

MARKET ENTRY FOR TECHNOLOGY VENDORS · QATAR

Be present in Qatar before you open an office.

Gulf Landing Pad gives international technology companies a registered, accountable local presence through Idrak, a Doha technology firm operating since 2013. One fixed monthly licence. No local hiring, no office lease, no building relationships from zero.

Book a market-entry call

Compare tiers

YOUR QATAR PRESENCE

Active

[Your company name]

Local representative

Idrak, Doha

In market since

Day one of your licence

Materials

Arabic and English

Opportunity monitoring

Your category

Tier

Growth Partner

Idrak's delivery references include

Ministry of JusticeQNBQatar AirwaysQatarEnergyQatargasOoredooMalomatia

Qatar rewards presence. Building it takes years.

Great products stall at the border for the same three reasons. Gulf Landing Pad removes all three from day one.

01 Buyers want someone local.

Government and enterprise buyers expect a named, accountable partner in the country before they shortlist a vendor.

02 Registration is its own project.

Vendor registration, procurement portals and Arabic documentation can consume months before the first real conversation.

03 Relationships are earned, not bought.

Access to decision makers comes from years of local delivery, not from a trade show booth or a cold email.

HOW IT WORKS

From signed licence to local presence in [ONBOARDING TIME].

1

Fit review

We confirm your product suits the Qatar market and does not compete with a vendor we already represent.

2

Onboard

We register as your local representative, localise your core materials into Arabic and set up your local contact point.

3

Represent

We handle inquiries, monitor opportunities in your category and report to you every month.

4

Grow

On Growth Partner, we take your product into our network and work deals alongside your team.

LICENCE TIERS

Two tiers. One fixed monthly licence.

Choose how involved you want Idrak to be. Start with representation, move to active selling when you are ready.

TIER 1 · LOWEST INVOLVEMENT

Representative

Idrak acts as your official local representative in Qatar. You sell, we make sure you are present.

[MONTHLY FEE] per month

✓ Named local representative and Doha business address

✓ Vendor registration support with relevant entities

✓ Local point of contact for client and partner inquiries

✓ Tender and opportunity monitoring in your category

✓ Arabic localisation of core product materials

✓ Monthly activity report

Start as Representative

TIER 2 · WE SELL WITH YOU

Growth Partner

Everything in Representative, plus Idrak actively markets your offering and drives sales through our relationships and client base.

[MONTHLY FEE] per month

✓ Introductions to decision makers across Idrak's client network

✓ Joint go-to-market plan for Qatar

✓ Local demos, presentations and pre-sales support

✓ Bid preparation and submission alongside your team

✓ Account management for clients you win

✓ Quarterly pipeline review

Become a Growth Partner

Minimum term: [MINIMUM TERM]. Move from Representative to Growth Partner at any time.

WHO IT IS FOR

Vendors with a proven product and no Gulf footprint.

Enterprise software and SaaS	01
Cybersecurity	02
Data, analytics and AI	03
Project and portfolio management	04
Compliance and regulatory technology	05

Your representative has been here since 2013.

[Visit idrak.qa](#)

2013

Operating from Doha for over a decade

TPG

Exclusive Qatar partner for The Project Group

AR / EN

Bilingual delivery, documentation and client communication

1 : 1

One vendor per product category, never a competitor

FAQ

Questions vendors ask first.

Do we need to set up a company in Qatar?

Not to get started. Idrak represents you locally so you can engage the market while you decide whether your own entity makes sense. Requirements vary by buyer and contract, and we advise case by case.

Do you represent competing vendors?