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.
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
Wi-Fi Solutions

Opportunity Description
Assembly and installation of a Wi-Fi solution comprising: access points, antennae and wireless LAN Controllers, and management systems that allow wireless devices to connect to a wired network using Wi-Fi to provide reliable wireless access to support a mix of back-office and fan access applications.

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

Estimated Demand for Proposed FIFA World Cup™ Stadiums
12,000 units

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 uplights, 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
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