



# USQBC Consulting Services

## Overview & Schedule

The US-Qatar Business Council (USQBC) provides custom research and business consulting services to help US and Qatari businesses effectively evaluate, enter, and increase revenue in the US and Qatari markets. The Business Council can customize its services to meet a company's particular needs; however, services generally fall into the following categories:

Services	Falcon Members Free Hours*	Oryx Members Free Hours*	Member Per-Hour Rate**	Non-Member Per-Hour Rate*
<p><b>Market Insight &amp; Analysis</b> USQBC will provide the client with an overview of a Qatari industry/sector &amp; will help the client make a decision on whether or not the Qatari market is right for the company's products or services.</p> <p><b>Typical information includes:</b></p> <ul style="list-style-type: none"> <li>• Current market trends</li> <li>• Major market players</li> <li>• Relevant barriers &amp; incentives for entry</li> <li>• Upcoming opportunities</li> </ul>	30 Hours Free	100 Hours Free	\$100	\$275
<p><b>Market Entry Strategy</b> USQBC will provide the client with information on the most appropriate mode for entering the Qatari market. The report considers quantitative and qualitative research on the client company's products, size, and experience in other international markets, as well as typical sales channel partnerships in Qatar and incentives for manufacturing the product in Qatar.</p>			\$100	\$275
<p><b>Partner Identification &amp; Introduction</b> USQBC will provide the client with a list of potential entities that may be interested in partnering with the client. This report includes a list of potential partners (i.e. distributors, agents, reps, trading companies, competitors, prospective customers, and JV partners) complete with full contact information. Partner Introduction involves contacting a number of companies on the client's behalf, introducing them to the client, and relaying feedback and receptiveness to a potential partnership.</p>			\$100	\$275
<p><b>In-Country Arrangements &amp; Logistical Support</b> USQBC will provide companies planning an independent visit to Qatar with customized one-on-one, in-country business appointments. This service also includes logistical support such as hotel arrangements, flight pick-up, and escorting the client to meetings, as required.</p>			\$250	\$375

\* Number of hours available to members to be used toward the service; consulting hours will be evaluated on a case by case basis; USQBC will provide members with quarterly reports indicating remaining free hours as necessary.

\*\*Rate after complimentary hours



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## Accompaniment, Travel, & Representing Company Services

USQBC's expertise and contacts allow it to reduce many obstacles that a company might face while conducting business either in Qatar or the US.

USQBC provides special business services to its member companies, which include; representing companies in meetings with clients or partners, travel within the US and Qatar to facilitate, advise, and assist the companies in their business discussions with various counter-parts.

Many companies require USQBC special services to complete business transactions, hence USQBC has developed the below guidelines to highlight these services.

### 1. Traveling outside USQBC home offices to participate in meetings, or represent a company in a meeting\*

#### Member Company Rates

USQBC Representative	US Travel Time Daily Rate	International Travel Time Daily Rate	US Work Daily Rate	International Work Daily Rate
Executive	\$300	\$500	\$1000	\$2000
Senior Staff	\$200	\$350	\$700	\$1500
Staff	\$100	\$150	\$300	\$500

#### Non-Member Company Rates

USQBC Representative	US Travel Time Daily Rate	International Travel Time Daily Rate	US Work Daily Rate	International Work Daily Rate
Executive	\$600	\$1000	\$1500	\$3000
Senior Staff	\$400	\$700	\$1000	\$2000
Staff	\$200	\$250	\$400	\$650

*\*The rates above do not include the cost of travel or accommodations; the company is responsible for paying the actual cost of travel and accommodations for USQBC staff.*

### Consulting Hours & Pricing Evaluation

USQBC will evaluate the necessary hours to complete the task on a case-by-case basis. USQBC will provide the client with a work plan of the deliverables and the number of hours necessary or the estimates of cost for the service. USQBC reminds its members that with their membership they receive a certain number of free business services hours annually (varies by membership level). We encourage our members to utilize USQBC's services and free hours.\*\*\*

*\*\*\*Free hours provided to member companies do not include travel and do not cover services requiring travel outside the office, unless otherwise indicated.*