



Procurement & Supply Chain Operations

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.

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
- These who wants to start a career in this field

Learning Objectives

- 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

- **Day 01**

- 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?

- **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 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

- **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

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
June 30, 2025	July 2, 2025	3 days	3950.00 \$	Turkey - Antalya
Aug. 11, 2025	Aug. 13, 2025	3 days	3250.00 \$	UAE - Dubai
Oct. 20, 2025	Oct. 22, 2025	3 days	3250.00 \$	UAE - Dubai
Oct. 26, 2025	Oct. 28, 2025	3 days	3250.00 \$	oman - salalah