Consulting and Training | Reach New Heights

Course Name

In-Country Value (ICV)

Sector Name

Procurement & Supply Chain Operations

Document Type

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In-Country Value (ICV)

Course Introduction

Currently, big organizations in the Middle-East region have been taking the game to the next level, since many countries have introduced and are evolving overarching regulatory frameworks (so-called In-Country Value schemes, ICV) to promote local employment and investments as well as economic development. This training course is designed to provide participants with the fundamental concepts regarding ICV, including the strategy, structure, planning, calculation, evaluation, and implementation process.

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Target Audience

- ✓ Procurement Manager / Supervisor
- ✓ Procurement officer/assistant
- ✓ Purchase officer
- ✓ Vendor manager
- ✓ Supplier relationship officer
- ✓ Purchase coordinator
- ✓ International Buyer
- ✓ Category purchasing manager
- ✓ Supply chain officer- Procurements
- ✓ Logistics Professionals
- ✓ Distribution Managers
- ✓ Working in this field
- ✓ Those who want to start a career in this field

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Learning Objectives

✓ Gain a comprehensive understanding of what ICV is.

✓ Understand ICV Strategy, Structure, and Work groups

✓ Discuss the Tender Process within the ICV context

✓ Understand the ICV plan and implementation process

✓ Obtain the necessary skills to evaluate tenders.

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Course Outline

✓ Day 01

Aims and Definitions

- ✓ Awareness of global local content
- ✓ Background of ICV
- ✓ Overview of ICV standardization
- ✓ Why is ICV important to you?
- ✓ Is an ICV certificate mandatory?

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Course Outline

✓ Day 02

Staying competitive in an ICV region

- ✓ Key Aspects of In-Country Value (ICV) Certificate
- ✓ Focused Areas of ICV Program
- ✓ Arranging training programs for UAE nationals to increase the skills and expertise of the local workforce.
- ✓ Promoting CAPEX and OPEX development plans to attract foreign investment in the UAE.
- ✓ Developing long-term relationships with suppliers.
- ✓ Calculation of ICV Score
- ✓ Exports
- ✓ Revenue
- ✓ Third-Party Spend
- ✓ Investment
- ✓ Goods Manufactured
- ✓ Job opportunities for UAE nationals

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Course Outline

✓ Day 03

Integration of ICV in tendering

- ✓ ICV ITT Questionnaire
- ✓ ICV ITT Exhibit/Articles
- ✓ Contract Weightings
- ✓ Evaluating the ICV Plan
- ✓ ICV Monitoring and Reporting
- ✓ Role of Contract Engineers and Contract Holders/Owners
- ✓ Adopting ICV Standard

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
Jan. 25, 2027	Jan. 27, 2027	3 days	3950.00 $	Netherlands , Amsterdam
April 12, 2027	April 14, 2027	3 days	3250.00 $	UAE , Dubai
Aug. 23, 2027	Aug. 25, 2027	3 days	3250.00 $	UAE , Dubai
Nov. 1, 2026	Nov. 3, 2026	3 days	3250.00 $	Oman , Salalah

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