

**businessgateways**

INTERNATIONAL - INDIA

ISO/IEC 27001:2013 | ISO 9001:2015

**businessgateways** (India), the technology arm of **businessgateways** International LLC (Oman)

We build and operate complex applications, specifically engineered to impact, and promote *Local Content (In-Country Value), Procurement, Subsidies, and Investments that* positively influence the growth of local communities.



Visit [www.businessgateways.com](http://www.businessgateways.com)



Visit [www.businessgateways.in](http://www.businessgateways.in)

## We specialise in Platform Building

**Concept to Operations | MSMEs to Global | Objectives to Results | Historical to Future**

**businessgateways** (India) is the technology arm of **businessgateways** International LLC (Oman) and was established in 2014 in the city of Chennai, Tamil Nadu, India. Over the last 7 years, **businessgateways** (India) has grown rapidly as a ready, able, and willing organization delivering cutting-edge technology-driven IT solutions to its international stakeholders.

*Our core strength lies in our ability to Build & Operate IT Platforms that we are tasked to deliver. And we do it well!*

## Platforms that we can Build & Operate

**businessgateways** (India), build & operate bespoke & complex IT projects/platforms, empowered by advanced technology, exclusive data analytics, and expertise, that challenge our delivery models while aligning with the needs of our clientele.



### Supplier Certification & Procurement Systems

**businessgateways** (India) offers end-to-end Certification & Procurement Solutions that cover the entire spectrum of Supplier Onboarding, Validation, Certification, & ongoing Operational Engagement much suitable for Governmental Stakeholders responsible for regulating/organizing Procurement activity under them.

### Business Stimulation platforms for MSMEs

**businessgateways** (India) is passionate about creating MSME Business Stimulation platforms that contain proven key benefits of B2G / B2B / B2C Networking, with inbuilt Business promotion Tools for the MSME Community to engage & grow on.







## Nationwide Local Content (ICV) Development Systems

We build bespoke online Local Content (In-Country Value) promotion platforms that supports Government Policy to promote Local Businesses, by encouraging major conglomerates contribute locally and support the development of local grassroot Companies and MSMEs.



## National Inward Investment Facilitation Platforms (FDI)

We build provide core consulting and FDI related online services built around a robust unified Investment Platform capable of handling Foreign Direct Investment (FDI) facilitation for key projects / sectors in the State.



## eProcurement portal - eTender & eAuction

[businessgateways](#) (India) offers (SaaS) based eProcurement & eTendering solutions that are currently utilized successfully by international entities.



## OUR IMPACT

<https://businessgateways.com/joint-supplier-registration-system>

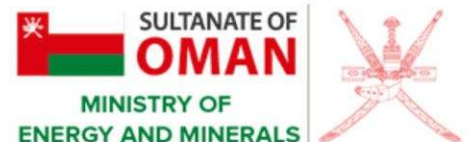
### JSRS

JSRS, Oman's national procurement system for the entire Oil & Gas Industry, is a major success story addressing such challenges for over 7 years now. The Mandate by Oman's Ministry of Oil & Gas to implement a national level common & credible supplier pool for all its 19 Oil & Gas operators in 2014, greatly helped overcome complex challenges in terms of supplier management and compliance with the Government's In-Country Value (ICV) benefits to deserving national companies.

### Procurement Challenges faced by the Oman O&G industry pre-2014

- Operators managed their own pool of suppliers. When viewed from a national level, massive effort duplication was seen within the overall Oil & Gas Industry.
- Procurement divisions faced counterproductive challenges in terms of supplier monopoly, owing to prolonged engagement with a limited pool of suppliers.
- Suppliers on the other hand, had to keep updating their details individually with each Operator. In most cases, they lost business opportunities from other operators.
- Attracting best of breed suppliers from all over the world to stay connected online and deliver proactive services to Oman's Oil & Gas Industry.
- Lack of Supplier Credibility Assessment and due diligence processes

### Post JSRS - Implemented on behalf of



### Post JSRS Implementation

The JSRS with its current & dynamically updated supplier data and monitoring mechanism enables all the 2219 Operators and the Buyers Community to select suppliers based on various eligibility criteria, and to propagate tenders to them. It also enabled them to easily search & identify eligible Omani SME companies for allocation of Oman Ministry of O&G In-Country Value (ICV) benefits.

Operators and Buyers are also offered with a automated robotic e-Procurement, Tendering & Contracts Management System to manage the publishing of tenders and track awards of contracts all the way to the last sub-contractor who executes his scope of work.



## The National Subsidy System (NSS)

The National Subsidy System (NSS) is aimed at supporting Omani Nationals benefit from the multiple Subsidies that the Government of Oman provides for them.. By identifying eligible Omani Nationals who meet the criteria formed by the Government, the NSS is the key enabler to onboard the deserving group of Citizens and provide them with a protective cover against the increase in related regular expenditure streams such as Fuel, Electricity & Water.

As a single-point registration system, the NSS provides a simple and yet powerful mechanism for all eligible Omani Nationals to equally participate and gain from the Subsidies given by the Government of Oman through a transparent and simple mechanism.

Currently two major Subsidy Domains operate on the NSS, namely:

The Fuel Subsidy and The Electricity & Water Subsidy This digital initiative of national importance came about with the need to support and grow economically weaker classes with targeted Boat Fuel & Fuel Subsidy that ensured that only eligible Fishermen & common citizens below the official poverty line receive the benefits, and not citizens living above the poverty line.

Part of the complexities in the project involved developing & implementing a dynamic system with the highest levels of security to integrate sensitive & dynamic datapoints relating to current family incomes maintained by the Royal Oman Police Authority, fixing the rate of subsidy each day based on price of oil in the National Market, and integrating a dynamic smart-card swipe & deliver system for instantaneous subsidy delivery right there at the point-of-sales at the fuel stations.

With the huge success of implementation of Fuel Subsidy, subsidies for Water & Electricity were similarly implemented making the NSS initiative a classic case study where good ideas were transformed to reality benefitting common citizenry.

Important stakeholders of this initiative also include the Royal Oman Police, Ministry of Agriculture, Fisheries and Water Resources. Fuel Marketing Companies (FMC) Al-Maha Petroleum Products Marketing Company, Oman Oil Marketing Company and Shell Oman Marketing Company also play a major role in fulfilling this unique initiative.

# INVEST IN OMAN

## Foreign Investments Facilitation

Every country or state, big or small, is looking at means to attract FDIs and boost their exports in the global markets. The key solution to such national and sector-driven objectives is implementing robust FDI facilitation Platforms.

**businessgateways** International LLC (Oman) in partnership with **businessgateways** (India) has developed a unique investment facilitation Platform that drives inward investments into the Country/Region supporting the FDI objectives for the Investment Authority of Oman. Invest in Oman has been designed specifically to enable local companies and entrepreneurs showcase their projects and connect them with investors worldwide. For potential international investors, the portal provides a wealth of information and guidance including details on the Sultanate's pro-business environment, industry trends, workforce, intellectual capital, incentives, tax and available land. Importantly, it also provides guidance on the steps involved in investing in and setting up operations in Oman.

The platform is branded as Invest in Oman ([www.investinoman.om](http://www.investinoman.om)).

### STRATEGIC AIM

- Develop a comprehensive Investment Facilitation System aiming to bring all the relevant stakeholders to a single platform.
- Create a detailed investment related Online Investment Guide highlighting the processes and procedures of investing in Oman.
- Provide a Seamless Investor experience to access and engage in investment related mechanisms.



# OUR AIM

## Local Content (In Country Value)

Putting it simply, we are 'enablers' of Local Content Development in all our National Projects.

Our approach models are second to none when it comes to laying down a wholistic technology driven platform that perfectly aligns and adapts to the policies in place. We embrace an 'inclusive' approach of all sections of the society – right from grassroots MSMEs to conglomerates within the country and allow participation of international players who have a role and interest in the target markets.

For those potential markets who are yet to implement a Local Content Development Initiative, we connect right at the beginning of the journey and work intrinsically with you and your stakeholders through world class consulting, best practices experience and implementation models. We understand the grassroots challenges of Local Content Development while trying to navigate towards long term sustainable goals. For those who are already on their way implementing Local Content Development initiative, we can certainly come in from an empowerment perspective by enabling our robust online platform to further improve efficiency of the existing model by studying challenges and impact points to speed up the Local Content Development Implementation.

Our USP is not in just delivering a state-of-art online Local Content platform, but also in operating it on behalf of our stakeholders thereby freeing them from the huge task of constantly monitoring and tweaking the effectiveness of implementation through our layered approach of business functions.

Our Local Content Model approach is based on a multi-stream strategy. They include:

- Onboarding and validating local companies including MSMEs
- Tracking Project spend on Contracts for local spend
- Setting up Local Content Plan for Contracts and monitoring its implementation
- Monitoring effectiveness of MSME / LCC obligation awards
- Implementing Nationalization through effective local skills utilization
- Tracking tangible progress through Targets driven systems
- Generating strategic and operational insights for stakeholders

And much more!

In a nutshell – Local Content isn't a destination, it's a journey on the nation's road to success. Count us in!

## Stakeholders



Royal Oman Police



Ministry of Energy and Minerals



Invest in Oman

## JSRS Buyers Community



**160 Billion**  
Worth Projects

22+  
O&G  
OPERATORS

10+  
OTHER  
INDUSTRY BUYERS

120+  
(EPC)  
CONTRACTS

11000+  
CREDIBLE  
SUPPLIERS

129800+  
PRODUCTS &  
SERVICES

100+  
COUNTRIES

[www.businessgateways.com](http://www.businessgateways.com)

نظام الدعم الوطني  
National Subsidy System

[www.nss.gov.om](http://www.nss.gov.om)

### SUBSIDY REGISTRATIONS INFORMATION

Total Registrations	Fuel Subsidy	Electricity & Water Subsidy
496466	433643	177514



SCAN QR CODE

### FUEL MARKETING COMPANY



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