

QUARTERLY EXECUTIVE REVIEW AGENDA

ALQABBAT ADVISORY · SAUDI INDUSTRIAL EDGE COMPLIANCE SERIES ·
CHAPTER 14 TOOLKIT RESOURCE

PURPOSE

What is this agenda for?

Compliance positioning is not a one-time fix. Saudi framework cycles evolve, buyer expectations harden, and competitor positioning improves. This agenda structures a quarterly executive review to ensure your governability posture compounds advantage rather than drifts into obsolescence.

Frequency: Every 90 days **Duration:** 60–90 minutes

Attendees: CEO/MD, Saudi Country Lead, Compliance Lead, BD/Sales
Director, Legal Counsel

AGENDA ITEM 1: GOVERNABILITY SCORECARD REVIEW

15 minutes

- › Review current Capability vs. Governability diagnostic scores — compare to previous quarter. Identify dimensions that improved and dimensions that slipped.
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- › Review current Legibility Scorecard — is your posture more or less readable than 90 days ago?
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- › Review Evidence vs. Assertion ratio on the most recent submission. Has the ratio improved?
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- › Flag any dimension scoring below threshold for immediate remediation assignment.

AGENDA ITEM 2: FRAMEWORK CURRENCY CHECK

10 minutes

- › **NCA update review:** Have any NCA controls been updated, revised, or added since last quarter?
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- › **OTCC update review:** Any changes to OTCC domain requirements or evidence expectations?
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- › **ECC baseline:** Is our ECC documentation still current-cycle?
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- › **Impact assessment:** Do any changes require documentation updates before the next bid?

AGENDA ITEM 3: PIPELINE & WIN/LOSS ANALYSIS

20 minutes

- › **Saudi pipeline review:** Active opportunities, stage, expected close date, compliance gate status.
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- › **Win analysis:** For contracts won — what compliance positioning contributed to success?
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- › **Loss analysis:** For contracts lost — was Stage 2 disqualification a factor? Run the Regret Minimisation Checklist retroactively.
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- › **Competitor positioning:** Have competitors improved their Saudi compliance posture? Evidence of market hardening?

AGENDA ITEM 4: LOCALISATION METRICS

10 minutes

- › **IKTVA/SCV score:** Current score vs. sector target. On track for 12-month improvement plan?
- › **Nitaqat classification:** Current band. Any risk of downgrade? Visa implications?
- › **Etimad status:** Registration current? Pre-qualification verified?
- › **Saudi partner relationships:** Any changes to partnership structure or scope?
- › **Saudisation rate:** Current vs. target. Named hires on track?

AGENDA ITEM 5: DOCUMENTATION READINESS

10 minutes

- › **Six-document package status:** NCA declaration, OTCC evidence, governance framework, capability statement, localisation plan, supply chain security posture — all current?
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- › **72-hour deployment readiness:** Can the compliance package be customised for a new RFQ within 72 hours?
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- › **Public presence audit:** Website and LinkedIn consistent with compliance claims?

AGENDA ITEM 6: DECISIONS & ACTIONS

15 minutes

DECISION / ACTION	OWNER	DEADLINE

Trust compounds faster than most foreign firms realise. A governable vendor accumulates trust memory, buyer comfort, internal advocates, repeatability, and faster interpretability. A late mover accumulates explanations, fatigue, and fragile hope that the next cycle will be different.