

LEGIBILITY SCORECARD

ALQABBAT ADVISORY · SAUDI INDUSTRIAL EDGE COMPLIANCE SERIES ·
CHAPTER 1 TOOLKIT RESOURCE

PURPOSE

What does this scorecard measure?

Being strong is not the same as being legible. This scorecard evaluates whether your compliance posture can be read, understood, and trusted by a Saudi procurement committee — not whether it exists internally.

A company can have excellent controls and still fail because those controls are not documented in a Saudi-relevant way. This scorecard tests whether your readiness reaches the buyer in usable form.

How to Score

Rate each statement from **0** (not legible) to **3** (immediately readable by a Saudi procurement committee).

0 = Not present or only internal **1** = Exists but in international format only
2 = Present and partially Saudi-contextualised **3** = Fully legible in Saudi procurement terms

DIMENSION 1: FRAMEWORK LEGIBILITY

Can the buyer see your compliance posture mapped to Saudi frameworks?

#	STATEMENT	SCORE
1.1	Your NCA compliance evidence is organised by NCA domain, not by your internal control taxonomy.	---
1.2	Your OTCC evidence package names specific OTCC control domains, not generic OT security categories.	---
1.3	Your ECC baseline documentation uses current-cycle ECC control identifiers.	---
1.4	A procurement evaluator can identify which Saudi framework requirement each piece of evidence addresses within 30 seconds.	---
1.5	Your compliance documentation avoids substituting international certifications where Saudi-specific evidence is required.	---

Dimension 1 Subtotal: _____ / 15

DIMENSION 2: ACCOUNTABILITY LEGIBILITY

Can the buyer immediately identify who owns compliance?

#	STATEMENT	SCORE
2.1	A named Saudi compliance lead appears on the first page of every submission.	---
2.2	The compliance lead's qualifications, role scope, and direct contact details are documented.	---
2.3	The escalation path from Saudi operations to executive leadership is documented and Saudi-facing.	---
2.4	Accountability is assigned to your organisation, not delegated to a local partner without oversight documentation.	---
2.5	Post-award compliance ownership is defined in the submission, not deferred to contract negotiation.	---

Dimension 2 Subtotal: _____ / 15

DIMENSION 3: EVIDENCE LEGIBILITY

Can the buyer use your evidence without interpretation?

#	STATEMENT	SCORE
3.1	Each compliance claim in your submission is supported by a referenced evidence document.	---
3.2	Evidence documents are dated, version-controlled, and current within the NCA enforcement cycle.	---
3.3	The buyer does not need to cross-reference multiple appendices to verify a single compliance claim.	---
3.4	Your evidence distinguishes between what you can do (capability) and what you can prove (documentation).	---
3.5	Your submission sequence presents compliance evidence before technical capability, not after.	---

Dimension 3 Subtotal: _____ / 15

DIMENSION 4: LOCALISATION LEGIBILITY

Can the buyer see Saudi commitment, not just Saudi interest?

#	STATEMENT	SCORE
4.1	Your localisation plan names specific Saudi partners with legal entity names, not descriptions.	---
4.2	Your Saudisation commitment includes specific roles, timelines, and percentages.	---
4.3	Your IKTVA/SCV score is current and verifiable through LCGPA.	---
4.4	Your Nitaqat classification is named and supports the staffing plan in your proposal.	---
4.5	Your knowledge transfer plan is structured with deliverables, not described with commitments.	---

Dimension 4 Subtotal: _____ / 15

SCORING SUMMARY

DIMENSION	SCORE	MAX
1 — Framework Legibility	-----	15
2 — Accountability Legibility	-----	15
3 — Evidence Legibility	-----	15
4 — Localisation Legibility	-----	15
Total Legibility Score	-----	60

Interpretation

SCORE	LEVEL	WHAT IT MEANS
0-12	Not Legible	Your compliance posture is invisible to Saudi buyers. The procurement committee cannot evaluate what it cannot read.
13-24	Partially Legible	Some elements are readable but significant translation gaps remain. Buyer must work to interpret your posture.
25-36	Developing	Baseline legibility present. Evidence quality and sequencing need tightening before next submission.
37-48	Legible	Your posture can be read and evaluated. Focus on differentiating through evidence depth and accountability clarity.

SCORE	LEVEL	WHAT IT MEANS
49–60	Fully Legible	Your compliance posture reduces buyer work. This is the positioning that earns trust before capability is evaluated.

Procurement committees do not evaluate your internal truth directly. They evaluate what can be demonstrated, structured, defended, assigned, and compared. If your readiness is buried in internal systems, your actual strength is not reaching the buyer in usable form.