TIAMAT INTELLIGENCE™

Gulf Oil & Gas Contracting & Supplier Access Report

Buyers, project signals, award intelligence and supplier-entry routes

SAUDI ARABIA / UNITED ARAB EMIRATES
QATAR / OMAN / KUWAIT / BAHRAIN / IRAQ

FREE SAMPLE • SELECTED EXTRACT
Source review: 15 November 2026

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About this sample

This selected extract shows the research approach and Saudi supplier-route analysis in Edition 01. The full research-review edition also covers the UAE, Qatar, Oman, Kuwait, Bahrain and Iraq, with EPC routes, project context, disclosed awards, qualification worksheets and supplier actions. This sample is not the full publication and is not a live tender list.

Official buyer portals govern registration, eligibility, documents and submissions. The report is independent and does not represent a buyer, certify suppliers or guarantee invitations or awards. Public notices and requirements can change after 15 November 2026.

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2. Saudi Arabia — Aramco Buyer Access, GBS and iktva

Buyer dossier and access architecture

Company: Saudi Arabian Oil Company (Aramco).

Role: operator, owner and direct purchaser of materials and services.

Channel: official supplier hub and geography-/supplier-type-specific registration; contracting-service prequalification and General Bid Slates where applicable.

Standing limitation: registration, qualification, slate inclusion, invitation and award are separate gates; registration or qualification does not guarantee business. [1] [2]

Aramco's public supplier hub states that all companies supplying goods and services must be registered, but the process depends on supplier location and type: material vendor, manufacturer or service provider. The practical first step is therefore to classify the offer and legal footprint before choosing a route. A material manufacturer should identify the product family and manufacturing facility; a contractor should identify a specific service scope. The company should not conflate permission to maintain a supplier record with technical acceptance of everything it offers. [1]

For a Saudi-based company, registration is through Aramco's e-Marketplace. The published requirements include a valid Commercial Registration; Industrial Licence for manufacturers; Investment Licence where applicable; Zakat and VAT certificates; GOSI certificate; Civil Defense or equivalent government licence; Chamber of Commerce membership; Contractor Government Classification where applicable for service providers; acknowledgement of the Supplier Code of Conduct; bank reference letter; ownership profile; authorised-signatory letter; Jadeer certificate where applicable for SMEs; and Cybersecurity Compliance Certificate. Aramco expressly says this list does not apply to suppliers based outside Saudi Arabia. A Saudi entity should treat document currency, scope alignment and signatory authority as onboarding workstreams, not proof of technical qualification. [1]

Contractor access: the General Bid Slate is scope-specific

Aramco's Contracting Opportunities page describes General Bid Slates, or GBSs, as approved lists of prequalified suppliers for specific services. Registered contractors may request consideration for prequalification and inclusion for a defined scope. Published examples include drilling and workover, project management, corporate maintenance, marine services, community services, pipelines, transportation, environmental protection and other services. The page does not establish that every category is open at all times or that an application produces an invitation. [2]

The sequence for business-development planning is to register, identify a matching scope, request or monitor prequalification, satisfy the applicable technical and assessment requirements, obtain GBS inclusion if selected, and then await a relevant contracting action or invitation. A contractor should maintain a status record at each stage. If only registration is complete, the dossier should say "registered"; it should not say "approved for projects" or "invited bidder." [1] [2]

The contracting page links a 2026 Safety Prequalification Quick Reference Guide. Aramco's supplier guide describes separate pass/fail safety prequalification for GBS inclusion and distinguishes registration from contractor prequalification. Safety is therefore not merely a marketing annex. Comparable experience, performance, equipment, resources, financial capacity, quality systems and safety evidence should be assembled into a controlled pack, with the exact scope-specific questionnaire governing the final response. The public pages do not establish an entitlement to a slate place. [2] [8]

International manufacturers and service providers

An overseas company should not default to creating a Saudi subsidiary merely to submit an initial inquiry. Aramco's international-suppliers page routes out-of-Kingdom companies to the affiliate for their geographic area: Aramco Americas for the Western Hemisphere; Aramco Overseas Company for Europe, Russia and Africa; Aramco Asia entities for specified Asian markets; and Aramco's Dhahran office for material suppliers based in the GCC, Iraq, Jordan, Lebanon, Egypt, Sudan, Somalia, Pakistan, Afghanistan, Bangladesh and Kenya. The affiliate evaluates whether there is a business need for additional materials or services and whether the supplier is financially and technically acceptable. Suppliers demonstrating significant technical or commercial benefit may be further considered. [3]

This is a routing rule, not approval. An international manufacturer's capability file should identify the exact product family, manufacturing plant and country, applicable standards, references, testing and quality certifications, production capacity, lead time, export history, aftermarket support and Saudi use case. These are recommended preparation fields rather than an invented universal Aramco questionnaire. The affiliate or Dhahran team determines whether there is a registration need. For GCC-based material suppliers, the official page directs registration through e-Marketplace; service-provider treatment should be confirmed against the current workflow rather than assumed from the material-supplier route. [1] [3]

What is not proved: the reviewed sources do not establish a registration fee, current category opening dates, foreign-owned eligibility for every GBS scope or a public package invitation.

Next action: select the geography and supplier-type route, submit a concise relevant capability file, and obtain written clarity on the next qualification step through the official channel. Tiamat Intelligence™ is not an Aramco-authorised registration intermediary; inclusion here is not buyer approval.

iktva: localization strategy rather than a universal minimum

Aramco describes In-Kingdom Total Value Add, or iktva, as a program to drive supply-chain efficiency and value, develop localized manufacturing and services, and build a globally competitive Saudi energy sector. The current official page states a goal to retain **75% of Aramco procurement spend in-Kingdom**. It reports that, at the start of 2026, 70% of procurement spending contributed to local content, with 350 active investments and 350 new manufacturing facilities enabled since launch. These are program-level statements, not a supplier admission threshold. [4]

Aramco's 13 January 2025 announcement reported a 67% iktva score in its 2024 procurement of goods and services, up from 35% in 2015. The same release described an intent to reach 70%, 210 localization opportunities across 12 sectors and approximately $28 billion estimated annual market size for those opportunities. It also covered 145 agreements and memoranda of understanding valued at approximately $9 billion and 12 iktva excellence awards. Those

statements have different meanings: an announced opportunity estimate is not a purchase order; an MoU is not necessarily a firm procurement commitment; and an excellence award is recognition. [5]

The reviewed official sources do not establish a single current iktva minimum for registration or every bid. A supplier should ask the relevant solicitation or Aramco contact which evidence, methodology and target apply to its entity and contract. A serious plan can map Saudi manufacturing, repair, warehousing, training, engineering, R&D, supplier development, exports and Saudi employment to the offered package without promising a score before the verification route is confirmed. Aramco's published sector materials include offshore, oilfield services, instrumentation, static and rotating equipment, and nonmetallics; they are localization signals, not sourcing guarantees. [4]

Verified project and package signals

Jafurah and Master Gas System expansion — 30 June 2024. Aramco announced 16 contracts worth approximately $12.4 billion for Jafurah phase two, covering gas compression, pipelines, gas-processing trains, utilities, sulfur and export facilities, and Riyas NGL fractionation facilities. Separately, it announced 15 lump-sum turnkey contracts worth approximately $8.8 billion for Master Gas System phase three, including approximately 4,000 km of pipelines and 17 gas-compression trains. The announcement also recorded 23 gas-rig contracts worth $2.4 billion, two directional-drilling contracts worth $612 million, and 13 Jafurah well-tie-in contracts worth $1.63 billion awarded between December 2022 and May 2024. This evidences project scale and package types, not an open entry route to awarded work. [6]

Fadhili Gas Plant Increment — 2 April 2024. Aramco awarded $7.7 billion of EPC contracts to Samsung Engineering, GS Engineering & Construction Corporation and Nesma & Partners. The project was intended to increase processing capacity from 2.5 to up to 4 bscfd, add 1.5 bscfd of capacity, and raise sulfur production by 2,300 metric tons per day. Aramco stated expected completion by November 2027. That is the issuer's completion expectation at announcement, not an independently revalidated schedule. The named recipients are defensible accounts for equipment and subcontracting intelligence, but the release does not establish current package availability. [7]

iktva ecosystem — 13 January 2025. The agreements, MoUs, recognition winners and localization opportunity materials identify partnership activity. A supplier should use them to refine a Saudi value proposition and then determine whether an actual solicitation, investor-screening process or EPC vendor route exists. They are not a substitute for such evidence. [5] [4]

Saudi supplier execution and remaining questions

The immediate work is to classify the supplier, select the official route, prepare separate registration and qualification packs, map a precise contractor scope or product family, and confirm the applicable localization evidence. For named projects, engage the published EPC or service-company ecosystem only as a potential vendor/subcontract route. The public evidence does not verify current offshore call-off mechanics, a complete offshore contractor roster, package-level invitation rules or live deadlines.

The principal avoidable risks are stale portal instructions, scope mismatch, treating registration as technical acceptance, treating GBS as invitation and treating a historical award as open sourcing. Document these distinctions once in the account plan, maintain an evidence owner and revisit only the route and requirements relevant to the intended offer.

How to use the full edition

Identify the legal buyer and relevant supply category. Check the official route. Distinguish registration from prequalification, invitation and award. Use source-linked project and contractor context to decide what your team should verify next. Treat unavailable or unpublished information as a gap—not an opportunity.

References

[1] Aramco — Become a supplier. Source link

[2] Aramco — Contracting opportunities. Source link

[3] Aramco — Out of Kingdom suppliers. Source link

[4] Aramco — iktva. Source link

[5] Aramco — 145 agreements and MoUs at iktva Forum, 13 January 2025. Source link

[6] Aramco — Strategic gas expansion contract awards, 30 June 2024. Source link

[7] Aramco — Fadhili Gas Plant Increment EPC awards, 2 April 2024. Source link

[8] Aramco — Doing Business with Saudi Aramco supplier guide. Source link