

# 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/>

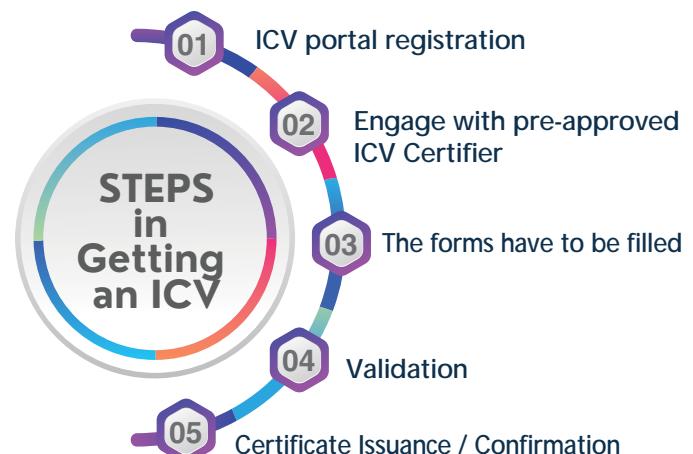
### Eligible local cost \*

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

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 contractor.

**STEP 05****Certificate Issuance / Confirmation**

To learn the steps, watch the video by Tawteen

[https://www.youtube.com/watch?v=CfQN\\_qDBtPY](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/>

Registered Suppliers – 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 updated.

**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 spent 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

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Information Technology

Engineering & Construction

Health and Safety

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