SECTOR

Owner Qatar Financial Center Authority (QFCA)

Sector Financial Services

PROCUREMENT CYCLE

Identification Stage
The opportunity will be tendered in 2024.

TIMESPAN

Total duration of 6 – 8 months.

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 16% from 2023 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
➢ AI and ML in RPA (e.g. automatic document classification)
➢ Big 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.
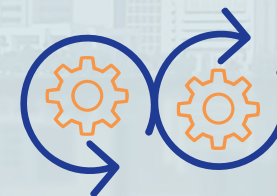
OWNER AND SECTOR

Owner Qatar Financial Centre Authority (QFCA)

Sector Financial Services

PROCUREMENT CYCLE

Identification Stage
The opportunity will be tendered in 2024.

TIMESPAN

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**.

BLOCKCHAIN FOR DIGITAL ASSET MANAGEMENT

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 | DIGITAL ASSET MANAGEMENT

This initiative is part of the organization's ambition to create a robust digital assets management framework utilizing blockchain technology. The framework will provide secure, transparent, and efficient management of various digital assets, including cryptocurrencies, digital documents, intellectual property, and more

TARGET MARKET

Target Market
Qatar Financial Centre Authority (QFCA)

Target Users
- QFCA
- QFCA stakeholders
- QFCA clients

ADJACENT OPPORTUNITIES
- Open Data and Transparency Policies
- Cybersecurity and Data Protection Policies

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

KEY PROBLEM STATEMENT | NEED

To address the risks and harness the potential benefits of digital assets and their underlying technology.

The absence of a Digital Assets Management Framework can affect data security, undermine compliance with regulations, and impair operations and hinder innovation.

OWNER AND SECTOR

Owner Qatar Financial Centre Authority (QFCA)

Sector Financial Services

PROCUREMENT CYCLE

Identification Stage
The opportunity will be tendered in 2024.

TIMESPAN

Total duration of 4 – 6 months.

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 65% from 2023 to 2026.

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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 pricing

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.

Target Users
➢ Business to Business (B2B)
➢ Business to Consumer (B2C)
➢ Business to Employee (B2E)

ADJACENT OPPORTUNITIES
➢ ERP and CRM System Upgrade

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 Centre Authority (QFCA)

Sector Financial Services

PROCUREMENT CYCLE

Identification Stage
The opportunity will be tendered in 2024.

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.**

CLOUD COMPUTING FOR A CENTRALIZED PLATFORM

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

OPPORTUNITY DEFINITION | CLOUD COMPUTING | CENTRALIZED PLATFORM

This initiative is part of the organization's ambition to create a centralized platform by leveraging cloud computing services for all QFCA clients where they will have access to a single platform to facilitate interactions and information sharing among clients. The portal will include features such as a community center, service listings, tender uploads, job postings/recruitment, events, and news updates.

TARGET MARKET

Target Market
Qatar Financial Centre Authority (QFCA)

Target Users
➤ QFCA stakeholders
➤ QFCA clients

ADJACENT OPPORTUNITIES
➤ Market Research and Surveys
➤ Hackathons

STAKEHOLDERS
➤ Qatar Financial Centre Authority (QFCA)
➤ Clients of Qatar Financial Centre Authority (QFCA)

KEY PROBLEM STATEMENT | NEED

Without a centralized platform, clients may have to navigate through multiple channels to access different services, which can be time-consuming.

By leveraging cloud computing services, QFCA can build and deploy a centralized platform on the cloud allowing it to streamline its operations, improve efficiency, and enhance communication with clients, ultimately leading to better client experiences.

OWNER AND SECTOR

Owner Qatar Financial Centre Authority (QFCA)

Sector Financial Services

PROCUREMENT CYCLE

Identification Stage
The opportunity will be tendered in 2024.

TIMESPAN

Total duration of 6 – 8 months.

BUDGET ACROSS CLOUD COMPUTING ECOSYSTEM

The Qatar market for Cloud Computing is projected to reach **USD 303 million** by 2026, at a compound annual growth rate (CAGR) of 27% from 2023 to 2026

وادي تسمو الرقمي
TASMU DIGITAL VALLEY

CUSTOM APPLICATION DESIGN & DEVELOPMENT FOR CLIENT & STAFF MOBILE APP MODERNIZATION

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 & DEVELOPMENT | MOBILE APPLICATION MODERNIZATION

This initiative is part of the organization's ambition to modernize its mobile application using cloud computing technology to better serve the needs of its clients and employees. The use of cloud computing will help QFCA to improve its data management and reduce costs associated with hardware, maintenance and upgrades, achieving efficiency and enhancing overall user experience.

TARGET MARKET

Target Market
Functional units within Qatar Financial Authority (QFCA) and its clients

Target Users
➤ QFCA
➤ QFCA stakeholders
➤ QFCA clients

ADJACENT OPPORTUNITIES
➤ Hardware and Software Deploy and Support
➤ Data Analytics

STAKEHOLDERS
➤ Qatar Financial Centre Authority (QFCA)
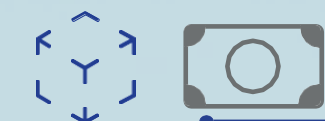➤ Qatar Financial Centre Regulatory Authority (QFCRA)

KEY PROBLEM STATEMENT | NEED

Evolving business requirements, outdated technology and the need to improve user experience necessitates the modernization of current mobile application to accommodate the changes.

Modernizing mobile application with the use of cloud computing can help QFCA address application related issues by improving scalability, security, speed and performance, resulting in a better user experience for its clients and employees.

OWNER AND SECTOR

Owner Qatar Financial Center Authority (QFCA)

Sector Financial Services

PROCUREMENT CYCLE

Identification Stage
The opportunity will be tendered in 2024.

TIMESPAN

Total duration of 6 – 8 months.

BUDGET ACROSS CUSTOM APPLICATION DESIGN AND 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 2023 to 2026.

CUSTOM APPLICATION DESIGN AND DEVELOPMENT FOR SOFTPHONE

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 DEVLOPMENT | SOFTPHONE

This project aims to Evaluate the organization's current communication needs and implement an enterprise-grade softphone solution, enabling seamless, internet-based business phone calls from any location. This project includes software setup, user training, and ongoing support to ensure reliable and efficient communication for the entire workforce.

TARGET MARKET

Target Market
Qatar Foundation (QF)

Target Users
- Qatar Foundation (QF) – IT Department
- Qatar Foundation (QF) employees

ADJACENT OPPORTUNITIES
- Voice over Internet Protocol (VoIP)
- 5G

STAKEHOLDERS
- Qatar Foundation (QF) – IT Department
- Qatar Foundation (QF) and its subsidiaries

KEY PROBLEM STATEMENT | NEED

The rise of remote work has led to the increasing need for softphone and the need for flexible communication solutions that can be used by employees regardless of their location.

Softphones can offer Qatar Foundation with a scalable and cost-effective communication tool providing greater mobility and flexibility for employees as well as improving communication efficiency and productivity.

OWNER AND SECTOR

Owner Qatar Foundation (QF) – IT Department

Sector Education, Science and Community Development

PROCUREMENT CYCLE

Identification Stage
The opportunity will be tendered in Q2 2024.

TIMESPAN

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

BUDGET ACROSS CUSTOM APPLICATION DESIGN AND 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 2023 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.

Target Users
➢ Qatar Financial Centre Authority Network & IT Teams
➢ Employees of QFCA

ADJACENT OPPORTUNITIES
➢ Cloud Migration

STAKEHOLDERS
➢ Qatar Financial Centre 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.
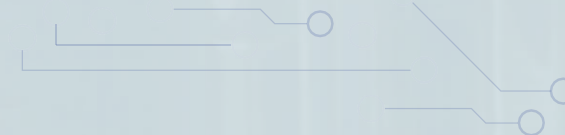
OWNER AND SECTOR

Owner Qatar Financial Centre Authority (QFCA)

Sector Financial Services

PROCUREMENT CYCLE

Identification Stage
The opportunity will be tendered in 2024.

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.**

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 data-driven decision-making, and higher cloud adoption.

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

ADJACENT OPPORTUNITIES
- Financial Management System

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 Centre Authority (QFCA)

Sector Financial Services

PROCUREMENT CYCLE

Identification Stage
The opportunity will be tendered in 2024.

TIMESPAN

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

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
➤ ERP System Upgrade

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
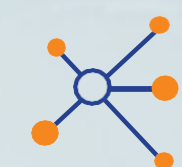
Sector Environment

PROCUREMENT CYCLE

Identification Stage
The opportunity will be tendered in 2024.

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 2023 to 2026.

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

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.

TARGET MARKET

Target Market
Organizations who require a **digital environment to facilitate customer interactions**

Target Users
➢ QFCA stakeholders and customers of QFCA

ADJACENT OPPORTUNITIES
➢ Cloud Migration

STAKEHOLDERS
➢ Qatar Financial Centre Authority (QFCA)
➢ Clients of Qatar Financial Centre Authority (QFCA)

KEY PROBLEM STATEMENT | NEED

There is an increased demand for digital collaboration tools and platforms to facilitate virtual meetings, workshops and customer relations between organizations and their customers.

Dynamic and user-friendly Customer Collaboration Platforms to allow organizations to interact with their customers more effectively, and to convey ideas and learnings, host online events and showcase products and services.
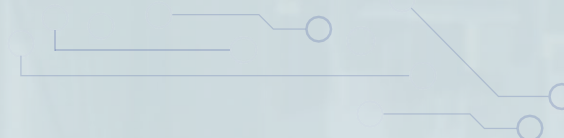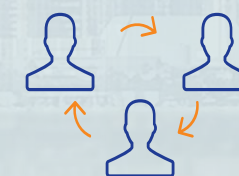
OWNER AND SECTOR

Owner Qatar Financial Centre Authority (QFCA)
Sector Financial Services

PROCUREMENT CYCLE

Identification Stage
The opportunity will be tendered in 2024.

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**.

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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. Collaboration tools 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**
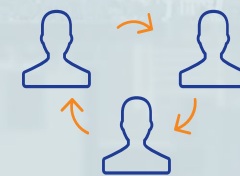
Target Users
➢ Employees of QFCA

ADJACENT OPPORTUNITIES
➢ Cloud Migration
➢ ERP Upgrades

STAKEHOLDERS
➢ Qatar Financial Centre Authority (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.

OWNER AND SECTOR

Owner Qatar Financial Centre Authority (QFCA)

Sector Financial Services

PROCUREMENT CYCLE

Identification Stage
The opportunity will be tendered in 2024.

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 to 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 QFCA 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.

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

ADJACENT OPPORTUNITIES
- Cloud Migration

STAKEHOLDERS
- Qatar Financial Centre 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 opportunity will be tendered in 2024.

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**.

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HARDWARE & SOFTWARE DEPLOY AND SUPPORT FOR E-SIGNATURE

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 | E-SIGNATURE

This project aims to deploy electronic signature solutions organization-wide to digitally transform document workflows, reduce paper-based processes, and enhance productivity. This initiative will encompass multiple departments and ensure full compliance with industry regulations and data security standards, resulting in a more efficient and secure document management system.

TARGET MARKET

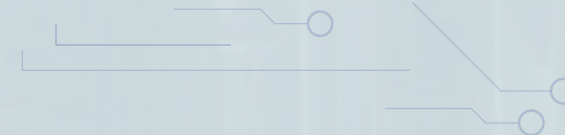**Target Market**
Qatar Foundation (QF)

Target Users
- Qatar Foundation (QF) – IT Department
- Qatar Foundation (QF) employees

ADJACENT OPPORTUNITIES
- Public Key Infrastructure (PKI)
- Biometric Signature software

STAKEHOLDERS
- Qatar Foundation (QF) – IT Department
- Qatar Foundation (QF) and its subsidiaries

KEY PROBLEM STATEMENT | NEED

Organizations are increasingly seeking cost-effective ways to digitize their processes and improve operational efficiency. By adopting E-Signature, they can streamline document signing processes, reduce the need for physical paperwork, and increase productivity. E-signatures also provide greater security and accuracy, helping to mitigate the risk of fraud and ensure compliance with regulatory requirements.

Qatar Foundation employees will benefit from the convenience and flexibility of e-signatures, leading to increased satisfaction and productivity.

OWNER AND SECTOR

Owner Qatar Foundation (QF) – IT Department

Sector Education, Science and Community Development

PROCUREMENT CYCLE

Identification Stage
The opportunity will be tendered in Q1 2025.

TIMESPAN

Total duration of 3 years 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 2023 to 2026.
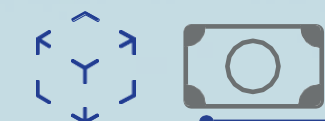
IT CONSULTING FOR TASMU DIGITAL VALLEY PLATFORM

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 | TASMU DIGITAL VALLEY PLATFORM

TASMU Digital Valley aims to realize a unified view of the digital ecosystem by collaborating with digital ecosystem stakeholders and provide visibility across the ecosystem. The project aims to design, build and deploy a unified and integrated platform of Qatar digital ecosystem. The platform will provide a holistic, independent view of the ecosystem (database, market intelligence reports) and will facilitate 24/7 support to investors in setting up their business in Qatar

### TARGET MARKET

Target Market
Digital Ecosystem

Target Users
➢ Technology Companies
➢ Digital Ecosystem Stakeholders

ADJACENT OPPORTUNITIES
➢ AI-Enabled Matchmaking platform for startups
➢ Personalized AI Chatbot Experience using Generative AI Chatbot

STAKEHOLDERS
➢ Ministry of Communications and Information Technology (MCIT)

KEY PROBLEM STATEMENT | NEED

Companies are facing a significant challenge in navigating the complexity of the digital ecosystem in Qatar. With countless platforms and data sources available, there is a critical need for a unified solutions that provides a single point of contact for local and international companies to access comprehensive and up-to-date information about the digital ecosystem.

TDV Platform will serve as a trusted and user-friendly resource enabling companies to gain a unified view of the digital ecosystem and streamline their research process.
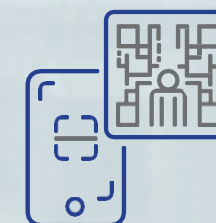
OWNER AND SECTOR

Owner Ministry of Communications and Information Technology (MCIT)

Sector Smart City

PROCUREMENT CYCLE

Identification Stage
The opportunity will be tendered in 2024.

TIMESPAN

Total duration of 36 months including implementation, testing and operation.

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 6% from 2023 to 2026.

IT CONSULTING FOR OPEN INNOVATION PLATFORM

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 | OPEN INNOVATION PLATFORM

The project aims to create a virtual crowd-sourcing platform that matches challenges of problem owners to a pool of problem solvers thereby creating collaborations that generate opportunities for co-creation, commercialization and scaling up of innovative digital solution.

TARGET MARKET

Target Market
Targeted at students, entrepreneurs, and digital startups & SMEs to be in the pool of problem solvers; both local and foreign

Target Users
➢ Trade associations, SMEs, government sector leads and MNCs and large companies

ADJACENT OPPORTUNITIES
➢ Sandbox implementation
➢ Investment and Venture Support

STAKEHOLDERS
➢ Ministry of Communications and Information Technology (MCIT)

KEY PROBLEM STATEMENT | NEED

A virtual crowd-sourcing platform will effectively connect trade associations, SMEs and MNCs with a diverse pool of problem solvers including entrepreneurs and tech companies, both locally and internationally.

Having access to this diversity of problem solvers, fosters collaborative problem-solving, accelerates innovation and reduces costs. In addition, it enables organizations to have access to new markets, stay adaptable in a rapidly changing business landscape, and build valuable ecosystems of partners and collaborators.

OWNER AND SECTOR

Owner Ministry of Communications and Information Technology (MCIT)

Sector Smart City

PROCUREMENT CYCLE

Identification Stage
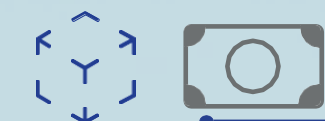The opportunity will be tendered in Q4 2023.

TIMESPAN
Total duration of 30 months including implementation, testing and operation.

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 6% from 2023 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 a Managed Service Provider (MSP) to provide comprehensive IT Managed Services, including Service Desk, Deskside Workplace Services, NOC, Platform, Infrastructure & Network Services, Service Control, and Asset and Configuration Management. The selected vendor will be responsible for managing all IT services, ensuring resource optimization, and maintaining a high standard of performance and reliability.

TARGET MARKET

Target Market
Qatar Foundation (QF)

Target Users
➢ Qatar Foundation (QF) – IT Department

ADJACENT OPPORTUNITIES
➢ Application Managed Services (AMS)
➢ Enterprise Resource Planning (ERP) Automation

STAKEHOLDERS
➢ Qatar Foundation (QF) and its subsidiaries

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 AND SECTOR

Owner Qatar Foundation (QF) – IT Department

Sector Education, Science and Community Development

PROCUREMENT CYCLE

Identification Stage
The opportunity will be tendered in 2024

TIMESPAN

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

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 6% from 2023 to 2026.

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TASMU DIGITAL VALLEY

IT CONSULTING FOR CONNECTED SMART CAMPUS

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 | CONNECTED SMART CAMPUS

This project aims to develop a connected smart campus initiative as part of the broader "Smart Campus" framework, collaborating with OEMs and Systems Integrators to enhance campus environments. This project's implications on the wider organization will be considered, emphasizing innovation and efficiency for campus and city improvement. The project will consider leveraging data from existing QF services and solutions.

TARGET MARKET

Target Market
Qatar Foundation's higher education ecosystem includes **seven leading universities** from around the world and **one homegrown university**. (MEHE, 2021)

Target Users
➢ Qatar Foundation (QF)

ADJACENT OPPORTUNITIES
➢ IoT Services Integration
➢ Cloud Data Migration
➢ Big Data Analytics

STAKEHOLDERS
➢ Qatar Foundation (QF)
➢ City Operations
➢ Continuing Professional Development (CPD) Programs

KEY PROBLEM STATEMENT | NEED

Building a foundation for internet-connected services and ensuring room for future growth provides many advantages for the Education City. Thus, Smart Campus can result in digital transformation that will transform the future of educational institutes, research centers, startups incubators, technology parks, heritage sites and cultural institutions within Education City.

OWNER AND SECTOR

Owner Qatar Foundation (QF) – IT Department

Sector Education, Science and Community Development

PROCUREMENT CYCLE

Identification Stage
Opportunity Tendering: TBD.

TIMESPAN

Total duration of 1 – 3 years including implementation, testing and operations.

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 6% from 2023 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).

ADJACENT OPPORTUNITIES

➢ Digital Content development for persons with disabilities and the elderly

STAKEHOLDERS

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

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.

OWNER AND SECTOR

Owner Mada Center

Sector Healthcare/ Smart City/ Smart Citizens

PROCUREMENT CYCLE

Identification Stage

Opportunity Tendering: TBD

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 33% from 2023 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

Target Users
- Warehouse Operators

ADJACENT OPPORTUNITIES
- Connected Warehouse
- Automated Picking Systems
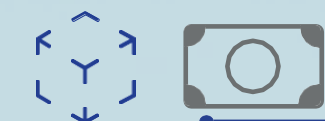
STAKEHOLDERS
- Gulf Warehousing Company (GWC)

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-to-person (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 opportunity will be tendered in 2024.

TIMESPAN

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

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 2023 to 2026.

ROBOTICS FOR AUTOMATED PICKING SYSTEMS IN LOGITSTICS

An interdisciplinary branch of engineering and science that includes mechanical engineering, electronic engineering, informationengineering, 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 sqm of** warehouses and distribution centers.

Target Users
➢ Warehouse Operators

ADJACENT OPPORTUNITIES
➢ Connected warehouse
➢ Supply Chain Control Center

STAKEHOLDERS
➢ Gulf Warehousing Company (GWC)

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.
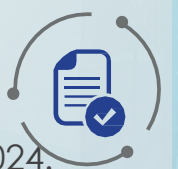
Automated picking systems provides various benefits to warehouse managers, such as the reduction in labor and energy costs, while also making better use of space and minimizing product damage.

OWNER AND SECTOR

Owner Gulf Warehousing Company (GWC)

Sector Logistics

PROCUREMENT CYCLE

Identification Stage
The opportunities will be tendered in 2024.

TIMESPAN

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

BUDGET ACROSS ROBOTICS ECOSYSTEM

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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 (QFCA)

Target Users
➢ Internal IT network of QFCA
➢ External third-party relations of QFCA

ADJACENT OPPORTUNITIES
➢ Cloud Migration
➢ ERP, CRM Upgrades

STAKEHOLDERS
➢ Qatar Financial Centre Authority (QFCA)
➢ Third-party Integration entities (technology partner, clients etc.)

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

Owner Qatar Financial Centre Authority (QFCA)

Sector Financial Services

PROCUREMENT CYCLE

Identification Stage
The opportunity will be tendered in 2024.

TIMESPAN

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

BUDGET ACROSS

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

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