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Delegação de ABU DHABI

QATAR PROCUREMENT MARKET

Qatar continues to be one of the Gulf's largest procurement markets, driven by **energy expansion, infrastructure, utilities, transport, and public-sector digital transformation**.

The highest-value opportunities are concentrated among a relatively small number of government entities and state-owned companies.

Here are the procurement areas that currently present the strongest opportunities:

Procuring Entity	Typical Opportunities	Typical Contract Value
QatarEnergy	EPC, engineering, maintenance, drilling, IT, logistics, chemicals, industrial equipment	Very high
Ashghal	Roads, bridges, drainage, buildings, consultancy, construction supervision	Very high
KAHRAMAA	Power networks, substations, water infrastructure, transformers, ICT	High
QatarEnergy LNG	LNG operations, marine services, maintenance, industrial supplies	High
Ministry of Public Health	Healthcare equipment, IT, facilities, consulting	Medium–High
Qatar Foundation	Education, laboratories, technology, facilities	Medium

Qatarenergy

This remains Qatar's single largest procurement organization.

Current procurement includes:

- *Oil & gas equipment*
- *Engineering services*
- *Industrial maintenance*
- *Shutdown services*
- *Marine logistics*
- *Digital transformation*
- *Automation*
- *AI and predictive maintenance*
- *Cybersecurity*
- *Chemicals*
- *EPC contracts*
- *Environmental services*

QatarEnergy continues to publish tenders for materials, equipment, works and services for registered vendors.

Useful portal:

[QatarEnergy Tenders](#)



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Ashghal (Public Works Authority)

Ashghal currently has numerous open infrastructure tenders covering roads, drainage, buildings and consultancy.

Examples of open opportunities include:

- *Roads and Infrastructure in North Semaisma*
- *Roads and Infrastructure in Al Kheesa*
- *Wadi Al-Banat infrastructure*
- *Industrial Area wastewater improvement*
- *Central Doha & Corniche beautification*
- *School modifications*
- *Fire and life safety upgrades*
- *Consultancy supervision contracts*
- *Pump supply*
- *Granite paving supply*
- *Heavy vehicle rental and maintenance*
- *SCADA maintenance*

Ashghal also publishes quarterly pipelines of projects expected to be launched, allowing suppliers to prepare in advance.

Useful portals:

- [Ashghal e-Tenders](#)
- [Ashghal Future Projects Pipeline](#)

KAHRAMAA

KAHRAMAA remains one of the largest buyers of utility-related goods and services.

Current and recurring opportunities include:

- *Transformer maintenance*
- *Water network rehabilitation*
- *Power cables*
- *Smart grid*
- *Renewable energy consultancy*
- *ICT upgrades*
- *Sliding door maintenance*
- *Electrical equipment*
- *Pumps*
- *Civil works*
- *Emergency maintenance contracts*

KAHRAMAA publishes tender notices through its procurement portal.

Useful portal:

[KAHRAMAA Tenders](#)



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LNG Expansion Supply Chain

The continuing expansion of Qatar's LNG sector generates procurement for:

- *Fabrication*
- *Welding*
- *Mechanical maintenance*
- *Instrumentation*
- *Industrial valves*
- *Compressors*
- *Fire & gas systems*
- *Offshore logistics*
- *Marine services*
- *Industrial software*
- *Environmental monitoring*

These opportunities are typically released through QatarEnergy and QatarEnergy LNG procurement systems.

Digital & Technology Projects

Demand remains strong for:

- *ERP implementation*
- *Cybersecurity*
- *AI solutions*
- *Cloud migration*
- *Data centres*
- *GIS*
- *Smart city platforms*
- *Digital document management*
- *Network upgrades*
- *SCADA*
- *OT cybersecurity*

Technology vendors continue to find opportunities across utilities, healthcare, education and energy.

Construction & Engineering

Major spending continues in:

- *Roads*
- *Infrastructure*
- *Water*
- *Sewerage*
- *Public buildings*
- *Schools*
- *Landscaping*
- *Urban beautification*
- *Bridges*
- *Stormwater systems*

Ashghal remains the dominant buyer in this segment.



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HIGHEST-GROWTH SECTORS OVER THE NEXT FEW YEARS

The strongest procurement demand is expected in:

- *LNG expansion*
- *Renewable energy*
- *Utilities*
- *Water security*
- *Digital government*
- *Smart infrastructure*
- *Healthcare*
- *Industrial automation*
- *Industrial cybersecurity*
- *AI for operations*
- *Asset management*
- *Maintenance services*

For foreign companies:

The most successful suppliers generally:

- *Register as approved vendors with major procuring entities.*
- *Partner with a local Qatari company where required.*
- *Monitor procurement portals weekly.*
- *Build relationships before tenders are issued through prequalification and market engagement.*
- *Focus on framework agreements and long-term service contracts, not only one-off projects.*

Official tender portals

- [QatarEnergy Procurement Portal](#)
- [Ashghal Tender Portal](#)
- [Ashghal e-Tenders](#)
- [KAHRAMAA Tenders](#)

HIGH-VALUE LIVE TENDER OPPORTUNITIES IN QATAR

Below is a market-focused list of **20 high-value live tender opportunities in Qatar** based on currently published government and state-owned enterprise procurement.

Because most Qatari procuring entities do **not publish contract values**, the "Estimated Value" column reflects typical market ranges for projects of comparable size and complexity rather than official budgets.

#	Sector	Procuring entity	Tender	Estimated value	Closing date	Typical eligibility
1	Roads & Infrastructure	Ashghal	Roads & Infrastructure – North Semaisma (Package 07B)	QAR 500M–1.2B	28 Jul 2026	Ashghal registration, Grade A/B civil contractor, relevant infrastructure experience



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2	Roads & Infrastructure	Ashghal	Construction of Roads & Infrastructure - Wadi Al-Banat	QAR 400M-900M	4 Aug 2026	Major roadworks capability, financial capacity, local registration
3	Roads & Infrastructure	Ashghal	Construction of Roads & Infrastructure - Al Kheesa	QAR 300M-800M	21 Jul 2026	Civil contractor prequalification
4	Roads	Ashghal	Roads Surrounding Doha Air Base	QAR 250M-700M	28 Jul 2026	Security clearance where applicable, road construction experience
5	Roads	Ashghal	Al Nasriya & West Izhghawa Enabling Works	QAR 200M-500M	7 Jul 2026	Infrastructure contractor registration
6	Water	Ashghal	Industrial Area STW Asset Improvement Phase II	QAR 150M-400M	6 Sep 2026	Water/wastewater EPC experience
7	Education	Ashghal	Fire & Life Safety Upgrades - 50 Schools (Pkg 1)	QAR 100M-250M	2 Aug 2026	Fire systems certification, Ashghal registration
8	Education	Ashghal	Fire & Life Safety Upgrades - Package 2	QAR 80M-200M	2 Aug 2026	Fire protection specialists
9	Education	Ashghal	Fire & Life Safety Upgrades - Package 3	QAR 80M-200M	2 Aug 2026	Fire systems contractor
10	Buildings	Ashghal	Community College at Rawdat Al Hamama - Supervision Services	QAR 20M-50M	26 Jul 2026	Engineering consultancy, supervision experience
11	Utilities	KAHRAMAA	Condition Monitoring of Distribution Substations	QAR 30M-100M	16 Jul 2026	Electrical utility experience, OEM certifications preferred
12	Utilities	KAHRAMAA	ISMS Implementation & Improvement Consultancy	QAR 10M-30M	26 Jul 2026	ISO 27001, cybersecurity consultancy credentials
13	Digital Transformation	KAHRAMAA	Enterprise Business Planning & Performance Management	QAR 20M-60M	5 Jul 2026	ERP/EPM implementation experience
14	Data & AI	KAHRAMAA	Data Strategy & Governance Framework	QAR 15M-40M	12 Jul 2026	Data governance and digital transformation expertise
15	Cybersecurity	KAHRAMAA	Enterprise GRC Implementation	QAR 10M-25M	5 Jul 2026	Cybersecurity consulting, governance frameworks



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16	Cybersecurity	KAHRAMAA	Vulnerability Management for IAM	QAR 8M–20M	12 Jul 2026	IAM and cybersecurity implementation experience
17	Smart Buildings	KAHRAMAA	O&M of Lighting Control & BMS Systems	QAR 20M–60M	12 Jul 2026	BMS integrator, maintenance capability
18	Energy	QatarEnergy	Materials, Equipment & Industrial Services (multiple tenders)	QAR 50M–500M+	Rolling	Approved vendor registration with QatarEnergy
19	Oil & Gas	QatarEnergy	Engineering, Maintenance & EPC Services	QAR 100M–1B+	Rolling	Vendor registration, HSE compliance, oil & gas references
20	Industrial Supply	Ashghal	Supply of Pumps for DNO&M Workshop	QAR 5M–20M	19 Jul 2026	Authorized manufacturer or distributor, technical compliance

Highest-value sectors by opportunity

For companies looking at total addressable spend over the next 12–24 months, the strongest sectors are:

1. **Oil & Gas (QatarEnergy)** – LNG expansion, EPC, maintenance, industrial automation, marine logistics.
2. **Roads & Civil Infrastructure (Ashghal)** – highways, drainage, urban infrastructure, public facilities.
3. **Utilities (KAHRAMAA)** – substations, smart grid, water infrastructure, asset management.
4. **Digital Transformation** – cybersecurity, ERP, AI, cloud, data governance.
5. **Education & Public Buildings** – fire and life safety upgrades, renovations, engineering consultancy.

Common eligibility requirements

Most major Qatari tenders require some combination of:

- *Registration on the procuring entity's vendor portal (for example, QatarEnergy or Ashghal).*
- *Valid commercial registration (or an approved local partner for foreign firms where required).*
- *Demonstrated experience on projects of similar size and complexity.*
- *Audited financial statements and evidence of financial capacity.*
- *Health, safety, quality, and environmental certifications (such as ISO 9001, ISO 14001, and ISO 45001), with sector-specific certifications where applicable.*
- *Bid bonds and performance guarantees for larger contracts.*



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For international suppliers without an established presence in Qatar, partnering with a qualified local contractor or engineering firm is often the most practical route to meeting qualification requirements.

As of **1 July 2026**, the most strategically important **active public tenders and international bidding opportunities** in Qatar are concentrated in five sectors:

- ***Transport & Infrastructure (Ashghal)***
- ***Energy & LNG (QatarEnergy)***
- ***Utilities (KAHRAMAA)***
- ***Digital Transformation & Cybersecurity***
- ***Water & Environmental Infrastructure***

The largest international bidding opportunities

For international engineering firms, consultants, OEMs, and technology companies, the most attractive opportunities are:

1. **Ashghal mega-infrastructure projects** (roads, drainage, utilities, and public buildings), which are often awarded through international competitive procurement to prequalified contractors.
2. **QatarEnergy procurement**, including EPC, industrial services, automation, IT, marine logistics, and major equipment supply. Registered international suppliers can participate in these tenders.
3. **KAHRAMAA modernization**, with current demand spanning smart utilities, cybersecurity, digital transformation, substations, and asset management.