



اللجنة العليا
للمشاريع والبرث
Supreme Committee
for Delivery & Legacy

Business Opportunities Related to the 2022 FIFA World Cup Qatar™



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Qatar has reached a significant milestone in its socio-economic development. The country's strategic roadmap, as outlined in the Qatar National Vision 2030, and its winning the right to host the 2022 FIFA World Cup™ provide Qatar with a chance to make amazing progress towards its long-term goals. Although many of the opportunities will be created by the public sector, Qatar's rapid progress will be powered by individuals and businesses in both established and emerging private sector industries.

The Supreme Committee for Delivery & Legacy (SC) is committed to creating opportunities that spur Qatar's economic growth while achieving our ambitious goals. The SC was founded with a vision of delivering the infrastructure required to host an amazing 2022 FIFA World Cup™ that leaves a lasting legacy for Qatar, the region, Asia and the world. We know that preparing Qatar for 2022 is a team effort and we are committed to working with companies both large and small, locally and internationally. By fostering sustainable economic growth and assisting in Qatar's transition to a knowledge-based economy, the SC and the businesses with which we partner are helping Qatar to become a model for responsible social, human, economic and environmental development.

Due to the unprecedented size of the SC's FIFA World Cup™-related infrastructure build programme, a great number and variety of business opportunities will be created for the private sector. The following pages describe many of these opportunities in more detail.



The background features a dark blue gradient with abstract, overlapping geometric shapes in various shades of green and teal. The shapes are irregular and layered, creating a sense of depth and movement. The overall aesthetic is modern and professional.

Mechanical, Electrical and Plumbing Opportunities



Stadium Cooling Systems and Equipment

Opportunity Description

Manufacture and supply of central air conditioning equipment, chillers, and air handling and terminal units, along with items such as valves, pumps, ductwork, pipework and fittings, grilles, fans, filters, thermal insulation, instrumentation and control components.

Potential

- Long-term equipment maintenance contracts
- Setting up workshops for the manufacturing of components, such as filters, base frames and ductwork
- Can be extended to non-sport projects

Estimated Demand for Proposed FIFA World Cup™ Stadiums

8,500 fan coil units

810-1,100 air handling units

Timeline

Procurement in 2017 and 2018

Elevators

Opportunity Description

Design, supply and installation of elevators, including car, stainless steel landing doors, landing door frames, controls, hall buttons and lanterns, car lighting, safety equipment, elevator machinery, counterweights, ropes, door sill angles, hoist beams, buffers, guide rails, holding down, anchor bolts and builders work in connection with elevators, including testing and commissioning. The majority of the elevators will be of the machine room-less type, with speeds of 1.0 or 1.6 metres per second. Elevators will be in accordance with the EN81 set of codes, including compliance with EN81-20, EN81-50 and EN81-70. A number of the lifts will be for fire-fighting use in accordance with EN81-72. Car finishes will vary from standard stainless steel for back of house and goods lifts to bespoke interiors for VIP and VVIP elevators.

Potential

Liaising with regional and international manufacturers and suppliers for production, supply and installation of elevators and conveyor systems.

Estimated Demand for Proposed FIFA World Cup™ Stadiums

110 units

Timeline

Procurement in 2017 and 2018





Firefighting Systems

Opportunity Description

Manufacture, supply and assembly of smoke and fire detectors, and manufacture and supply of fire alarm panel frames, along with supply, installation, testing and commissioning of fire hose reel cabinets, pipework and sprinklers.

Potential

- Long-term equipment maintenance
- Can be extended to non-sport projects

Estimated Demand for Proposed FIFA World Cup™ Stadiums

Firefighting Systems

- 2,480 fire hose reel cabinets
- 512,000 metres of firefighting pipework
- 152,000 sprinklers
- 400 firefighting systems (NOVEC 1230 or equivalent)

Fire Detection Systems

- 200 fire alarm control panels
- 5,600 fire alarm beacons
- 8,800 heat/smoke detectors
- 3,200 call points

Timeline

Procurement in 2017 and 2018

Plumbing Materials

Opportunity Description

Manufacture and supply of sewage, dewatering, irrigation and chilled water pipes and fixtures.

Potential

- Existing Qatari companies can access this opportunity
- Long-term equipment maintenance
- Can be extended to non-sport projects

Estimated Demand for Proposed FIFA World Cup™ Stadiums

1,400,000 metres of pipework

Timeline

Procurement in 2017 and 2018





Generators

Opportunity Description

Supply of temporary generators (including redundancy) and related small power distribution to ensure the safety and comfort of spectators at events, including illumination, cooling, refrigeration for catering services and spectator operations. Whilst permanent infrastructure already accounts for redundancy generators, large temporary and overlay structures will require additional power generators.

Potential

- Install, assemble and maintain generators
- Long-term equipment maintenance

Estimated Demand for Proposed FIFA World Cup™ Stadiums

1,500 units of various capacities (from 320 to 2250 kVA)

Timeline

Procurement from 2017-2019 or 2020

Electric Distribution Boards

Opportunity Description

Installation of various electrical equipment, such as LV switchgears and transformers.

Potential

- Install, assemble and maintain electric distribution boards
- Long-term maintenance contracts

Estimated Demand for Proposed FIFA World Cup™ Stadiums

16,500 units

Timeline

Procurement in 2017 and 2018





Sanitary Appliances

Opportunity Description

Manufacture, rent, and mantling and dismantling services, including an upgraded product offering compared to what is currently available in the construction sector, to address the quality demands of the events industry.

Potential

- Install, assemble and maintain water closets, wash basins, urinals and shower trays
- Long-term maintenance contracts

Estimated Demand for Proposed FIFA World Cup™ Stadiums

- 9,760 water closets
- 3,360 wash basins
- 4,800 urinals
- 160 shower trays

Timeline

Procurement in 2017 and 2018



ICT
Opportunities



Server Infrastructure

Opportunity Description

Assembly, installation and maintenance of high-quality server infrastructure, which will be used to house and manage data generated by stadium control systems.

Potential

- Local companies can partner with international distributors
- Installation, long-term equipment maintenance and replacement parts

Estimated Demand for Proposed FIFA World Cup™ Stadiums

250 units of varying capacities

Timeline

Procurement in 2017 and 2018



ICT Cabling

Opportunity Description

Manufacture, installation and maintenance of fibre optic and ethernet cables.

Potential

- Strengthen existing local market
- Manufacturing opportunity
- Can be extended to non-sport projects

Estimated Demand for Proposed FIFA World Cup™ Stadiums

2,300,000 metres

Timeline

Procurement in 2017 and 2018

Video Displays

Opportunity Description

Supply and/or rental and service provision of equipment used for general broadcast production, potentially including production staff. Video displays are required for:

- Video content from content management systems for uses such as information display in the public realm and wayfinding
- Individual video display in locations such as venue operations centres, hospitality suites and areas, and command & control locations
- Pitchside video advertising boards
- Ribbon displays for upper tiers
- Large screens

Potential

Installation, long-term equipment maintenance and repair, and provision of spare parts.

Estimated Demand for Proposed FIFA World Cup™ Stadiums

1,300 units

Timeline

Procurement in 2017 and 2018





Broadcast Cabling

Opportunity Description

Supply and installation of permanent broadcast cabling solutions, including triax, coax, ethernet and fibre optic cabling.

Potential

- Strengthen the existing local market
- Manufacturing opportunity
- Can be extended to non-sport projects

Estimated Demand for Proposed FIFA World Cup™ Stadiums

3,200,000 metres

Timeline

Procurement in 2017 and 2018

SCADA Systems (11kV Networks)

Opportunity Description

Assembly and installation of SCADA systems for remote monitoring and supervisory control of 11kV networks, which will be operated by Kahramaa and will be purchased and installed by contractors to meet precise Kahramaa requirements.

Potential

- Local companies can partner with international distributors
- Installation, long-term equipment maintenance and provision of spare parts

Estimated Demand for Proposed FIFA World Cup™ Stadiums

8 systems

Timeline

Procurement from 2017-2019





Building Management Systems (BMS)

Opportunity Description

Assembly and installation of building management systems (BMS) in stadiums that will control and monitor stadiums' mechanical and electrical equipment, such as ventilation, lighting, power LV electrical systems, fire systems and security systems.

Potential

- Partnerships with international distributors
- Installation, long-term equipment maintenance and repair, and provision of spare parts

Estimated Demand for Proposed FIFA World Cup™ Stadiums

16 units

Timeline

Procurement in 2017 and 2018



Interior Opportunities



Seating

Opportunity Description

Supply, installation and maintenance of seating systems.

Potential

- Joint ventures with international manufacturers and suppliers for production, supply and installation of seats
- Expansion of local manufacturing, distribution and installation capacity

Estimated Demand for Proposed FIFA World Cup™ Stadiums

350,000 seats of varying types, including:

- Spectator seats (generally made from metal, plastic or wood)
- Camera operator seats
- VIP seats

Timeline

Procurement in 2017 and 2018

Doors

Opportunity Description

Manufacture, supply, installation and maintenance of doors.

Potential

- Manufacturing interior furniture that is fit for purpose for events and meeting, incentives, conferences and exhibitions (MICE)
- Representation of foreign producers/rental companies, design and installation services

Estimated Demand for Proposed FIFA World Cup™ Stadiums

Various doors and roller shutters, including:

Non-Fire Rated (Single/Double Leaf)

- 48 metal doors
- 2,800 wooden doors
- 280 glazed doors

Fire Rated (Single/Double Leaf)

- 2,152 metal doors
- 5,600 wooden doors

Shutters

- 320 roller shutters
- 416 counter roller shutters

Timeline

Procurement in 2017 and 2018



Windows

Opportunity Description

Manufacture, supply, installation and maintenance of windows.

Potential

Expansion of local manufacturing, distribution and installation capacity.

Estimated Demand for Proposed FIFA World Cup™ Stadiums

- 168 units
- 56 square metres

Timeline

Procurement in 2017 and 2018



Lighting Opportunities



Stadium Floodlight Systems

Opportunity Description

Sourcing, installation, repair and maintenance of stadium floodlighting and associated control systems.

Potential

Expansion of local manufacturing, distribution and installation capacity.

Estimated Demand for Proposed FIFA World Cup™ Stadiums

5,700 high-performance LEDs and associated control systems

Timeline

Procurement in 2018 and 2020



Other Exterior Lighting Systems

Opportunity Description

Sourcing, installation, repair and maintenance of external public realm lighting, including decorative high mast supports, columns, lanterns, bollards and in-ground uprights, along with other architectural and landscape lighting elements.

Potential

Installation, long-term equipment maintenance and repair, and provision of spare parts.

Estimated Demand for Proposed FIFA World Cup™ Stadiums

70,000 units of varying types (light fixtures/LEDs/wash lights)

Timeline

Procurement in 2017 and 2018



Interior Lighting Systems

Opportunity Description

Supply and installation of luminaires and lamps, emergency lighting and lighting control equipment, and supply and installation of specialist interior lighting and lighting control equipment for studios and conference rooms.

Potential

Installation, long-term equipment maintenance and repair, and provision of spare parts.

Estimated Demand for Proposed FIFA World Cup™ Stadiums

570,000 units

Timeline

Procurement in 2017 and 2018

The background features a dark blue field with large, overlapping, organic shapes in various shades of green, ranging from a deep forest green to a lighter, teal-like green. These shapes resemble stylized leaves or abstract foliage, creating a layered, textured effect.

Green Space Opportunities



Stadium and Training Site Pitches

Opportunity Description

Maintenance and repair of natural and synthetic turf and pitches for football, tennis, handball, basketball and other sports.

Potential

- Design, manufacturing, distribution, installation and maintenance of pitches and turf
- Expansion of local landscaping services for stadium pitches

Estimated Demand for Proposed FIFA World Cup™ Stadiums

- 2,500,000 square metres of stadium pitches
- 410,000 square metres of training pitches

Timeline

Procurement in 2018 and 2019

Landscaping

Opportunity Description

Paving and surfacing, and supply, installation and maintenance of soft landscaping, including trees, hedges and plants.

Potential

- Supply, installation and maintenance of soft landscaping
- Expansion of local landscaping services for green spaces

Estimated Demand for Proposed FIFA World Cup™ Stadiums

A variety of landscaping, including the following:

Soft Landscaping:

- | | |
|------------------------------|----------------------|
| • Trees (various types) | 9,200 |
| • Shrubs (various types) | 324,000 |
| • Perennials (various types) | 88,000 |
| • Grass (various types) | 552,000 |
| • Lawn | 41,600 square metres |
| • Ground cover plants | 168,000 |

Hard Landscaping:

- | | |
|---------------------------|-------------------------|
| • Precast kerb/edge | 236,000 metres |
| • Asphalt road/surface | 1,312,000 square metres |
| • Precast/in-situ pavings | 784,000 square metres |

Timeline

Procurement in 2018 and 2019



Security Opportunities



Cameras

Opportunity Description

Sourcing, assembly and installation of security cameras linked to the centralised security control/CCTV system.

Potential

- Local companies registered as Ministry of Interior (MoI) SSD-approved suppliers can partner with international distributors
- Installation, long-term equipment maintenance and repair, and provision of spare parts

Estimated Demand for Proposed FIFA World Cup™ Stadiums

16,000 camera units

Timeline

Procurement in 2018

Networked Video Storage

Opportunity Description

Sourcing, assembly and installation of video surveillance storage systems.

Potential

- Local companies registered as Ministry of Interior (MoI) SSD-approved suppliers can partner with international distributors
- Installation and long-term equipment maintenance and repair

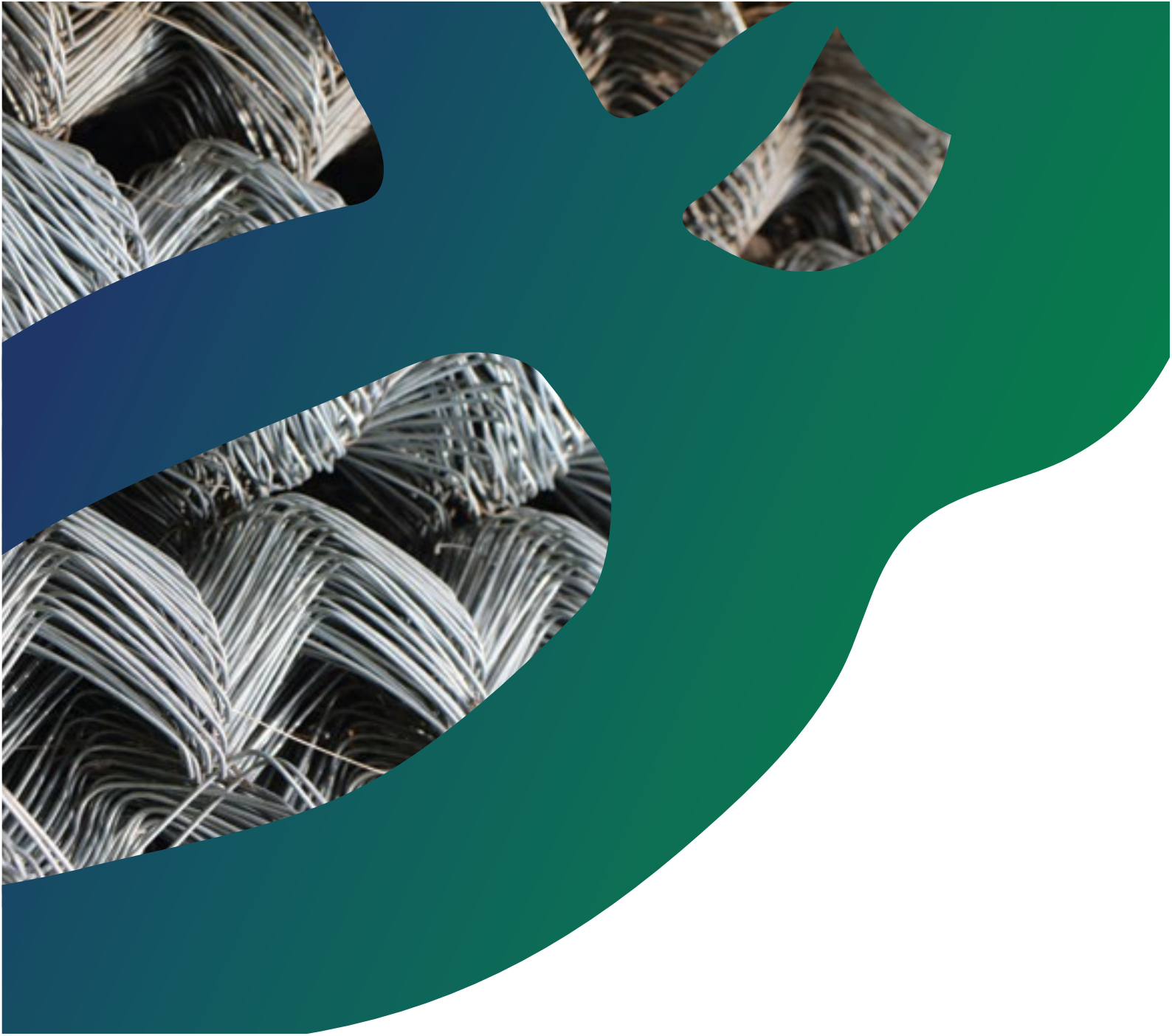
Estimated Demand for Proposed FIFA World Cup™ Stadiums

90 units of 1 petabyte (PB) each

Timeline

Procurement in 2018





Security Fencing

Opportunity Description

Manufacturing, storage and rental or sale of temporary, rapidly deployable fences. Fences will typically be a minimum of 2.5 metre welded mesh.

Potential

Installation, long-term equipment maintenance and repair.

Estimated Demand for Proposed FIFA World Cup™ Stadiums

50,000 units (1 metre each)

Timeline

Procurement in 2018

Hostile Vehicle Mitigation

Opportunity Description

Sourcing and installation of active and passive vehicle security barriers (VSBs) which can maintain stand-off from hostile vehicles, in accordance with PAS68 international standards.

Potential

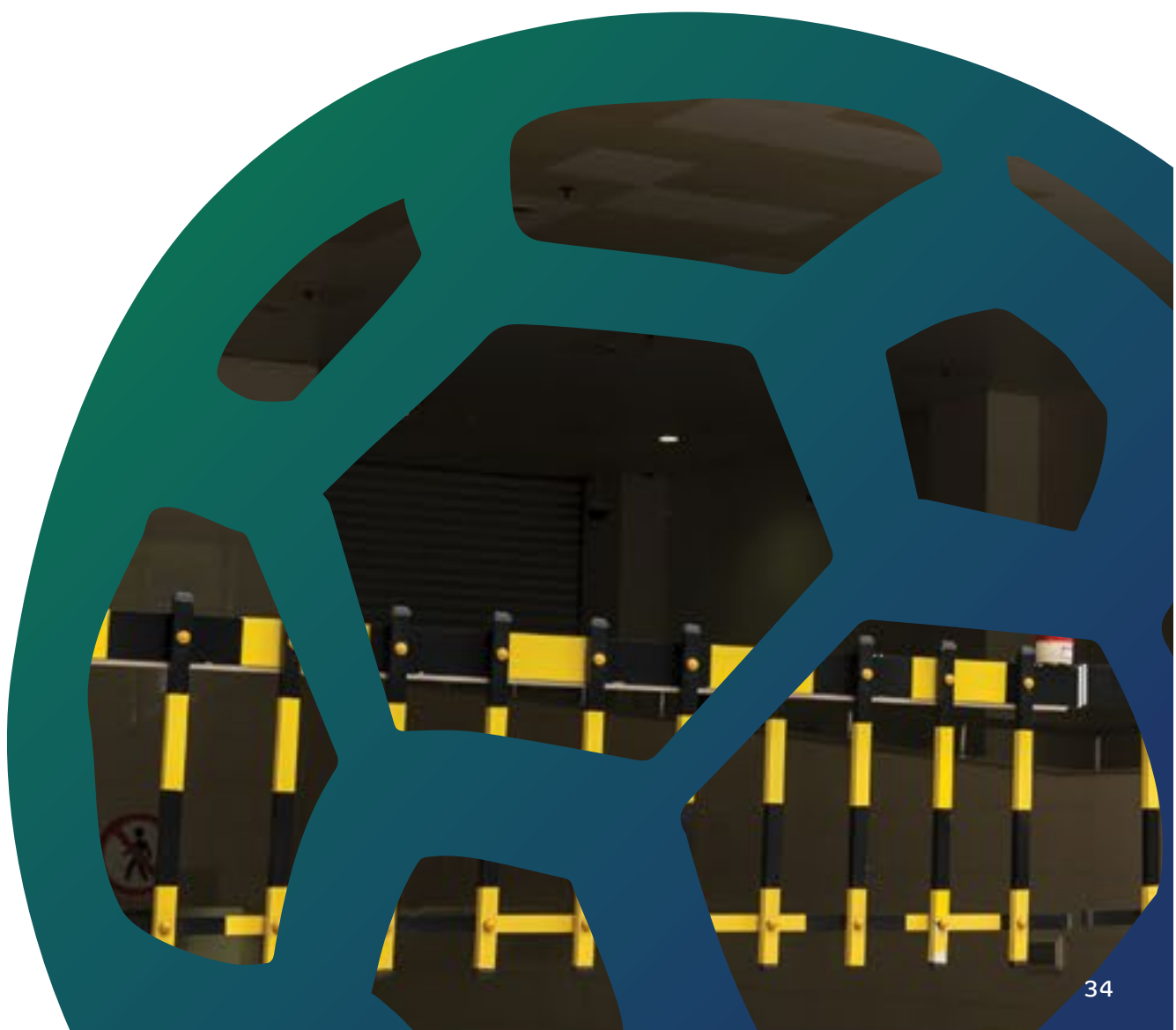
Installation and long-term equipment maintenance and repair.

Estimated Demand for Proposed FIFA World Cup™ Stadiums

- 100 active barriers
- 10,000 passive barriers (1 metre units)

Timeline

Procurement in 2018





Security Doors

Opportunity Description

Sourcing and installation of LPS 1175 security rated doors.

Potential

Installation and long-term equipment maintenance and repair.

Estimated Demand for Proposed FIFA World Cup™ Stadiums

800 units

Timeline

Procurement in 2018

Access Control Systems and Intruder Detection Devices

Opportunity Description

Assembly, installation and maintenance of access control and intruder detection systems that control and monitor access into secure spaces.

Potential

- Local companies registered as Ministry of Interior (MoI) SSD-approved suppliers can partner with international distributors
- Installation, long-term equipment maintenance and repair

Estimated Demand for Proposed FIFA World Cup™ Stadiums

- 10,000 cards
- 10,000 card readers
- 10,000 intruder detection devices

Timeline

Procurement in 2018

Turnstiles

Opportunity Description

Manufacture, assembly and installation of turnstiles to control the flow of spectators into the stadiums.

Potential

Installation, long-term equipment maintenance and repair, and provision of spare parts.

Estimated Demand for Proposed FIFA World Cup™ Stadiums

1,550 units

Timeline

Procurement in 2018





Primary Material Opportunities



Structural Steel

Opportunity Description

Manufacture, supply, installation and maintenance of structural steel.

Potential

- Expansion of local manufacturing, distribution and installation capacity
- Can be extended to non-sport projects

Estimated Demand for Proposed FIFA World Cup™ Stadiums

84,000 tonnes

Timeline

Procurement from 2016-2018

Concrete

Opportunity Description

Sourcing, manufacture and supply of concrete.

Potential

- Expansion of local manufacturing, distribution and installation capacity
- Can be extended to non-sport projects

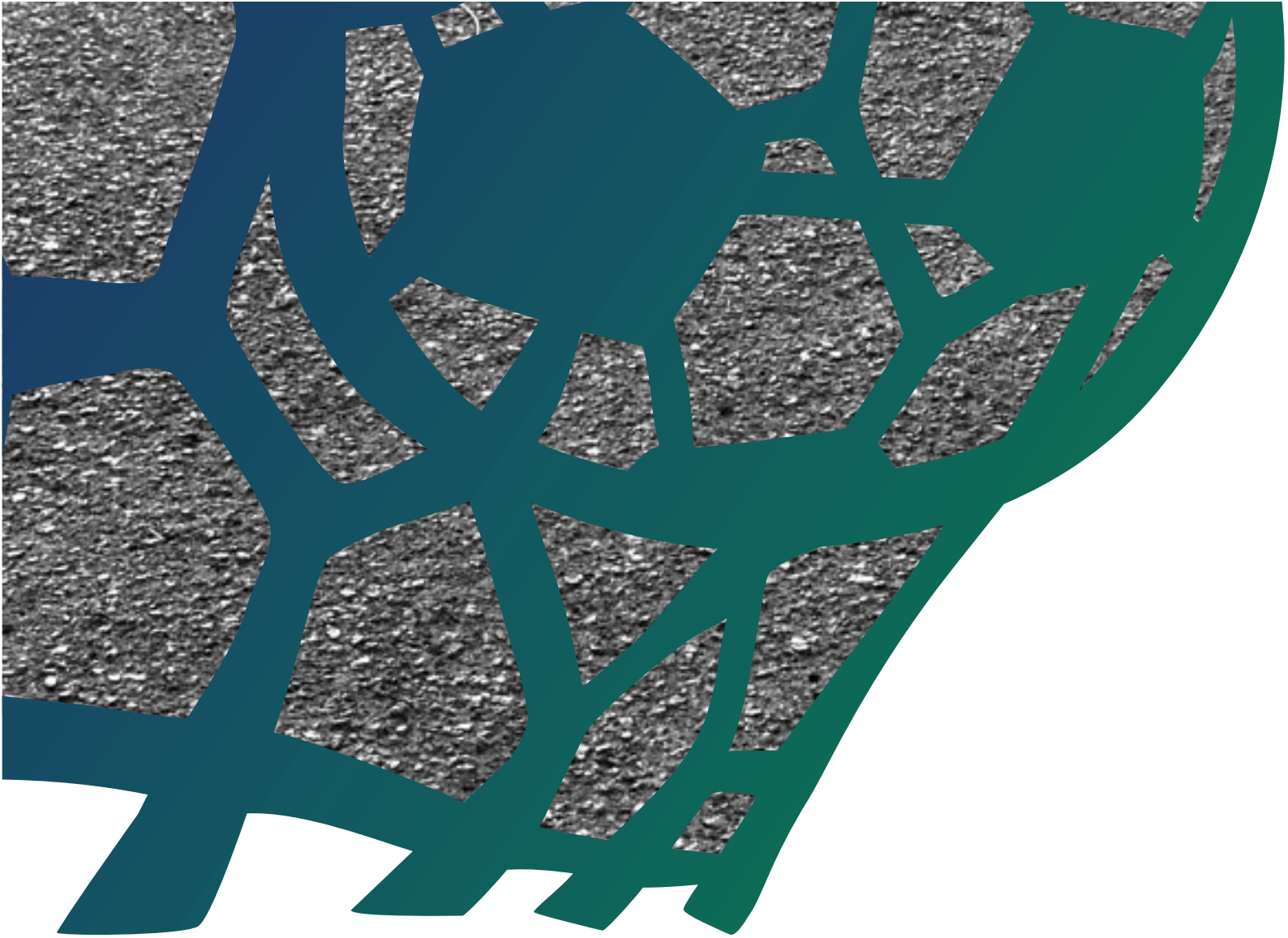
Estimated Demand for Proposed FIFA World Cup™ Stadiums

880,000 cubic metres

Timeline

Procurement from 2016-2018





Asphalt

Opportunity Description

Sourcing and supply of asphalt.

Potential

- Expansion of local distribution and installation capacity
- Can be extended to non-sport projects

Estimated Demand for Proposed FIFA World Cup™ Stadiums

16,000 square metres

Timeline

Procurement from 2016-2018

Sand Cement Plaster

Opportunity Description

Sourcing, manufacture and installation of sand cement plaster.

Potential

- Expansion of local manufacturing, distribution and installation capacity
- Can be extended to non-sport projects

Estimated Demand for Proposed FIFA World Cup™ Stadiums

420,000 square metres

Timeline

Procurement from 2016-2018



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