# **DHL4SMEs**

## **Program Affiliates**

**AHK Qatar**

The German Industry and Commerce Office in Qatar was established in 2004 as the official representation of the German Economy in Qatar. AHK Qatar provides a wide range of services to support the market entry of German companies into one of the most dynamic economic regions worldwide.

**QBBF**

The Qatar British Business Forum is a nonprofit organisation which was established in 1992 to promote trade between the United Kingdom and Qatar, two countries with strong historical ties. It is a flourishing, socially active organisation representing a broad membership base across a range of industry sectors. Above all, its role is to assist existing UK businesses based in Qatar and focus on new commercial opportunities through regular meetings and networking events that facilitate a purposeful exchange of views, opinions and experiences.

With more over 300 individual members affiliated with nearly over 150 different companies, QBBF offers a platform for effective networking and building long-lasting business relationships via a vibrant community spirit.

**AmCham Qatar**

The American Chamber of Commerce in Qatar (AmCham Qatar) is the first legally established foreign Chamber of Commerce in Qatar. AmCham Qatar was first launched February 2010 and is registered as a private institution for public benefit. AmCham Qatar is a non-profit, non-governmental, and non-political organization dedicated to fostering mutual cooperation and understanding between Qatar and the United States through trade, commerce, and investment.

AmCham’s principal objectives are to promote the expansion of trade and investment between the U.S. and Qatar, serve as a forum to discuss and pursue common commercial interests, serve as a conduit of information to the government and publics of the U.S. and Qatar concerning business conditions and contribute to the development of a vibrant private sector in Qatar. Our members are the operations of major U.S. companies in multiple sectors, Qatari companies with operations in Qatar and the United States, and organizations with close linkages to U.S.-Qatar trade and investment.

## **Research Partners**

**The Business Year**

The Business Year is a global media group that has been providing investors, businesses, and governments with first-hand insights into the world’s most dynamic markets for 15 years. We conduct hundreds of interviews a week with top decision makers in the Middle East, Latin America, Central and Southeast Asia, Africa, and Europe. Our content is available in printed reports and across an array of digital platforms, including Bloomberg Terminal, Refinitiv Eikon, Dow Jones Factiva, and FactSet.

**Oxford Business Group**

[Oxford Business Group](http://www.oxfordbusinessgroup.com/) (OBG) is a global research and advisory company with a presence in over 30 countries, spanning Africa, the Middle East, Asia, and the Americas. It is recognised internationally as a distinctive and respected provider of on-the-ground intelligence on world’s fastest-growing markets, termed The Yellow Slice, in reference to OBG’s corporate colour.

Through its range of products - Economic News and Views; OBG CEO Surveys; OBG Events and Conferences; Global Platform, which hosts exclusive video interviews; and The Report publications – as well as its Advisory division, OBG offers comprehensive and accurate analysis of macroeconomic and sector-level developments for sound investment opportunities and business decisions.

OBG provides business intelligence to its subscribers through multiple platforms, including its direct subscribers, Dow Jones Factiva subscribers, the Bloomberg Professional Services subscribers, Refinitiv’s (previously Thomson Reuters) Eikon subscribers, and more.

## **Program Partners**

**Shourouk Media**

We are operating a Doha based advisory and consulting practice specialized in market entries and business localization in the Middle East with a strong focus on Qatar, Saudi Arabia and Oman - three countries with different profiles, strong incentives and value propositions for local and foreign investors.

**Microsoft**

Every company has a mission. What's ours? To empower every person and every organization to achieve more. We believe technology can and should be a force for good and that meaningful innovation contributes to a brighter world in the future and today. Our culture doesn’t just encourage curiosity; it embraces it. Each day we make progress together by showing up as our authentic selves. We show up with a learn-it-all mentality. We show up cheering on others, knowing their success doesn't diminish our own. We show up every day open to learning our own biases, changing our behavior, and inviting in differences. Because impact matters. Microsoft operates in 190 countries and is made up of approximately 228,000 passionate employees worldwide.

**Workinton**

Why do we exist?
Our goal is to bring people together in a friendly and collaborative coworking space where everyone—investors, service providers, SMEs, and corporates—can connect and thrive together in a supportive community. Workinton Qatar doesn't simply provide physical workspaces; it embodies a set of ideals, a distinctive culture, and core values that are dedicated to excellence and the delivery of top-notch services and products. Our optimal solution includes enterprise suites, coworking spaces, serviced offices, dedicated desks, meeting and training rooms, event areas, and a multimedia studio. We prioritize our partners as we share the same values to ensure the delivery of top-notch quality and foster effective connections.

**Al Tamimi & Co.**

Al Tamimi & Company is the leading law firm in Qatar. Our full-service office hosts a blend of partners and associates, qualified in both civil and common law jurisdictions. The office is licensed by the Qatar Financial Centre and works in association with Adv. Mohammed S. Al-Marri Advocates & Legal Consultants, which is licensed by the Ministry of Justice. There are five lawyers within Doha’s litigation practice who have full rights of audience before the courts of Qatar. We have a deep understanding of the Qatari business landscape, and its legal and regulatory systems. Working seamlessly with our colleagues across the region, our Qatar office combine the expertise of locally qualified lawyers with that of lawyers from across the Middle East and around the world, to provide a full range of legal services.

The Doha office currently holds Tier 1 rankings by Legal 500 EMEA, Chambers and Partners and IFLR 1000. Moreover, the Qatar office has been selected as “Qatar Law Firm of the Year” by Legal 500 Middle East and North Africa Awards 2024. Matthew Heaton is ranking as a Market Leader by IFLR1000.

**Vodafone**

Vodafone Qatar, a leader in innovation since 2009, offers a comprehensive range of services including voice, messaging, data, fixed communications, Internet of Things, and ICT managed services for consumers and businesses of all sizes. As a key driver of innovation and business growth, Vodafone Qatar was among the first operators globally to launch commercial 5G services and has rapidly expanded its 5G network since August 2018, providing the technological backbone for many of Qatar’s iconic developments.

With 90% Qatari ownership and a strong financial foundation, Vodafone Qatar is committed to developing digital infrastructure for Qatar’s long-term growth and prosperity and is dedicated to helping small and medium enterprises (SMEs) thrive in a rapidly evolving digital landscape, contributing to Qatar’s National Vision 2030.

Vodafone Qatar’s vision, encapsulated in its ‘Together We Can’ brand position, emphasizes the partnership between technology and society to build a better future.

**Ogilvy**

Ogilvy has been creating impact for brands through iconic, culture-changing, value-driving ideas since the company was founded by David Ogilvy 75 years ago. It builds on that rich legacy through Borderless Creativity – innovating at the intersections of its advertising, public relations, relationship design, consulting, and health capabilities with experts collaborating seamlessly across over 120 offices in nearly 90 countries.

**Commercial Bank Qatar**

Incorporated in 1974 as the first private bank in the country, Commercial Bank is today one of the leading financial institutions in Qatar with a profitable track record since inception. We continue to play an important role in driving innovation and raising service standards in banking across the region through our investment in new technology, a clear focus on customers and prudent management.

Commercial Bank is committed to helping support the development of Qatar’s economy and future sustainability in line with the goals of the economic pillar of the Qatar National Vision 2030. The Bank’s vision is to be ‘The Best Bank in Qatar’ based on the foundation of its values or 5 Cs. Corporate Earnings Quality, Client Experience, Creativity and Innovation, Culture, and Compliance.

True to our pioneering origins and history of success, we are dedicated to supporting Qatar’s economic development and social infrastructure through Corporate Social Responsibility programmes and sponsorship of various events which help to raise Qatar’s profile internationally.

**Seib Insurance**

Founded in 2009, Seib Insurance & Reinsurance Company LLC is a leading insurance provider in Qatar, operating under the authorization of the Qatar Financial Centre Regulatory Authority (QFCRA). Seib Insurance offers an extensive range of insurance products and services across various sectors including property, engineering, energy, marine, aviation, motor, home, and personal accident insurance. Leveraging strategic partnerships and affiliations across more than 30 countries, the company ensures comprehensive cross-border support for its clients – including international medical coverage. Its portfolio has extended to a diverse base of retail and corporate customers, serving businesses of all sizes and sectors, and maintaining the highest standards of service quality and security.