

ICV (In-Country Value)

Elaborated by Alderbasti

We at Alderbasti are making an attempt in elaborating the ICV scorecard process based on our 5 years ICV experience as a certifier in Qatar.

In-Country Value (ICV) Scorecard measures the economic benefit generated within Qatar from local operations. It is calculated based on local spending, workforce development, supplier growth, and capital investments. ICV gives bidders an advantage in Energy Sector tenders by rewarding higher local contributions.

The Score

$$\text{ICV}\% = \frac{\text{Eligible Local Cost}^*}{\text{Total Cost}} + \text{Bonus}\%^{**}$$

For reference - <https://icv.qa/en-US/icv-overview/>

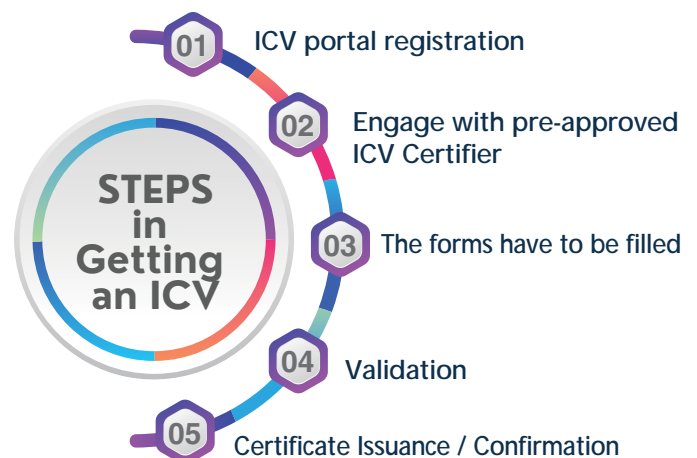
Eligible local cost *

A		Goods	Spend on local goods and manufacturers
		Services	Spend on manpower compensation and local services, including overhead expenses
B		Workforce training	Spend on training initiatives for Qatar-based employees
C		Supplier development	Spend on development activities provided to local suppliers
D		Investments in fixed assets	Depreciation and amortization of fixed local assets

Bonus **

- 1 Productivity and automation
- 2 Capability building
- 3 Qatarization
- 4 Investment growth
- 5 Exports
- 6 Research and Development(R&D)
- 7 Sustainability

Steps in getting an ICV Scorecard



ICV certification is the process of verifying a supplier's or contractor's ICV Score through independent, approved certifiers.

STEP 01

ICV portal registration

<https://icv.qa/en-US/supplier-registration/>

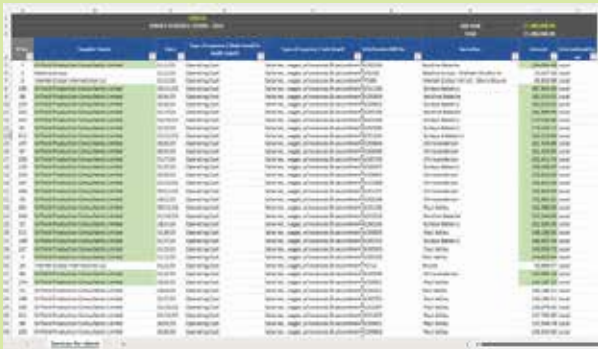
STEP 02

Engage with pre-approved ICV Certifier. List of Certifiers -

<https://icv.qa/en-US/about-icv/?tab=list>

STEP 03

Ledger Compilation - Sample Ledger



Sl. No.	Supplier Name	Contract No.	Contract Value (QAR)	ICV Score	ICV Certificate No.	ICV Certificate Validity	ICV Certificate Issued Date	ICV Certificate Renewal Date	ICV Certificate Status
1	ABC Construction Co.	123456	10000000	85	ICV/2023/001	2023-01-01 to 2025-12-31	2023-01-01	2025-12-31	Valid
2	DEF Engineering Co.	789012	5000000	70	ICV/2023/002	2023-01-01 to 2025-12-31	2023-01-01	2025-12-31	Valid
3	GHI Services Co.	345678	2000000	60	ICV/2023/003	2023-01-01 to 2025-12-31	2023-01-01	2025-12-31	Valid
4	JKL Contractors Co.	901234	3000000	55	ICV/2023/004	2023-01-01 to 2025-12-31	2023-01-01	2025-12-31	Valid
5	MNO Suppliers Co.	567890	1500000	45	ICV/2023/005	2023-01-01 to 2025-12-31	2023-01-01	2025-12-31	Valid

All ledgers must be maintained by suppliers / contractors.

STEP 04

Validation

The certifier reviews and confirms the accuracy of the ICV Scorecard by checking all the necessary supporting documents provided by the supplier or contract.

STEP 05

Certificate Issuance / Confirmation

To learn the steps, watch the video by Tawteen

https://www.youtube.com/watch?v=CfQN_qDBtPY

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FAQ's

Q What is ICV Scorecard or In-country Value objective?

It measures the economic value added from local operations and retains spending. The ICV program gives companies an advantage in Energy Sector tenders when they show higher local economic contribution.

Q ICV objectives

- Contributing to Qatar GDP
- Maximize Local Spend
- Develop Local Supply Chains
- Enhance Qatari Workforce Participation
- Support SME Growth

Q How long does it take to complete an ICV scorecard certification?

From our experience, the ICV certification process usually takes a minimum of 2 weeks and an average of 4 weeks, depending on the completeness of the submitted documents and responsiveness during the review and quality of accounting.

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Q What is the validity of certificate?

If the revenue is less than QAR 20 million as per the audited FS, then the ICV score card will be valid for 3 years (based on auto renewal). If the revenue is more than QAR 20 million, then the ICV score card will be due for annual renewal.

Q What is ICV+ ?

The ICV+ is applicable for eligible Qatari Manufacturers who will get a Top up of 50% of their ICV score card.

Q How many suppliers are already ICV certified?

As per Tawteen <https://icv.qa/en-US/RegisteredSuppliers> – 5448
Valid Certificates – 3179
(as of 30 June 2025)

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Q What is ICV dynamic score?
If your supplier's ICV score changes, your score will be automatically update.

Q What does a 10% ICV score mean and Is it a low or high score?
- It means that only 10% of the company's cost is spend in Qatar using local resources like local people, local suppliers, or services based in the country.
- Decision relating to high or low score is based on Industry.
- For the Engineering and Construction Industry, the average industry score is 31%. for Consultancy and Training Services, the industry average stands at 70%.

ICV Calculation Simulator
<https://icv.tawteen.com.qa/en-US/>

Q Is ICV Plan same as ICV Score?

ICV Score = What the company has already done.

It shows how much the company has used local resources in the past, based on audited financial data. It is like a report card of their local contribution.

ICV Plan = What the company promises to do
It's a future plan that shows how the company will use local resources during a new contract. It's like a commitment letter saying, "Here's how we'll support the local economy."

So in short: ICV Score = Past performance
ICV Plan = Future promise

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We're here

Grand Hamad Street, Al Badiya Building, Level 3.

Our ICV experience

5 Years | 600+ certifications

25 years of service | over 2000+ Client Served annually

Multiple verticals

Oil & Gas	Manufacturing
Hotels	Information Technology
Marine and Logistics	Engineering & Construction
General Services	Health and Safety

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