



**businessgateways**  
INTERNATIONAL

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

# Enabling Digital Transformation

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# Who we are

- Business Gateways International (BGI), are ITES Omani Organization founded in 2010 with a vision to drive B2B initiatives in Oman and beyond
- An organization driven by Techno-Innovation with a passion for disruptive ideas and charting an innovative growth and impact strategy
- Fast gaining global recognition while continuously striving to be the technology enabler of Oman's strategic initiative.

75%  
Omanization

2022 Winner  
of OER Award  
for ICV Enablement

12 Years of  
Successful Operation

Dev-Ops  
India Subsidiary

ISO 27001 : 2013  
ISO 9001 : 2015

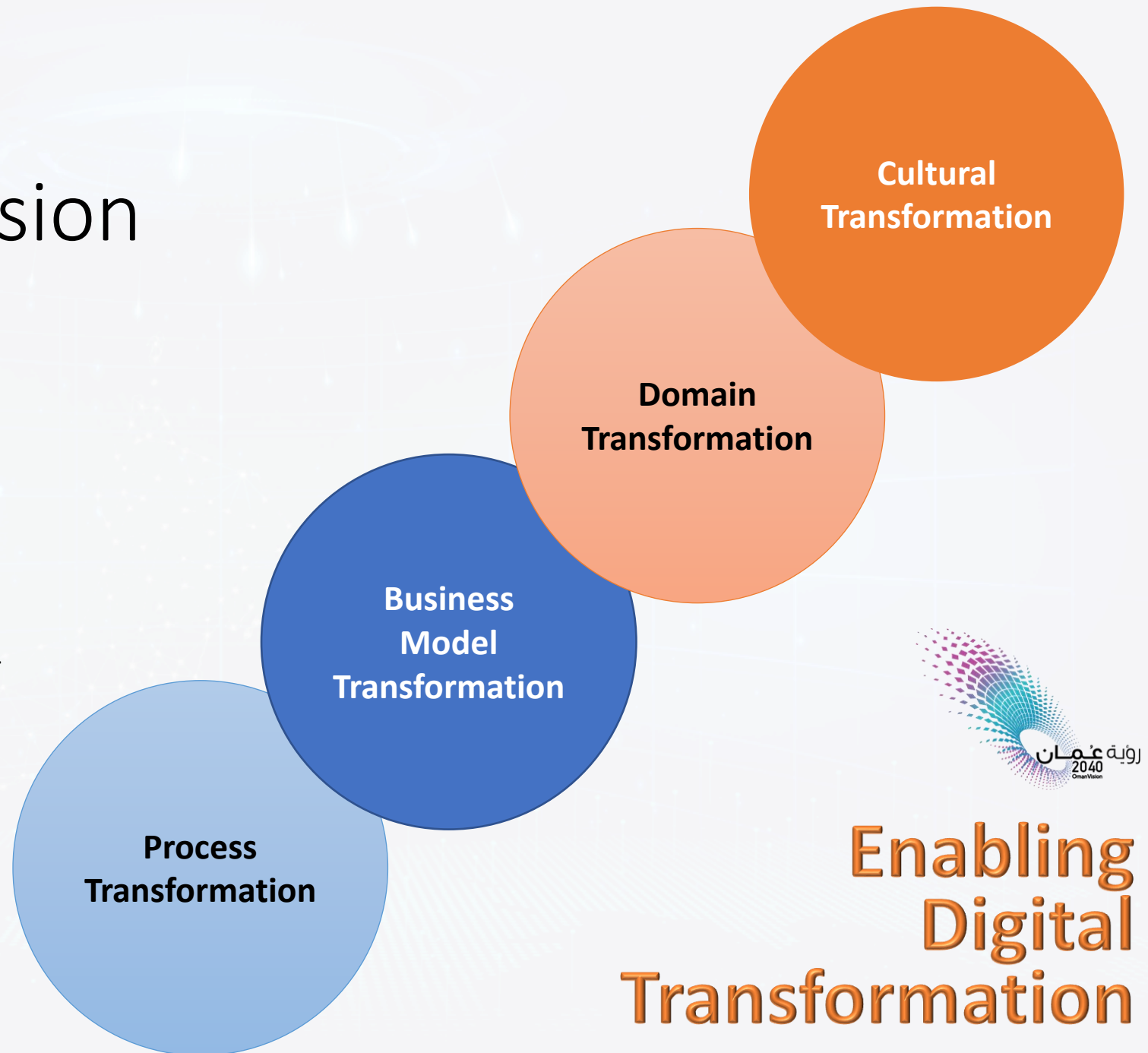
# BGI's Vision and Mission

- **Vision**

Deliver IT Platforms that inspire communities worldwide, live and work better.

- **Mission**

Help our stakeholders achieve operational excellence by consulting, building & operating IT platforms on their behalf through sustainable models that positively impact efficiency, governance, and trust.



# BGI achievements timeline, since 2010





Sultanate of Oman

Presentation on

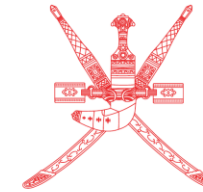


**Mandatory Supplier Certification**

**To Oman's Oil & Gas Industry**

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

An In-Country Value (ICV) Initiative of



**وزارة الطاقة والمعادن**  
Ministry of Energy and Minerals

And Oil & Gas Operators of Oman

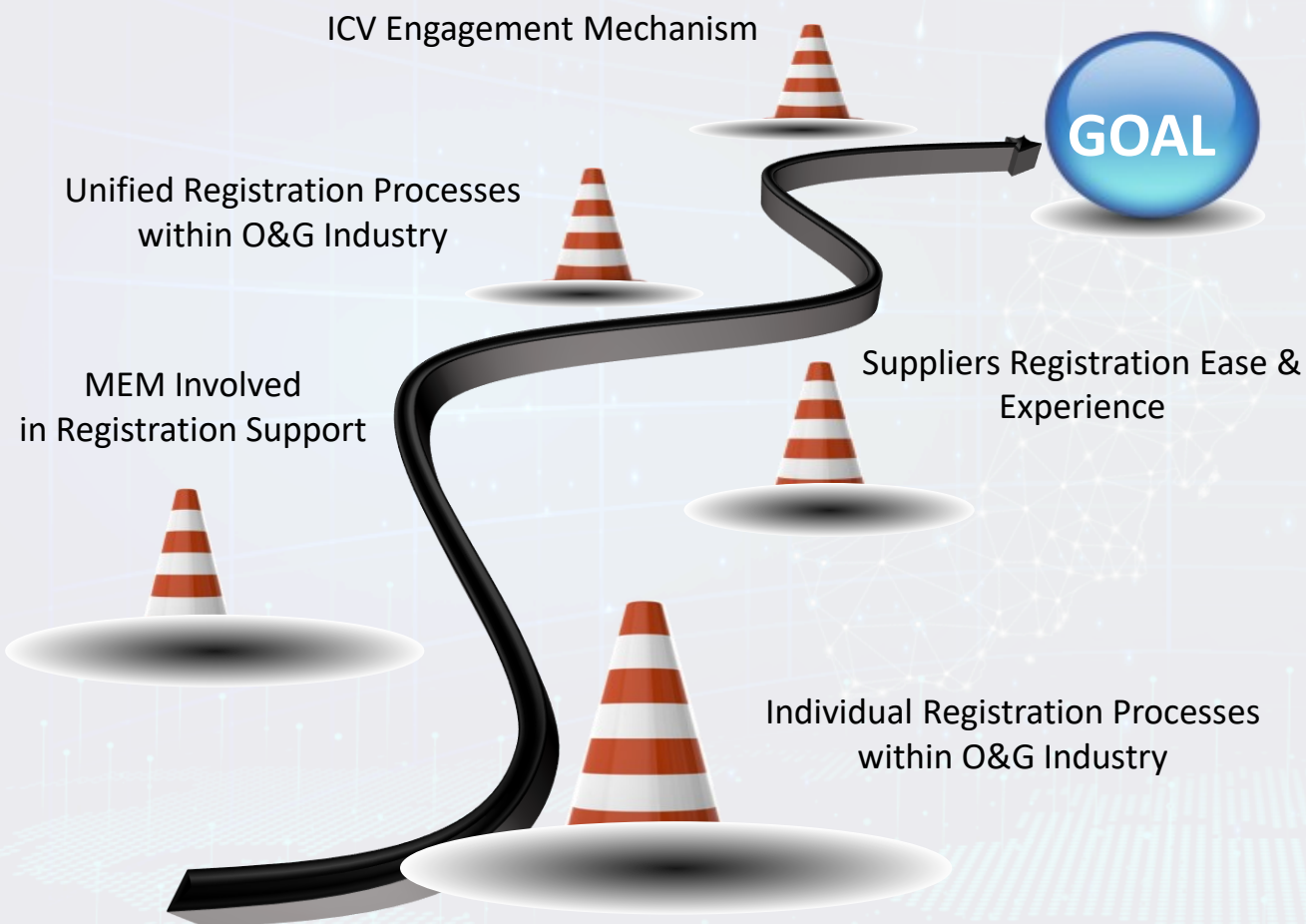


15<sup>th</sup> Oct 2022



# The JSRS Journey

## Need for a Unified Registration Platform



# The JSRS Background

## Oman Grown Sector Driven Procurement

### Inception

- Oman's Ministry of Energy & Minerals – ICV Initiative bringing all Operators onto a common Procurement Platform
- Stakeholders : All O&G Operators
- Awarded to businessgateways (BOO) – 2013
- Commenced Live Operations - 2014
- Objective : *Single-Window Supplier Registration System for Procurement to create a Unified Supplier Pool for Procurement*
- **Mandatory Registration System for Suppliers & Fully Endorsed by O&G Operators**
- Expanded to serve Procurement of ALL Industries through the JSRS Buyers Community



# The JSRS Ecosystem

- **JSRS Buyers Community**

- A group of highly reputed Oman based corporates, engaging the JSRS Supplier Network for procurement.

- **JSRS Contracting Community**

- Oman's top contracting companies, certified on the JSRS, who execute Projects of JSRS Buyers Community.

- **JSRS Certified Suppliers Network**

- Validated & business-ready supplier group, utilized for Procurement by JSRS Buyers Community and JSRS Contracting Community
- Detailed Supplier Sourcing Approach

- **JSRS Governance Community**

- Enabling key governmental organizations support business development in their geographic boundaries

- **Business Facilitation**

- Enabling geographical expansion of JSRS Certified Suppliers

## Buyers Community

O&G Operators  
Other Industry Buyers

## Governance Community

Ministry of Energy & Minerals

## Contracting Community

EPCs  
Main Contractors  
Sub Contractors

## Business Facilitation

Embassies  
International Trade  
Development Bodies

## JSRS Certified Suppliers Network

Omani Companies across ALL Sectors  
International Companies



# JSRS Buyers Community on the JSRS Ecosystem

Oman's Operators & Other Industry Buyers, utilizing JSRS Suppliers for Procurement Activities

## Oil & Gas Operators



## Other Industries Buyers



# Mandates on Operator Websites

Vendors x

www.pdo.co.om/en/business-with-pdo/vendor-registration-at-pdo/Pages/default.aspx

عربي e-services home careers contact

Search this site...

Home About PDO Technical Expertise Community Business With PDO News People Knowledge World

Home / English / Business with PDO / Vendor Registration at PDO

## Vendor Registration

All vendors and suppliers of products and services who wish to do business with PDO, should be qualified and registered at Business Gateway International (BGI) in the new Oil & Gas sector's Joint Supplier Registration System (JSRS).

Registration through BGI:

- To register with BGI, please follow <https://www.businessgateways.com>

<https://businessgateways.com/operators-mandate>

<http://www.pdo.co.om/en/business-with-pdo/vendor-registration-at-pdo/Pages/default.aspx>

# Mandates on Operator Websites

https://www.daleelpetroleum.com/business-with-us/supplier-registration-jsrs

CONTACT US +968 24394200 | DALEEL@DAPECO.COM.OM

DALEEL PETROLEUM LLC

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Supplier Registration (JSRS)

Upcoming Tenders

Engineering Projects

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https://www.daleelpetroleum.com/business-with-us/supplier-registration-jsrs

https://businessgateways.com/operators-mandate

Daleel Petroleum is proud to support the Joint Supplier Registration System (JSRS), the In-Country Value initiative led by the Ministry of Oil & Gas, Sultanate of Oman.

Please note that registration on the JSRS is mandatory for all suppliers interested in doing business with Daleel Petroleum.

TO REGISTER PLEASE VISIT  
[WWW.BUSINESSGATEWAYS.COM](http://WWW.BUSINESSGATEWAYS.COM)



# Gateway To Oman's Oil & Gas And Other Industries



## CERTIFICATION PROCESS



**CERTIFICATE OF APPROVAL**  
*Awarded to*

\_\_\_\_\_

As an Approved Supplier to the Oman Oil & Gas Industry's Joint Supplier Registration System (JSRS)

Country of Origin : \_\_\_\_\_ JSRS Supplier Code : \_\_\_\_\_

Registration Date : \_\_\_\_\_ Valid till : \_\_\_\_\_

Special Status : \_\_\_\_\_ National SME Classification : \_\_\_\_\_



This Certificate is issued for supplying Products & Services to Oil & Gas and other related Industries in Oman and is not valid to acquire permits from other Governmental or Non-Governmental agencies.

Certificate No. : JSRSOMS490067001 / Issued On : 12-08-2018



# JSRS Architecture



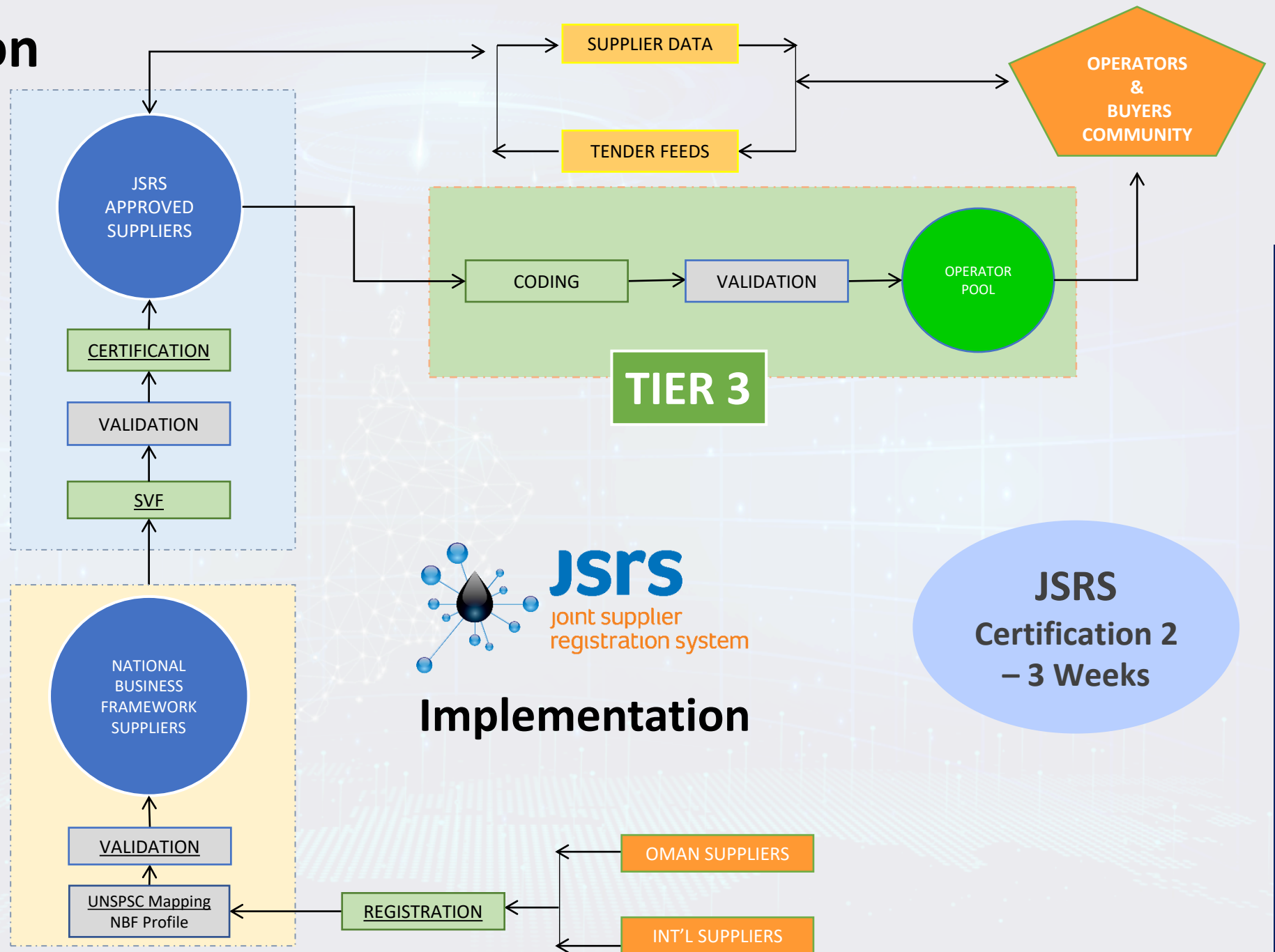
# JSRS Registration Process



**TIER 2**



**TIER 1**



# JSRS Certification Supplier Validation Form

## ➤ JSRS Contact

- Validation Process Contact
- Business Development Contact

## ➤ Corporate Summary

- Company Contact Information
- Commercial Registration Document
- Chamber of Commerce Certificate
- Municipality / office leasing Certificate
- SME / Riyada Document

## ➤ Subsidiary Companies

- Subsidiary Company Details

## ➤ Financials

- Bank Detail
- Financial Reports

## ➤ Products / Services

- Risk Categorization
- Manufacturer's Permit
- Agency / Distributor Certificates
- Contract Experience / LPO / Relevant Supporting Documents
- Origin Oman Goods

## ➤ QMS / HSE

- HSE Compliance Certification
- HSE Policy & Manual
- LTI (Lost Time Injury)
- Quality Policy & Manual

## ➤ In-Country Value (ICV) Elements

- Omanisation certification from the Ministry of Manpower & PASI
- Origin Oman Certification of Products
- Breakdown of Omani Head counts in Job Categories

## ➤ Special Status

- Local Community Contractors Relationship
- Owners ID Cards

## ➤ Insurance

- Professional Indemnity Insurance with Documents
- Third Party Insurance with Documents
- Staff Health Insurance with Documents

## ➤ Infrastructure

- Branch-wise detail of Equipment
- Plant & Machinery
- Warehouse & store
- Workshops

## ➤ Legal

- Legal Support Firm
- Litigation History
- In-House Legal Representative

## ➤ Shareholders Information

- Shareholder Details
- ID Number or Passport/CR Number (Company)
- Authorized Signatory Certificate
- Percentage of Stake

## ➤ Shareholders Companies

### Disclosure

## ➤ Shareholders Relationship

### Disclosure

# JSRS Supplier Certification Fees

Supplier Certification Fees			
Classification		1 Year	3 Years
<b>OMAN</b>	<b>SME Micro</b>	NA	OMR 50
	<b>SME Small</b>	NA	OMR100
	<b>SME Medium</b>	NA	OMR100
	<b>Large</b>	NA	OMR 900
<b>INTERNATIONAL</b>		<b>USD 1,000/-</b>	<b>USD 2,250/-</b>

## Certification Process Timeline

3-4 Weeks, on submission  
of all required documents



# JSRS Certified Suppliers Network (JSRS CSN)

- JSRS Certified Suppliers Network (CSN) are from Oman and 100+ countries.
- JSRS CSN spans all key business sectors, and further segmented to industries & business source.
- JSRS CSN is visible to Oman's O&G Operators, Other Industry Buyers & Contractors.
- Over 130,000 Products and Services based on the International Coding standard – the UNSPSC structure have been validated on JSRS, till date.
- Certification Validity is Mandatory for Suppliers
  - to engage with Direct Contracts from O&G Operators
  - to engage on opportunities floated through the JSRS Contracts Management System.
- Certification Offers powerful B2B & VAS Benefits

**Jsrs**  
**CSN** | Certified  
Suppliers  
Network

# Gateway To Business Opportunities in Oman & GCC.

**JSrs**  
**CSN** | Certified  
Suppliers  
Network

## Quick Statistics



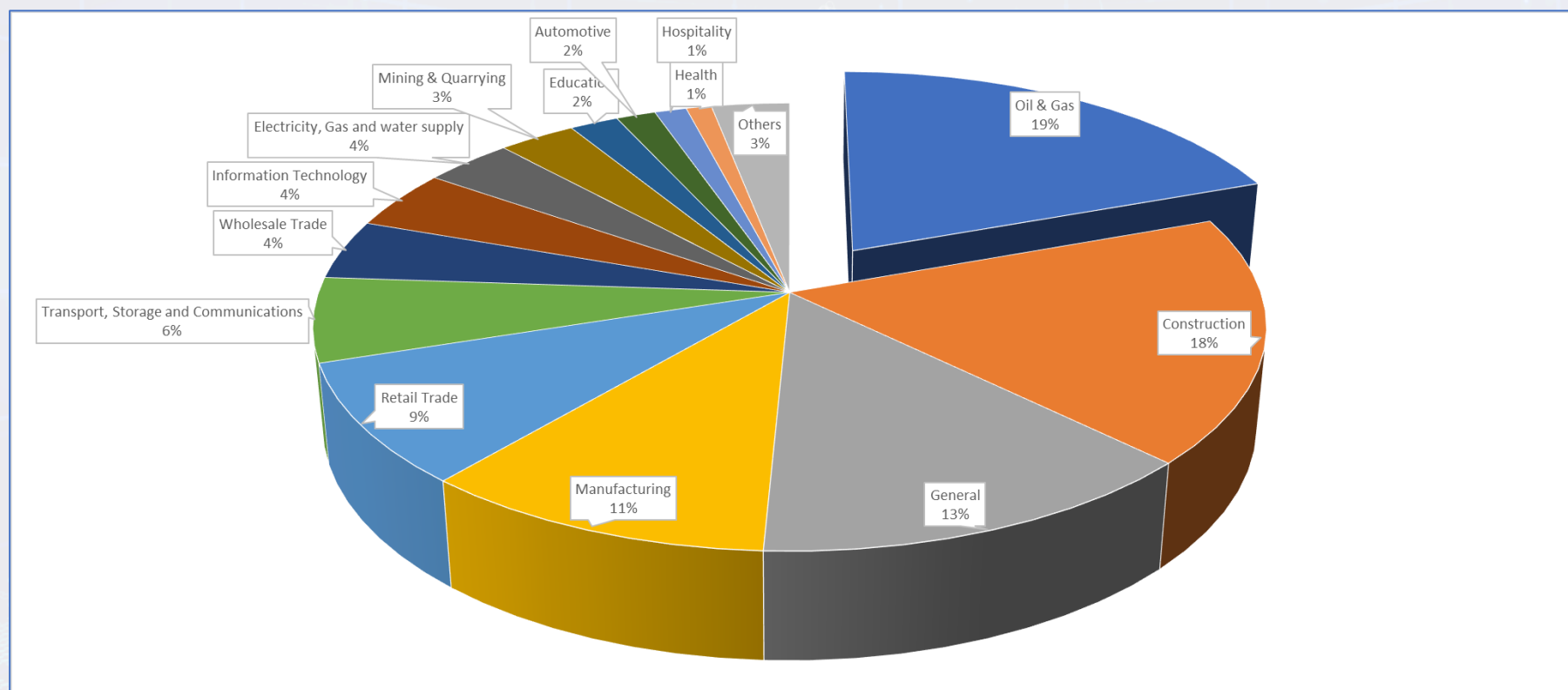
# JSRS Supplier Certification Benefits



Validation & Certification by the Ministry of Energy and Minerals, Oman.

1. **Mandatory** for Direct Orders from Oman's O&G Operators
2. **Mandatory** to Participate in Any Bids from O&G Operators, Contractors, received through the JSRS Contracts Management System.
3. JSRS Certification - Additional benefits
  - a) Receive Opportunities from **Oman's JSRS Buyers Community**.
  - b) Benefit from Direct visibility to **Operators, Main contractors / EPC's, and Other Suppliers**.
  - c) Connect with Omani **JSRS Certified Supplier Network** for joint **ICV** Project opportunities.
  - d) Identify and build business partnerships with **1000s** of companies from Oman and across **100+** countries.
  - e) Optionally, access to **Open Tender Notifications from across the GCC**
  - f) Connect to Government Trade Bodies and Embassies to further **expand business beyond borders**.

# Global Sector Spread







وزارة الطاقة والمعادن  
Ministry of Energy and Minerals

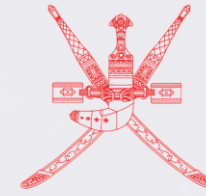


**Jsrs**  
**CMS** | Contracts  
Management  
System

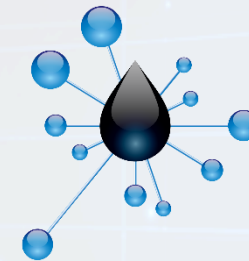
# Driving Oman's ICV Based SME / LCC Obligations

# In-Country Value (ICV) Oman

ICV is defined as the total spend retained in country that benefits business development, contributes to human capability development and stimulates productivity in Oman's economy.



وزارة الطاقة والمعادن  
Ministry of Energy and Minerals



**JSRS**

joint supplier  
registration system

Delivering ICV  
Opportunities to  
Omani SMEs & LCCs

## ICV Based Procurement Opportunities

- SME / LCC Obligations Spend
- Vendor Development Program
- Capacity & Capability Building of Local Companies
- Investment based National Operations



# Purpose



Source Suppliers & Award Contracts

Obligation Contracts

Regular Contracts



Contracts Repository

Implementation of Obligation based Contracts



Reports & Analytics



امسح للتنزيل



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Scan this image with your  
Mobile Camera to Download  
The JSRS CMS Booklet

# Gateway To Oman's Oil & Gas And Other Industries

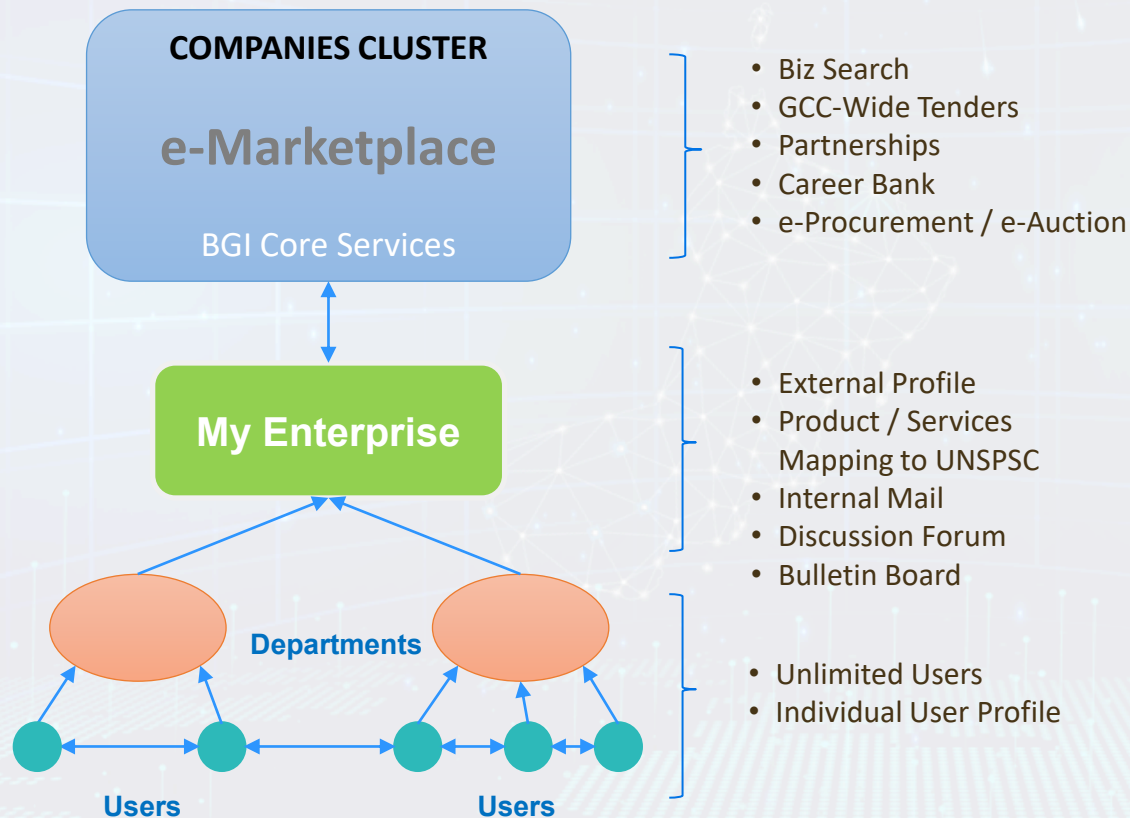


**B2B Stimulation &  
Value Added Service (VAS)**

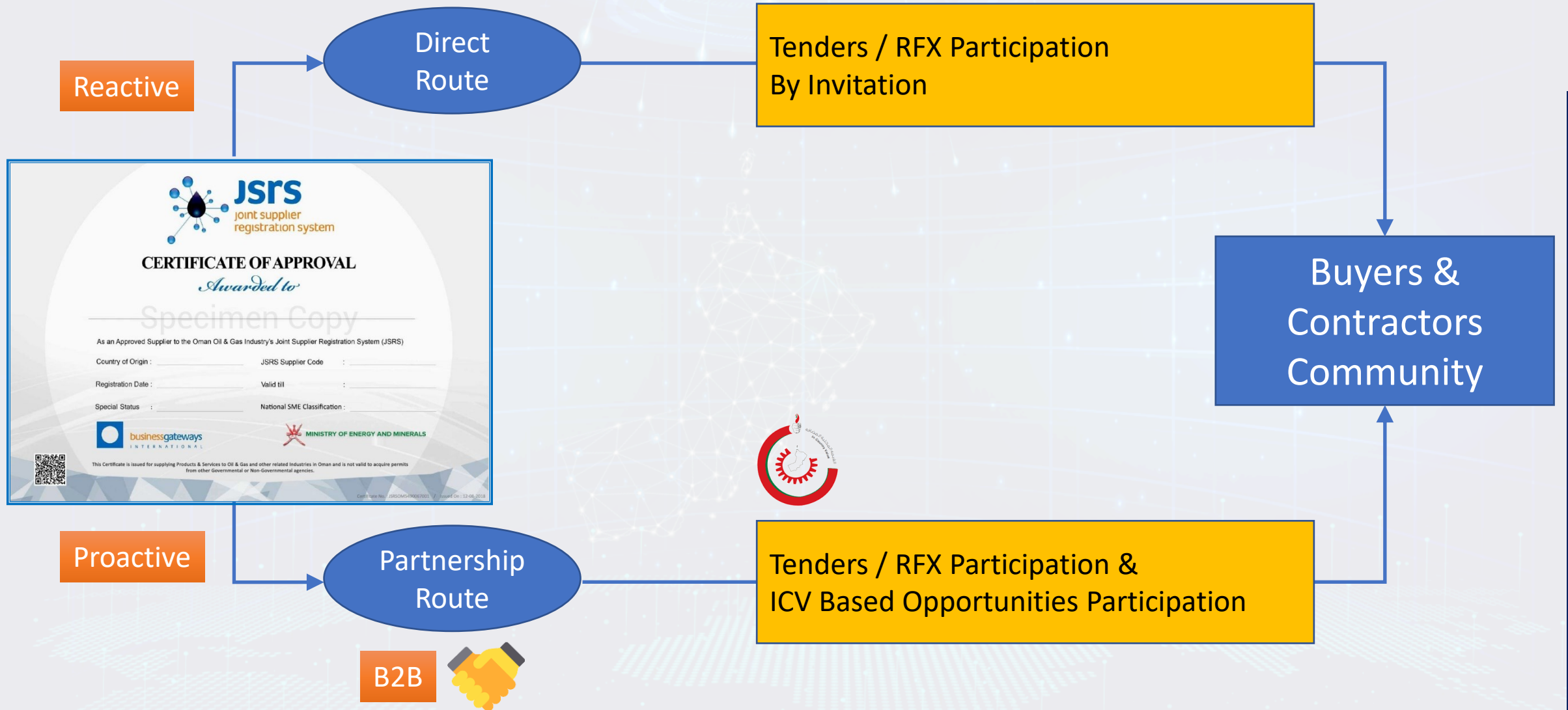


# The National Business Framework

## B2B on the Tier 1 of JSRS



# Opportunities Participation on JSRS



# Post Certification Engagement for JSRS Certified Suppliers



**Subscribe to GCC Open Tender Notifications!**

businessgateways offers GCC-Wide Tender Notifications from ALL Sectors across the 6 GCC countries.

A map of the GCC region showing Saudi Arabia, Kuwait, Bahrain, Qatar, UAE, and Oman, each with its national flag icon.





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**Oman Chamber of Commerce & Industry  
and businessgateways sign MoC to  
implement OCCI SME Hub.**

OCCI instructs Omani SMEs to register on  
JSRS, as a prerequisite to join the OCCI Hub and  
benefit

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

Follow us on Social Media #BGIinsights





# Complete Support System for Stakeholders

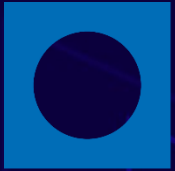
For JSRS Registration, visit:

**www.businessgateways.com**

**For Support:**

- JSRS Registration Support: [register@businessgateways.com](mailto:register@businessgateways.com)
- JSRS Post Registration Support :  
[jsrs@businessgateways.com](mailto:jsrs@businessgateways.com) | [support@businessgateways.com](mailto:support@businessgateways.com)
- Phone Support: **OMAN: +968 2416 6100 | INDIA: +91 7338896907**
- Web Chat Support: [www.businessgateways.com](http://www.businessgateways.com)





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# THANK YOU!

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