JUPITER PRIME

Consulting • Training • Advisory

جوبيتر برايم للاستشارات والتدريب

COURSE BROCHURE

# Advanced Local Content and In-Country Value Training Course

9 – 20 August 2027
Geneva

**jupiterprime.uk**

info@jupiterprime.uk

Registered in the United Kingdom and Saudi Arabia

# Advanced Local Content and In-Country Value Training Course

**Ref:** 341_11774 **Date:** 9 – 20 August 2027 **Location:** Geneva **Fees:** 11000 GBP

Local Content and In-Country Value is a 2-week advanced training course for local content managers, supplier development leads and procurement heads who build a local content and in-country value plan with KPIs. Owners of energy and infrastructure assets now weigh tender bids on how much spend, employment and capability stay in the host economy, not only on price. Jupiter Prime Training places local content and in-country value at the centre of project procurement decisions.

## Why Local Content and In-Country Value Matters Now

Three forces shape local content and in-country value today. Host governments and asset owners attach localisation targets to licences, concessions and major contracts. Tier-one contractors push those targets down through their supply chains, so smaller vendors must evidence local spend and workforce figures. Investors and communities also expect projects to leave lasting industrial capacity behind. An organisation that plans in-country value early wins tenders and avoids penalties; one that treats it as late paperwork faces disputed scores, rework and strained relations with the owner. The course rests on recognised practice for scoring, certifying and reporting in-country value.

## Who Gains Most from Local Content and In-Country Value

- Professionals who set localisation targets for owner companies and turn them into contract clauses and bid evaluation criteria.
- Specialists who calculate in-country value scores, gather supplier evidence and prepare certification submissions.
- Supplier development leads who find, qualify and grow domestic manufacturers and service providers.
- Procurement and contracts heads who balance local spend against cost, schedule and quality in sourcing awards.
- Human capital leads who plan national workforce intake, training and succession within project organisations.

Owner and contractor groups gain most when their local content, procurement and workforce planning leads attend together and agree one scoring logic.

## Local Content and In-Country Value Capabilities

Participants move from reading localisation clauses to shaping them, scoring them and defending the resulting figures in front of an owner or auditor.

- Design a local content policy with targets by spend category — the owner's tender and contract strategy
- Calculate an in-country value score from goods, services and workforce spend — bid submissions and certification
- Build a supplier development pathway from capability gap to qualified vendor — category managers and sourcing committees
- Specify contractor localisation reporting with evidence rules — project controls and owner audit teams
- Set workforce localisation targets with training and succession steps — human capital leads and site managers
- Communicate local content performance through a KPI dashboard — executive sponsors and external stakeholders

## Key Local Content and In-Country Value Terms

- Local content — the share of project spend, labour and inputs sourced from within the host economy.
- In-country value ICV — a weighted score of the spend that remains in the host economy through goods, services, wages and investment.
- Localisation plan — a contractor's committed schedule of local sourcing, manufacturing and hiring for the life of a contract.
- Supplier development — structured support that helps domestic firms reach the quality, safety and capacity an operator requires.
- Workforce nationalisation ratio — the proportion of project roles held by citizens of the host economy, often set by job grade.
- ICV certificate — an audited statement of a supplier's in-country value score used in bid evaluation.

## Local Content and In-Country Value Day by Day

## Day 1: Policy Logic Behind Localisation

- Local Content Policy Objectives — Industrial Capacity and Employment Goals
- Forward and Backward Linkage Models — Where Project Spend Can Stay
- Licence and Concession Localisation Clauses — Owner Obligations
- Stakeholder Map of Owners, Contractors and Vendors — Accountability Lines
- Market Capability Baseline Study — Realistic Target Setting

## Day 2: Designing Local Content Targets

- Spend Category Segmentation — Targets by Goods, Services and Works
- Phased Localisation Targets — Construction Versus Operations Periods
- Exemption and Waiver Criteria — Items No Local Market Can Supply
- Penalty and Incentive Mechanisms — Contractor Behaviour Shaping
- Policy Impact Assessment Matrix — Cost and Schedule Trade-Offs

## Day 3: In-Country Value Measurement

- ICV Formula Components — Goods, Services and Workforce Weighting
- Local Manufacturing Value Add — Credit for Domestic Production
- Third-Party Spend Tracing — Avoiding Double Counting Across Tiers
- Investment and Training Spend Credits — Score Uplift Decisions
- ICV Scenario Model — Bid Price Versus Score Balance

## Day 4: Certification and Audit Evidence

- ICV Certificate Preparation — Audited Financial Statement Inputs
- Evidence Pack Structure — Invoices, Payroll and Ownership Records
- Certifying Body Review Process — Common Rejection Reasons
- Score Validity and Renewal Cycle — Vendor Registration Planning
- Audit Trail Checklist — Defensible Scores Under Owner Challenge

## Day 5: Local Content in Tender Evaluation

- Weighted Bid Evaluation Criteria — Price, Technical and Local Value
- Localisation Commitments in Bid Forms — Enforceable Contractor Pledges
- Price Preference Mechanisms — Fair Treatment of Domestic Bidders
- Clarification and Negotiation Rounds — Raising Local Content Offers
- Award Recommendation Memo — Sourcing Committee Approval

## Day 6: Supplier Development Pathways

- Supplier Capability Gap Assessment — Qualification Readiness Decisions
- Vendor Qualification Roadmap — Safety, Quality and Capacity Milestones
- Offtake and Long-Term Agreements — Investment Confidence for Vendors
- Technology Transfer and Licensing Routes — Domestic Manufacturing Entry
- Small Enterprise Mentoring Schemes — Tier-Two and Tier-Three Growth

## Day 7: Contractor Localisation Plans

- Contractor Localisation Plan Template — Sourcing and Hiring Schedule
- Subcontract Flow-Down Clauses — Targets Across the Supply Chain
- Monthly Local Spend Reporting Format — Project Controls Integration
- Variance and Corrective Action Process — Missed Target Responses
- Owner Verification Site Visits — Evidence Versus Declared Figures

## Day 8: Workforce Localisation

- Workforce Nationalisation Ratios by Job Grade — Hiring Plans
- Competency Frameworks for Craft and Technical Roles — Training Design
- Apprenticeship and Graduate Intake Pipelines — Future Skills Supply
- Expatriate Succession Planning — Handover of Critical Positions
- Retention and Career Path Measures — Turnover of National Staff

## Day 9: KPIs and Performance Dashboards

- Local Content KPI Set — Spend, Score, Vendor and Workforce Measures
- Leading Versus Lagging Indicators — Early Warning on Targets
- Data Collection from ERP and Payroll Systems — Reporting Accuracy
- Executive Dashboard Design — Sponsor and Board Visibility
- Community and Investor Disclosure — Social Licence Reporting

## Day 10: Practising the Local Content and In-Country Value Plan

- Energy Project Case Applying ICV Scenario Modelling — Bid Strategy
- Infrastructure Contract Case Applying Flow-Down Clauses — Compliance Risk
- Supplier Shortlist Applying Gap Assessments — Development Priorities
- Peer Challenge of Draft Targets and KPIs — Plan Credibility
- Completed Local Content and In-Country Value Plan with KPIs — Sponsor Sign-Off

## Applying Local Content and In-Country Value After the Course

- Run an ICV scenario model on a live tender to show how sourcing choices move the score before bids close.
- Lead a capability gap assessment with three priority domestic vendors and agree a qualification roadmap with each.

## Local Content and In-Country Value Questions FAQ

### What is local content and in-country value, and why does it matter now?

Local content and in-country value measure how much project spend, labour and capability stays in the host economy. It matters now because owners score tenders on it, contractors flow targets down to vendors, and weak evidence can cost awards or trigger penalties.

### Which roles gain most from local content and in-country value training?

Local content managers, supplier development leads and procurement heads gain most. Contracts specialists, project controls staff and human capital leads who report localisation figures or set workforce targets also apply the methods directly in their work.

### How does local content and in-country value training differ from a general procurement course?

It focuses on localisation targets, ICV scoring, certification evidence and supplier development rather than general sourcing and negotiation. A foundation course explains the concepts; this advanced course has you design policy, model scores and build reporting that withstands owner audit.

## What do you bring back from local content and in-country value training?

You bring back a local content and in-country value plan with KPIs for a real project or vendor base. It sets targets by spend category, a scoring model, supplier development priorities, workforce steps and a reporting dashboard ready for sponsor review.

## Local Content and In-Country Value: The Way Forward

The local content and in-country value plan with KPIs first informs the next bid or contract award, where target levels and supplier choices must be fixed. Procurement heads, project sponsors and contractor managers use it to track progress each month. After its first reporting cycle, revisit the weighting between spend, vendor growth and workforce measures as market capability changes.