

Introduction

The GCC countries are transforming as never before. Realizing the need to build local capabilities, stimulate sustainable economic growth and diversify economies away from oil and gas sectors, several GCC countries have launched a series of transformative national development strategies. Oman also released its Vision 2040 document, placing a strong emphasis on education and human development. Common to all these strategies is an emphasis on development of local capabilities, strengthening of the private sector, high-quality employment opportunities, and development of new and promising industries. Localization initiatives will play a key role in realizing these objectives, providing opportunities to leverage local assets and develop local capabilities.

This training course is designed to provide an introduction and awareness for the understanding of In-Country Value (ICV) aspects in Oman. It discusses the business benefits of developing and implementing an ICV strategy, including the types of data and analysis that may be used as inputs. This course combines theoretical training, interactive presentations, group discussions and cases studies.

Course Objectives

This training course is introducing the background of ICV worldwide, regional, and in Oman. It addresses the business benefits of developing and implementing an ICV strategy. Hence, by the end of this course participants will:

- Provide an overview of global local content.
- Provide an overview of ICV in the oil and gas sector in Oman.
- Know about recent ICV initiative in Oman.
- Understand the business benefits of developing and implementing an ICV strategy
- Understand the key steps of developing an ICV strategy.
- Articulate how to integrate ICV into contract tenders.
- Carry out the process to develop an ICV plan and evaluate ICV plans.
- Describe ICV monitoring and reporting framework.

Learning Methodology

There is no specific pre-requisite to attend this course. However, it is strongly recommended to have an overview about ICV in Oman, especially about Qimam program, before attending this course.

This course is delivered in English language and addresses knowledge level of competence.

In the face-to-face session participants will learn by active participation during the presentation using a wide variety of instructional techniques. There will be group exercises and case study to allow better understanding of the topics and instructional films will be utilized to present relevant examples. After the formal session on each day, up to one hour for One-on-One coaching sessions on the subject will be offered.

Course Duration

The total duration of the course is around 12 hours over 2 days, i.e. Six hours per day.

Size of Learning Batch

In order to maximize the benefits for each participant and to ensure engagement of all, it is recommended that the learning batch to be between 15 and 20 participants.

Room Set-Up

Training room setup is most conducive with comfortable, group setting such as round or oval table setting where each of the participants can clearly see each other and converse comfortably. Not to be mentioned, the basic setup of a training room such LCD projector, flap chart, audio system,...etc.

Who Should Attend?

This course is designed for contractors, procurement professionals, and those involved in contract management who want to understand the principles and practices of ICV and its impact on local economic growth and job creation. The course is relevant for those working in a range of industries and sectors, including construction, engineering, oil and gas, and manufacturing.

Workshop Outline

- Introduction about Local Content Worldwide
- Overview of ICV in the oil and gas sector in Oman
- Overview about ICV initiatives in Oman
- Business benefits of developing and implementing an ICV strategy
- Understand the key steps of developing an ICV strategy
- ICV in tendering process
- ICV reporting and monitoring framework
- Summary of key learning points □ Final Q&A session