

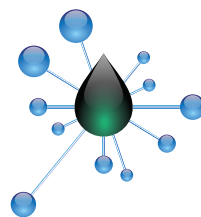
# Enabling ICV on JSRS through SME/LCC Obligation based Contract Opportunities.

وزارة الطاقة والمعادن  
Ministry of Energy and Minerals



**JSRS**  
**CMS**

Contracts  
Management  
System on



**JSRS**  
joint supplier  
registration system

*An ICV Opportunities Engagement System, for  
Omani SMEs & Local Community Contractors (LCCs)  
on the JSRS, leading to Contract Awards*

**JSRS-CMS Booklet**

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## Preamble

This JSRS-CMS Booklet, is produced by **businessgateways**, on behalf of the Oman Ministry of Energy & Minerals, to create an awareness on the JSRS-CMS across Omani SMEs, LCCs & Large Companies.

**This booklet extends an Invitation to all Omani SMEs and Local Community Contractors (LCC) to be JSRS Certified and actively engage in the Procurement Opportunities of JSRS Buyers (Oil & Gas Operators, Other Industry Buyers), their EPCs and Main Contractors.**

Read this carefully and understand how your company can qualify to receive new Business Opportunities from Oman JSRS Buyers & Contractors.



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

*The JSRS-CMS went live in 2018 and to date over **10 Million USD** worth of Contracts have been awarded to Eligible Omani SMEs & LCCs.*

## What is the JSRS?

The **Joint Supplier Registration System (JSRS)** is a Mandatory Certification System for Omani & International Suppliers, wanting to work with Oman's Oil & Gas Industry.



The JSRS is an **In-Country Value (ICV)** initiative of the **Oman Ministry of Energy & Minerals**, started in 2014, supported by all the Oil & Gas Operators in Oman and other specific Industry based Buyers.

The JSRS is hosted on [www.businessgateways.com](http://www.businessgateways.com)



## JSRS Certified Supplier Benefits:

1. Receive Tenders & Procurement Opportunities from Oman's Buyers Community.
2. The ability to build business partnerships with over thousands of companies across 100+ countries.
3. To exchange business opportunities between Omani companies and international companies.

## Who are the JSRS Buyers?

The JSRS Buyers include some of the major organizations across Oman's Oil & Gas and Other Industries, who use the JSRS Certified Suppliers Network (JSRS CSN) for their procurement needs.

### Oil & Gas Operators



### Other Industry Buyers



## JSRS-CMS Key Stats

Total Contracts on JSRS-CMS

USD **10 Billion +**

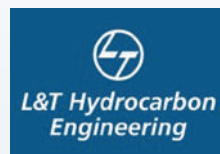
Projects Owners and Main Contractors using JSRS-CMS

**50 +**

Over **10 million** USD of business opportunities offered to Omani SME's & LCC's currently on the JSRS-CMS from Oil & Gas and Other Industries.

## Major Contractors on JSRS, Utilizing JSRS-CMS

### Partial List



## What is the need for JSRS-CMS?

Oman's Oil & Gas Industry In-Country Value (ICV) Initiative aims to develop Oman's Local Content.

One of the key objectives of Oman's ICV is to allocate a share of **10%** of the total spend, to eligible Omani SME / LCC Companies for certain Specific Contracts.



Some projects are required by major operators in the oil and gas sector to offer **10%** of the project value to Omani SMEs /LCCs in a bid to develop them.

One of the main challenges faced by Main Contractors during allocation of this **10%** Obligation Contracts to Omani SMEs is **Identifying Eligible Omani SMEs / LCCs for Contract Awards**.

### In addition, there were more challenges such as:

1. Effective Implementation of Sub-Contracting Obligations
2. Tracking and Monitoring of Obligation Contracts Awarded to Omani SMEs / LCCs
3. Equal Opportunity percolation to Omani SMEs / LCCs
4. Fair Competition in bids

These challenges mandated the implementation of JSRS Contracts Management System (JSRS-CMS).



The JSRS-CMS is a special initiative by the Ministry of Energy & Minerals, to offer Equal Opportunities to Omani SMEs / LCCs, during the process of dispersing ICV based Obligation Contract Awards.

## What are the Objectives of JSRS-CMS?

While the core objective of JSRS-CMS is to track and monitor Obligation Contracts awarded to Omani SMEs / LCCs, it serves a deeper purpose in creating Transparency and Equal Opportunity, across the journey of ICV Obligation Contract Awards in Oman.



### The broad objectives of JSRS-CMS from a Supplier's perspective are further defined

#### below:

1. To deliver Sub-Contracting & Contractual Obligations in a transparent environment
2. To monitor and track Contracts and Obligated Sub-Contracts across the entire project's supply chain
3. Generate Data for Analysis leading to more informed decisions, on supporting Omani SMEs / LCCs
4. To empower Supplier Communities (SMEs & LCCs) for completing their bids directly and transparently
5. To promote fair competition amongst Suppliers
6. To provide a platform for Suppliers to communicate with Main Contractor on Contract Performance

### Direct benefits of JSRS-CMS for Omani Companies, especially SMEs & LCCs

1. Receive Opportunities directly from Operators, Buyers & Main Contractors
2. Directly respond to Opportunities, and Bid for them from JSRS-CMS
3. Maintain a track record of all Opportunities received
4. Assign multiple users for management of Opportunity viewing and Bid submission on JSRS

## Ministry of Energy & Minerals, Sultanate of Oman

### JSRS Mandate

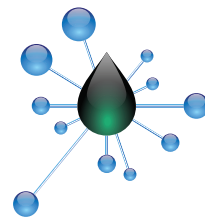
The Ministry of Energy & Minerals has issued a recent Mandate to Operators / Concession Companies.

As per the Mandate from the Ministry:

*Suppliers who wish to participate in all kinds of Bidding activities floated by the Operators, **MUST have an active JSRS Certificate.***

*Contractors or Suppliers who are awarded any Contract / PO **MUST** be mandatorily JSRS Certified and be holding an active JSRS Certificate during the tenure of their Contracts.*





## Training & Support

**businessgateways** conducts multiple **Webinars and Training Programs for SMEs & LCCs** to make best use of the JSRS-CMS. These are conducted both in **Arabic** and in **English**.




**JSRS-CMS Support Contact Centre**

#BGIinsights



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