



Finance, Accounting and Banking

**In-Country Value**

# Course Introduction

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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.

## **concepts regarding ICV**

This training course is designed to provide participants with the fundamental concepts regarding ICV including the strategy, structure, planning, calculation, evaluation and implementation process.

## **interactive techniques**

The course uses a mix of interactive techniques, such as brief presentations by the consultant, case studies, live demonstration of sampling methodologies and group exercises to apply the knowledge acquired throughout the course.

# Target Audience

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- practitioners in quality and audits
- Senior members and managers of organisations who need to understand the significance of training employees on quality management
- Quality team members
- Professionals aspiring to undertake a quality-related certification
- Construction project owners
- Design consultants
- Construction contractors
- Architects
- Non-engineering construction professionals

# Learning Objectives

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- Gain a comprehensive understanding of what ICV is.
- Understand ICV Strategy, Structure, and Work groups
- Discuss the Tender Process within ICV context
- Understand ICV plan and implementation process
- Obtain necessary skills to Evaluate tenders

## Course Outline

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### • 01 DAY ONE

#### **Aims and Definitions**

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

### • 02 DAY TWO

#### **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 local work force.
- Promoting CAPEX and OPEX development plans to attract the foreign investment in the UAE.
- Developing long term relationship with suppliers.
- Calculation of ICV Score
- Exports
- Revenue
- Third-Party Spend

- Investment
- Goods Manufactured
- Job opportunities for UAE nationals

## • 03 DAY THREE

### 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

## Confirmed Sessions

| FROM           | TO             | DURATION | FEES       | LOCATION        |
|----------------|----------------|----------|------------|-----------------|
| April 21, 2025 | April 23, 2025 | 3 days   | 3250.00 \$ | UAE - Dubai     |
| Aug. 18, 2025  | Aug. 20, 2025  | 3 days   | 3250.00 \$ | UAE - Abu Dhabi |
| Dec. 29, 2025  | Dec. 31, 2025  | 3 days   | 3250.00 \$ | UAE - Abu Dhabi |