LCGPA Local Content Compliance in Saudi Government Tenders for Sales and Bid Teams

27 September – 1 October 2027
Paris - Right Bank business hotel



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Technical depth: Practitioner · **Practical mode:** Modelling build

Introduction

Local content now shapes who wins government contracts in Saudi Arabia. The Local Content and Government Procurement Authority LCGPA applies price preferences, a Mandatory List of national products, local content weighting in financial evaluation and minimum local content requirements. Sales teams that treat these as paperwork lose tenders on evaluated price, are excluded for missing evidence or face penalties after award. This course gives sales, bid and pricing staff the working knowledge to recognise each mechanism in a tender, calculate its effect and document compliance. Participants build and test a Local Content Bid Compliance Model using sample tenders.

Course Objectives

- Identify which LCGPA local content mechanisms apply to a tender from its conditions and specifications booklet
- Calculate evaluated prices under the 10% national product price preference and the SME and listed-company preferences
- Explain how the local content certificate baseline and target scores feed local content weighting in financial evaluation
- Check bills of quantities against the LCGPA Mandatory List and prepare exemption or substitution evidence
- Track post-award local content obligations and the evidence needed to avoid contractual penalties
- Build a Local Content Bid Compliance Model the bid team can reuse on future tenders

Target Audience

- Sales and business development staff who respond to government and state-owned company tenders
- Bid coordinators who assemble tender documentation and compliance evidence
- Pricing and estimating staff who build financial offers and bills of quantities
- Contracts and commercial staff who manage post-award obligations
- Supply chain and sourcing staff who select national products and local suppliers for bids
- Finance staff who supply cost data for local content certificates

Course Outline

Day 1: Local Content Policy and the Tender Landscape

- LCGPA Mandate and the Regulations on Preference for Local Content, SMEs and Listed Companies
- Local Content Provisions in the Government Tenders and Procurement Law
- Local Content Score Components in the LCGPA Calculation Template
- Margin of Preference Principles in the UNCITRAL Model Law on Public Procurement
- Current-State Assessment of the Organisation's Local Content Position

Day 2: LCGPA Mechanisms and Certification

- National Product Price Preference Mechanism
- LCGPA Mandatory List of National Products
- Local Content Weighting in Financial Evaluation: Baseline and Target Scores
- Minimum Local Content Requirements at Company and Contract Level
- Local Content Certificate: Baseline Certification Process and Certifying Bodies

Day 3: Applying Local Content in Bids

- Tender Booklet Screening for Local Content Clauses and Forms
- Evaluated-Price Calculation Worksheet for Preference Mechanisms
- Bill of Quantities Mapping Against the Mandatory List
- SME and Capital-Market Listed Company Preference Evidence
- Local Content Section of the Technical and Financial Offer

Day 4: Risks, Penalties and Optimisation

- Post-Award Local Content Obligations and Performance Tracking Register
- Penalties and Remedies for Mandatory List and Target Shortfalls
- Mandatory List Exemption Requests and Supporting Evidence
- Local Supplier Development Using ISO 20400 Sustainable Procurement Guidance
- Local Content Improvement Scenarios and Price-Competitiveness Trade-Offs

Day 5: Modelling Build and the Compliance Model

- Evaluated-Price Model Build for a Supply Tender
- Local Content Weighting Model Build for a Services Tender
- Mandatory List Compliance Check on a Sample Bill of Quantities
- Local Content Bid Compliance Model Assembly and Testing
- Peer Review of Model Outputs and Bid Recommendations

Skills You Will Gain

- Local Content Regulation Interpretation
- Evaluated Price Analysis
- Mandatory List Compliance
- Bid Documentation Control
- Local Supplier Sourcing
- Contract Obligation Tracking
- Bid Pricing Modelling

Why Attend This Course

- Return with a tested Local Content Bid Compliance Model that shows the evaluated price of an offer before it is submitted
- Explain to management and clients how local content changes the ranking of competing offers
- Spot the Mandatory List and certificate gaps that lead to exclusion or post-award penalties
- Compare practice with sales and bid teams from manufacturing, IT, construction and services suppliers

Conclusion

Local content has moved from a policy aim to a scored and audited element of government tenders in Saudi Arabia. This Core Concept course works through the LCGPA mechanisms, the local content certificate and the preference rules, then applies them to tender documents, bills of quantities and post-award obligations. The final day produces a Local Content Bid Compliance Model that lets sales and bid teams calculate the evaluated price, check Mandatory List compliance and document evidence consistently on every tender they pursue.