

### Application process/ journey



## New machinery directly from the manufacturer

- Audited financials & latest in-house financials (balance sheet, income statement, cashflow & notes to financials)
- Details of the machinery to be purchased
- Feasibility report or business plan
- o Clear specifications, make and country of origin
- Leading suppliers of the machinery

- Actual quotes in favor of the client with detailed price split up/priced BOQ
- Alternate/second quotations as per credit policy
- If country of origin is Qatar, CR copy of manufacturer
- Manufacturer's warranty



#### New machinery and equipment through an agent

- Audited financials & latest in-house financials (balance sheet, income statement, cashflow & notes to financials)
- Details of the machinery to be purchased
- Feasibility report or business plan
- Clear specifications and make
- Actual quotes in favor of the client with detailed price split up/priced BOQ
- Location and credentials of the supplier

#### **Turnkey Projects**

- Audited financials & latest in-house financials (balance sheet, income statement, cashflow & notes to financials)
- Details of the machinery to be purchased
- Feasibility report or business plan
- Clear specifications, make and country of origin
- Leading suppliers of the machinery
- Actual quotes in favor of the client with detailed price split up/priced BOQ
- Alternate/second quotations as per credit policy
- If country of origin is Qatar, CR copy of manufacturer
- Manufacturer's warranty

- Original manufacturer name and location
- Manufacturer's warranty
- Certificate showing agent is authorized dealer of the company/manufacturer
- Alternate/second quotations as per credit policy
- o If country of origin is Qatar, CR copy of manufacturer
- o If agent is from Qatar, CR copy of agent

# New machinery and equipment through a third party (broker or consultants)

- Audited financials & latest in-house financials (balance sheet, income statement, cashflow & notes to financials)
- Details of the machinery to be purchased
- Feasibility report or business plan
- Clear specifications, make and country of origin
- Location and actual owner of the machinery
- Actual quotes in favor of the client with detailed price split up/priced BOQ
- Total cost benefit over new machinery exceeds 20% of machinery value. (total benefit will include transportation, installation, saving time of manufacturing, etc.)
- Manufacturer's warranty
- Original invoice, B/L and P/L, if available
- Alternate/second quotations as per credit policy
- If actual machinery owner is from Qatar, ID/CR copy of owner