



# Dubai Industrial Investment & Partnership Forum (DIIPF)



UAE – Dubai, 4 - 6 February 2008

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## Background:

As part of their long term objectives, Dubai Economic Development Department (DED) and Dubai Export and Development Corporation (EDC), a government entity that was recently created to promote export and industrial development, started a number of initiatives and technical support programs. The aim of these programs and initiatives centered on strengthening and expanding Dubai's manufacturing capabilities and capacities. Industrial subcontracting is among these initiatives and programs.

During the year 2006, DED has initiated its industrial exchange program (DSPX) that would promote the Emirate industrial output and bring about further industrial linkages. It completed with Gulf Organization for Industrial Consulting (GOIC) a feasibility study for establishing DSPX, launched an awareness campaign and adopted the process of building industrial subcontracting database.

Matchmaking, as an industrial subcontracting tool has proved its success in achieving targets and promoting industrial investment, subcontracting and partnership. The experience and technical approach adopted by GOIC during its first GCC matchmaking in Doha, March 2006, has been called upon by DED to organize Dubai Industrial Investment and Partnership Forum (**DIIPF**). The two organizations agreed to join their efforts and establish regular matchmaking events in Dubai. During these Forums, SMI's from the Emirate will meet with major regional and international buyers to market their capabilities, capacities and look into expanding their businesses through long terms partnership.

## Objectives:

The main objective of **DIIPF** is to promote industrial investment in general and subcontracting and partnership in particular. Focus will be on marketing Dubai Small & Medium Industries capabilities, capacities and promoting technology transfer, joint ventures and long term co-operations. Demand from major companies and industrial investors would be collected and matchmaking meetings would then take place to discuss and possibly finalize a number of deals and contracts. The immediate objective to be achieved includes the following:

- To further promote industrial subcontracting & partnership, locally with regional and international buyers thereby fostering exports .
- To enhance business & investment promotion.
- To effectively assist major buyers to expand their suppliers base and reduce their costs.
- For SMI's it is an opportunity to expand their market share and gain access to new businesses.
- For Organizers it is an effective tool in strengthening their role in promoting further industrial development.

## Structure of the Forum:

**DIIPF** would bring together high level of regional and international industrial companies. Major companies would exhibit inquires and present their demand while suppliers would exhibit capabilities and capacities.

Also during the Forum, key speakers and high level of expertise on industrial investment and subcontracting would address participants from private and public concerns on related issues and the challenges that face the industrial development.

## Key note Speaker:

An international figure with a very high profile will address the Forum on how to assist Small and Medium-Sized Industries by utilizing the technological innovations and e-commerce models to achieve desired growth and allowing SMI's strong entry into today's competitive marketplace.

### *His Topics Include:*

- e-commerce and worldwide logistics
- Web based industries
- Innovation in cyberspace
- Synchronization of supply and demand
- Supply Chain Management

## A) Subcontracting & Partner Exchange Workshop:

*This session will be divided into two activities:*

1. Awareness workshop, where the following will be covered:
  - a. Defining the concept of Subcontracting and Partnership Exchange
  - b. The services which the program offers
  - c. GOIC-SPX experience
2. The role of SPX in enhancing industrial investment:

During this session, an SPX Expert will explore the key globalization trends in manufacturing and supply chains, and will discuss their potential relevance to SPX.



## B) Manufacturing Investment Opportunities Profiles:



The objective of the program is the identification of industrial investment opportunities suitable for United Arab Emirates, preparation of project profiles covering management, technical, marketing and financial aspects as well as presentation of the profiles to the potential investors through a seminar.

Ten projects are identified, which include chemical, food, electronic, pharmaceutical, petrochemical, engineering and other sectors. These projects are identified from more than 100 project ideas and are selected based on criteria like availability of resources, suitability for the region, market potential, import substitution or export oriented, high value addition, financial and technical viability etc.

All ten projects will be presented during the seminar and the profiles for the projects can be obtained from DED. The participants will get opportunity to discuss with technical, marketing and finance experts and obtain clarifications required. It is a great opportunity for potential investors to review the opportunities and to take up the projects for further studies and implementation.

GOIC is willing to take up the studies further and assist the potential investor in project development and implementation.

### DIIPF as such would include the following activities:

- It will comprise of presentations, discussion and sessions of Business -to- Business meetings (B2B).
- An Exhibition where major companies would present their project interests and subcontracting requirements/demand.
- SMI's may exhibit their capacities and capabilities, and meet with potential buyers and investors.
- Business meetings would also be arranged for discussing investment opportunities, joint ventures and supplies.
- GOIC, DED & EDC will arrange two workshops on industrial subcontracting and investment promotion.

### Benefits to Participants:

- Through the workshops participants would be introduced to latest development in industrial subcontracting outsourcing and investment.
- Through exhibition, companies would have the chance to promote their businesses.
- Companies could also expand their businesses through meeting with existing partners or with new potential partners: Business- to-Business Meetings.
- Investors will also have the chance to meet technology holders, equipment suppliers, and companies interested in relocate or partial relocate their operation to the region.
- International companies interested in Dubai can meet with potential investors or long-term partners from the region and discuss possible projects and deals.

### Date & Venue:

The **DIIPF** would take place in Dubai International Trade Center for three days starting Feb 4<sup>th</sup>, 2008 and is expected to attract major regional and international industrial players.

### The patronage & Sponsorships:

The event will be under the patronage of **H.H. Sheikh Hamdan bin Rashid Al-Maktoum**- Deputy Ruler of Dubai, Minister of Finance and Industry of the United Arab Emirate . DED and EDC would be the main sponsor of this event and will also gather their efforts to attract more sponsors and support for the event from UAE.

### Organizers

- Government of Dubai- Department of Economic Development
- Dubai Export Development Corporation
- Gulf Organization for Industrial Consulting (Doha)





## Dubai Industrial Investment & Partnership Forum (DIIPF) 4th – 6th February, 2008 The Dubai World Trade Center Agenda

### First Day: 4th February 2008

- 09:00 – 09:30 : Registration
- 09:30 – 10:45 : **First Session**  
Holy Quran  
Inauguration Speeches:  
Patron  
Department of Economic Development- Dubai  
Dubai Export Development Corporation  
Gulf Organization for Industrial Consulting  
Keynote Speaker  
Sponsors
- 10:45 – 11:00 : Exhibition Opening (10:45- 17:00)
- 11:00 – 11:15 : Coffee Break
- 11:15 – 12:40 : **Second Session**  
' Subcontracting & Partner Exchange Workshop'
- 11:15 – 12:00 : Presentation on SPX- Keynote Speaker
- 12:00 – 12:20 : Presentation on The Role of SPX in Industrial Investment
- 12:20 – 12:40 : GOIC-SPX Experience
- 12:40 – 13:30 : Lunch Break
- 13:30 – 18:30 : **Third Session**  
' Manufacturing Investment Opportunities Workshop'
- 13:30 – 18:30 : Presenting 10 Manufacturing Investment Opportunities, the projects are identified, chemical, food, electronic, pharma ceutical, petrochemical, engineering and other sectors

### Second Day: 5th February 2008

- 09:00 – 16:30 : Matchmaking activities, where a series of prearranged Business-to-Business meetings are conducted by directly linking Main Contractors (Buyers) to Subcontractors (Suppliers)
- 09:00– 17:00 : Exhibition

### Third Day: 6th February 2008

- 09:00 – 16:30 : Matchmaking activities, where a series of prearranged Business-to-Business meetings are conducted by directly linking Main Contractors (Buyers) to Subcontractors (Suppliers)
- 09:00 – 17:00 : Exhibition



P.O. Box 5114, Doha, QATAR

Fax : +(974) 483-4165

Tel. ( +(974) 485-8888

[www.goic.org.qa](http://www.goic.org.qa)