



businessgateways

INTERNATIONAL - INDIA

ISO/IEC 27001:2013 | ISO 9001:2015

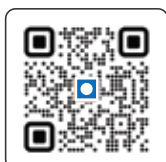
Enabling Digital Transformation

Using local Content for **People, Businesses, Organizations, and Governments.**

businessgateways (India), the technology arm of **businessgateways International** LLC (Oman) delivers National Level Solutions through Self-Sustaining Build & Operate /Transfer models.

We specialise in digital transformation of strategic systems for Governments and Organisations that are specifically engineered to Impact and Promote improved **Governance / Local Content or In-Country Value (ICV) / Procurement / National Subsidies / Foreign Direct Investments (FDI) / Business Stimulation** that positively influence the growth of businesses, people and local communities.

Business Gateways International LLC is the proud Recipient of the 'Envisioners of Technology Award In Enabling Oman Vision 2040' for the second consecutive year.



www.businessgateways.com



www.businessgateways.in

● Enhance ● Expand ● Excel



Joint Supplier Registration System (JSRS)

Domain Procurement



The Joint Supplier Registration System (JSRS) is an In-Country Value (ICV) initiative of the Ministry of Energy and Minerals & the Oil & Gas Operating Companies of Oman. The JSRS Certificate is a mandatory requirement for the National & International Suppliers, to engage with the procurement opportunities of Oman's Oil & Gas Industry and other industries.

Launched Year: **2014**

Delivery Type: **Build, Own and Operate**

Count of Buyers: **28+**

Count of Suppliers: **15000+**

Countries: **100+**

Products & Services: **170000+**

Product Owner: Ministry of Energy and Minerals

Stakeholders: Oman's Oil & Gas industry, Other Industry Buyers, Suppliers, and Business Gateways International



National Subsidy System (NSS)

Domain National Subsidy



The NSS is an In-Country Initiative (ICV) aimed at supporting the Omani Nationals benefit from the multiple Subsidies that the Government of Oman provides, such as Internal Scholarship, Fuel prices and utilities such as Electricity and Water Charges.

Delivery Type: **Build, Operate and Transfer**

Fuel Subsidy System Launched Year: **2018**

Electricity Subsidy System Launched Year: **2021**

Internal Scholarship Subsidy System Launched Year: **2024**

Fuel Subsidy beneficiaries: **600,000+**

Electricity & Water Subsidy beneficiaries: **200,000+**

Internal Scholarship Subsidy beneficiaries:

Product Owner: Ministry of Energy & Minerals, National Subsidy System Committee for Fuel, Electricity & Water.

Stakeholders: Royal Oman Police, Ministry of Agriculture, Fisheries and Water Resources, Al-Maha Petroleum Products Marketing Company, Oman Oil Marketing Company, Shell Oman Marketing Company, Authority For Public Services Regulation, Ministry of Social Development, Electricity Distribution Companies.



الجمعية العمانية للطاقة
Oman Energy Association

OPAL USP

Domain

Training

A single platform focusing on the Energy & Minerals sector for agreeing and promoting work standards to increase competencies and professionalism. The long-term target of OPAL is to have the Oman's Energy Industry in a world class level, internationally competitive and as a figurehead in the sustainable management of Hydrocarbons and Renewable energy.

Launched Year: **2023**

Delivery Type: **Build, Transfer and Maintain**

Product Owner: Oman Society for Petroleum Services

Stakeholders: Training Evaluation Centre, Technical Inspection Centre (RAS), Technical Installation Centre (IVMS Vendor), Operators, OPAL Admin



استثمر في عُمان
Invest OMAN

Sultanate of Oman سلطنة عُمان
وزارة التجارة والصناعة وترويج الاستثمار
Ministry of Commerce, Industry & Investment Promotion



Foreign Direct Investment (FDI)

Domain

Investment Platform

Invest Oman is the official investment marketing initiative for the sultanate. Managed by Ministry of Commerce, Industry & Investment Promotion (MoCIIP) to promote Oman as a base for businesses & support and facilitate those interested in investing in Oman.

Launched Year: **2019**

Delivery Type: **Build & Transfer**

Product Owner: Ministry of Commerce, Industry & Investment Promotion (MoCIIP)

Product Developed by: Business Gateways International

GOPROC

GOPROC

Domain

eProcurement



businessgateways
INTERNATIONAL - INDIA

Goproc, driven by businessgateways, is a fully outsourced eAuction and eTendering model, enabling corporate organizations dispose and purchase their assets in a transparent and compliant environment, delivering more value to Events Authorities (Auctioneers or Tendering Authorities) and Bidders. We have successfully launched a similar eprocurement platform in the name of bidproc for the Oman Industry.

Launched Year: **2023**

Delivery Type: **Build, Own and Operate**

Product Owner: Business Gateways International India

Stakeholders: Auctioneers, Buyers, Business Gateways Admin



Qimam Platform

Domain ICV Reporting & Monitoring System



جهاز الاستثمار العماني
Oman Investment Authority

The Oman Investment Authority (OIA) is an Unified ICV System to unite all the OIA entities on a shared platform. The aim is to enhance the strategic and operational impact of the ICV (In-Country Value) and promote an efficient collaboration and monitoring of ICV goals in order to manage government investments across different industries and sectors.

Product Launch Year: **2024**

Delivery Type: **Build, Transfer and Maintain**

Product Owner: Oman Investment Authority

Stakeholders: Oman Investment Authority Corporate, Holding Companies, Subsidiary Companies, Contractors



AABF

Domain Procurement



businessgateways
INTERNATIONAL - INDIA

Fostering opportunities in Procurement & Investments by Integrating Nations within Arab and African regions. Creating a B2B ecosystem to facilitate Trade and partnerships among the nations connected to the AABF and foster opportunities in Procurement & Investments by integrating nations within Arab & Africa. Develop and Nurture a credible ecosystem of certified companies through online diligence models.

Product Start Year: **2024**

Delivery Type: **Build, Own and Operate**

Product Owner: Business Gateways International

JSRS

JSRS, Oman's national procurement system for the entire Oil & Gas Industry, is a major success story addressing such challenges for over 9 years now. The Mandate by Oman's Ministry of Energy & Minerals to implement a national level centralized supplier pool for all its 19 Oil & Gas operators in 2014, greatly helped to 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.
- Attracting best of breed Suppliers from across the globe to stay connected online and deliver
- Lack of Supplier Credibility Assessment and due diligence processes.

Contact us, if you have a comparable need.

Post JSRS Implementation on behalf of



The JSRS with its current & dynamically updated supplier data and monitoring mechanism enables all the 25+ 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's Ministry of Energy & Minerals In-Country Value (ICV)

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

Want to join the JSRS community, visit www.businessgateways.com



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 Internal Scholarship, Fuel prices and utilities such as Electricity and Water Charges.

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 are operated by the NSS, They are,

The Fuel Subsidy and the Electrical & 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 Fisherman & 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 the current family incomes maintained by the Royal Oman Police Authority, fixing the rate of subsidy each day based on the 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 Direct Investment

Foreign Direct Investment platform is branded as Invest in Oman.

Every country or state, big or small, is looking at all means to attract FDI 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 LCC (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 on a Build & Transfer model.

Invest In Oman - 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.



GOPROC

Integrated eProcurement System



eProcurement Services

eAuction System (Forward & Reverse)

An Integrated Purchase & Disposal process enabling organizations to execute eAuction events & deliver maximum savings and revenue generations.

Supplier & Buyer Management System

Streamline - Vendor Profile Management, Data Validation, Sourcing Hub, Contracts Management / Monitoring & Performance Feedback.

eTendering System

Automate & Conduct entire tendering process online to create an event in Closed Bid, Enterprise level Management (Set Specific Role to Users), Capture Reports & Audit trials.

Purchase Management System

Manages Efficient purchasing cycle involving integrated procure – to – pay process enabling - Enquiry Process, Award, Logistic Tracking, GRN, Vendor Invoice Processing, Supplier Appraisal / Monitoring System.

Supplier & Buyer Management System - Modules

Supplier Portal

Stakeholders

- Buyer Company
- Supplier
- Logistics Agent

Supplier Registration

- Invite For Registration
- New Supplier Registration
- Import Data For Local Repository

Dashboard

- Dynamic (Business Source / Stakeholders)

Supplier Profile Management

Company Profile Product Profile / Mapping

Enterprise Admin

- User Creation
- Invite Users
- Role Configuration

Purchase Management System

- RFQ Management
- Purchase Order Management
- Advance Shipping Notes
- Delivery Challan
- Shipment Tracker
- Performa Invoice
- Commercial Invoice
- GRN Management
- Return Note Management

Notification Management

- Email Notification
- System Notification

Reports Account Settings

- Change Of Password
- Update Mobile Number
- Two – Factor Authentication
- Notification Alert Configuration



Local Content (In-Country value)

Precisely stated, we are the "enablers" of Local Content Creation in all of 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 grassroot 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 grassroot 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 form an empowerment perspective by enabling our robust online platform to further improve efficiency of the existing models by studying challenges and impact points to speed up the Local Content Development while trying to navigate towards long term sustainable goals. For those who are currently on their approach to implementing the Local Content Development program, we can certainly provide an empowering viewpoint by identifying difficulties and impact areas in order to speed the adoption of Local Content Creation.

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 includeing 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!



Digital Transformation Solutions

Governments

- Local Content Development (ICV) •
- National Subsidy Systems •
- National Supplier Certifications •
- National Procurement Systems •
- Foreign Direct Investment Systems •
- MSME Business Stimulation Platforms •
- Startup Nurturing Frameworks •

On
Self-Sustaining Build & Operate Models

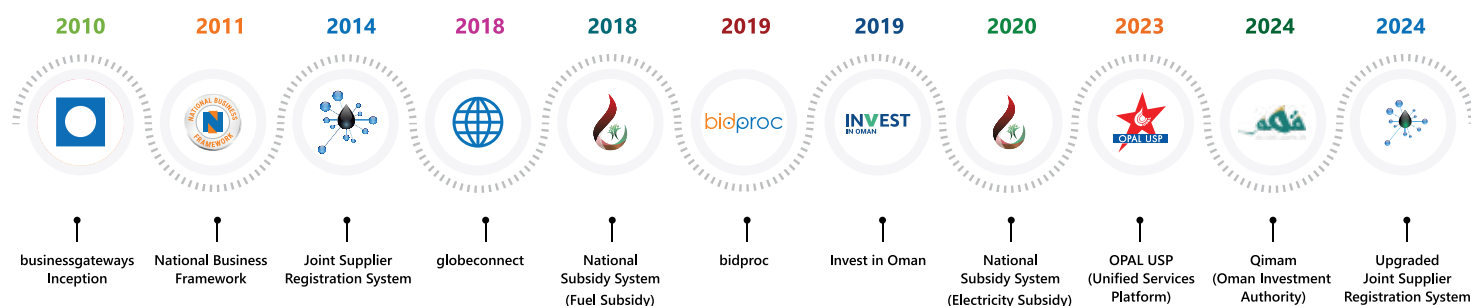
Organizations

- Contracts Management Systems
- eTendering System
- eAuction System (Forward / Reverse)
- Suppliers & Buyers Management Systems
- IT Consulting Services
- Bespoke Integrated Frameworks
- Digital Marketing Services

On
SaaS & White Labelling Models

Projects built for businessgateways Oman

on Build & Operate/Transfer models



Our IT Consulting & Development Services

- Web & Mobile App Architecture & Development
- Data Science (AI / ML / BI)
- Internet of Things (IoT)
- Augmented Virtual Reality
- IT Infrastructure Architecture & Maintenance
- Blockchain
- Cyber Security
- Database Architecture & Administration

Stakeholders



JSRS Buyers Community



Mazoon Petrogas (BVI) Ltd.



Other Industry Buyers



28+
JSRS BUYERS
COMMUNITY

AND

15000+
JSRS CERTIFIED
SUPPLIERS NETWORK

FROM

100+
COUNTRIES

OFFERING

170000+
PRODUCTS &
SERVICES

Connected
On

JSRS
CSN | Certified
Suppliers
Network

SUBSIDY REGISTRATIONS INFORMATION

Total Registrations	Fuel Subsidy	Electricity & Water Subsidy
650,000+	600,000+	200,000+

FUEL MARKETING COMPANY



businessgateways
INTERNATIONAL - INDIA

www.businessgateways.in



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