

GCC Procurement & Local Content (ICV) Playbook

Evaluation scoring models, primary healthcare procurement databases, and mandatory technology-transfer clauses for public sector B2B bidding.

1. Local Value Weighting Models in Public Health Tenders

PROGRAM FRAMEWORK	CORE EVALUATION CRITERIA	SCORING IMPACT & ADVANTAGE	STRATEGIC ACTION FOR EXPORTERS
Saudi Local Content (LCGPA)	Local workforce, GCC-based manufacturing, regional supplier spend.	Up to 40% Margin	Partner with certified Saudi distributors or local assembly hubs.
UAE In-Country Value (ICV)	Local operational expenditure, UAE investments, Emiratization rate.	15%-25% Technical Gain	Establish local technical support and maintenance service centers.
Qatar In-Country Value (TAWTEEN)	Local supplier utilization, Qatari workforce inclusion, local R&D.	Commercial Price Preference	Engage local QSTP-registered entities for joint bidding.

2. Key Procurement Authorities & Institutional Buyers

SA Saudi Arabia Key Procurement Bodies

NUPCO (National Unified Procurement Co.): Central buyer for MOH public hospitals.
King Faisal Specialist Hospital & Research Centre (KFSHRC): Advanced biotech & clinical trials.
KAUST / KACST: Deep-tech research and laboratory infrastructure.

AE UAE Key Procurement Bodies

PureHealth / SEHA: Operator of public hospitals and laboratories in Abu Dhabi.
Dubai Health Authority (DHA): Healthcare equipment and diagnostic tenders.
Department of Health (DoH) Abu Dhabi: HELM cluster research procurement.

QA Qatar Key Procurement Bodies

Hamad Medical Corporation (HMC): Main public health system buyer.
Sidra Medicine: Specialized genomic sequencing and pediatric research equipment.
Qatar Foundation / QPHI: Precision medicine research tenders.

3. Mandatory Tender Clauses & Technology Transfer Checklist

Technical Support & SLA Requirements

Public tenders mandate maximum 24-to-48 hour on-site Response Time SLAs for critical analytical equipment, requiring trained local service engineers and regional spare-part stock.

Technology Transfer & Knowledge Sharing

Bids offering structured training programs for local lab technicians, researchers, and engineers receive higher technical evaluation scores during tender review.

Warranty & Preventive Maintenance (PM) Agreements

Standard requirements mandate multi-year comprehensive warranty coverage, including certified calibration, software updates, and bi-annual PM visits.