

SEQUENCE FLIPPER

WORKSHEET

ALQABBAT ADVISORY · SAUDI INDUSTRIAL EDGE COMPLIANCE SERIES ·
CHAPTER 3 TOOLKIT RESOURCE

PURPOSE

What does this worksheet fix?

Most foreign vendors lead with capability and assume the buyer will infer safety. Saudi industrial buyers want the reverse: prove safety, then prove excellence. This worksheet helps you resequence your submission from capability-first to accountability-first.

For each section of your current submission, write the current opening line and the rewritten accountability-first version. The goal is not to remove capability claims. It is to frame them inside the buyer’s risk reality.

The Sequence That Wins

Wrong: We are technically excellent → we are also compliant

Right: We understand the environment → we understand the obligations → we operate safely here → we are accountable → and yes, we are technically strong

SECTION 1: EXECUTIVE SUMMARY

CURRENT OPENING LINE

Write the first sentence of your current executive summary here:

REWRITTEN – ACCOUNTABILITY FIRST

Rewrite to lead with Saudi compliance understanding, then capability:

SECTION 2: COMPANY OVERVIEW

CURRENT OPENING LINE

Write the first sentence of your company overview here:

REWRITTEN – SAUDI CONTEXT FIRST

Rewrite to lead with Saudi operating context and local accountability:

SECTION 3: TECHNICAL SOLUTION

CURRENT OPENING LINE

Write the first sentence of your technical section here:

REWRITTEN — COMPLIANCE FRAME FIRST

Rewrite to lead with framework alignment, then technical detail:

SECTION 4: TEAM / RESOURCES

CURRENT OPENING LINE

Write the first sentence of your team section here:

REWRITTEN — NAMED COMPLIANCE LEAD FIRST

Rewrite to introduce the Saudi compliance lead before project leadership:

SECTION 5: LOCALISATION / PARTNERSHIP

CURRENT OPENING LINE

Write the first sentence of your localisation section here:

REWRITTEN – COMMITMENT EVIDENCE FIRST

Rewrite to lead with specific localisation metrics (SCV, Nitaqat, named partners):

SECTION 6: PROPOSAL ORDERING

Reorder your submission sections for confidence-building sequence

#	RECOMMENDED ORDER	YOUR CURRENT ORDER
1	NCA Compliance Declaration	
2	OTCC Evidence Package	
3	Governance & Accountability Structure	
4	Localisation Plan (IKTVA/SCV, Nitaqat, Partners)	
5	Technical Capability	
6	Commercial Terms	
7	Supply Chain Security	

Foreign vendors interpret leading with safety as “downplaying the product.” It is not. It is framing the product inside the buyer’s risk reality. That is how serious bids are read.