DgTx ICV Certification Sales Training

(UAE Edition)

IN-COUNTRY VALUE

Prepared by DgTx – Your Trusted Tax Partner in UAE

INTRODUCTION TO ICV CERTIFICATION

- **ICV = In-Country Value.**
- **A program introduced by ADNOC and the UAE Ministry of Industry & Advanced Technology (MOIAT).**
- **It measures how much a company contributes to the UAE economy through local spending, employment, and manufacturing.**
- **Mandatory for suppliers working with ADNOC, Aldar, Mubadala, Emirates Steel, Etihad, TAQA, and many government entities.**

برنامج المحتوى الوطني

WHY ICV CERTIFICATION IS IMPORTANT?

- Required to participate in ADNOC & government tenders.
- Proves company’s economic contribution to UAE.
- Helps companies win projects and contracts.
- Enhances reputation & trust among clients.
- Creates opportunities for local partnerships and incentives.

WHO REQUIRES ICV CERTIFICATION?

- Contractors & Subcontractors
- Service Providers
- Manufacturers & Traders supplying to ADNOC or government entities
- Consultants working on ADNOC or federal projects

BENEFITS OF GETTING ICV CERTIFICATION

01

Access to large ADNOC and government tenders.

02

Competitive advantage in supplier registration.

03

Better reputation with banks and partners

04

Encourages investment in local resources and staff.

05

Higher scoring = higher project ranking.

HOW THE ICV SCORE IS CALCULATED

ICV Score = Local value added ÷ Total value × 100

- **It includes points for:**
  - **Local purchases (goods & services from UAE vendors)**
  - **Local manufacturing or assembly**
  - **Emiratisation (UAE nationals on payroll)**
  - **Investment in UAE assets**
  - **Contribution to GDP (value addition)**

HOW TO IMPROVE ICV SCORE?

1. Buy from local suppliers instead of imports
2. Hire more UAE Nationals
3. Increase UAE based Assets and Investments
4. Reduce dependency on outsourcing
5. Maintain proper bookkeeping and audit records.

DIFFERENCE BETWEEN ICV TYPES

TYPE	DESCRIPTION	KEY FOCUS AREA
Trading ICV	For companies selling goods	Local purchase ratio, margin retained in UAE
Service ICV	For companies providing services	Local staff, salaries, local expenses
Manufacturing ICV	For factories or production units	Local materials, labor, assets, machinery

REQUIRED DOCUMENTS FOR ICV

- Trade License
- Audited Financial Statements (latest year)
- List of products/services
- Emirates ID of owner/manager
- Company Profile
- VAT Certificate (if available)
- Payroll list (for Emiratisation check)
- Supplier list & local purchase summary
- Asset Register
- Signed agreement with DgTx

DgTx ICV PROCESS

1. Assign Qualified Auditor
2. Review Financial Statements and Purchases
3. Calculate ICV Score
4. Prepare ICV Template (as per MOIAT/ADNOC format)
5. Submit to Approved Certifying Body.
6. Get Certificate (valid for 14 months)

DgTx ICV CERTIFICATION SERVICE PRICING

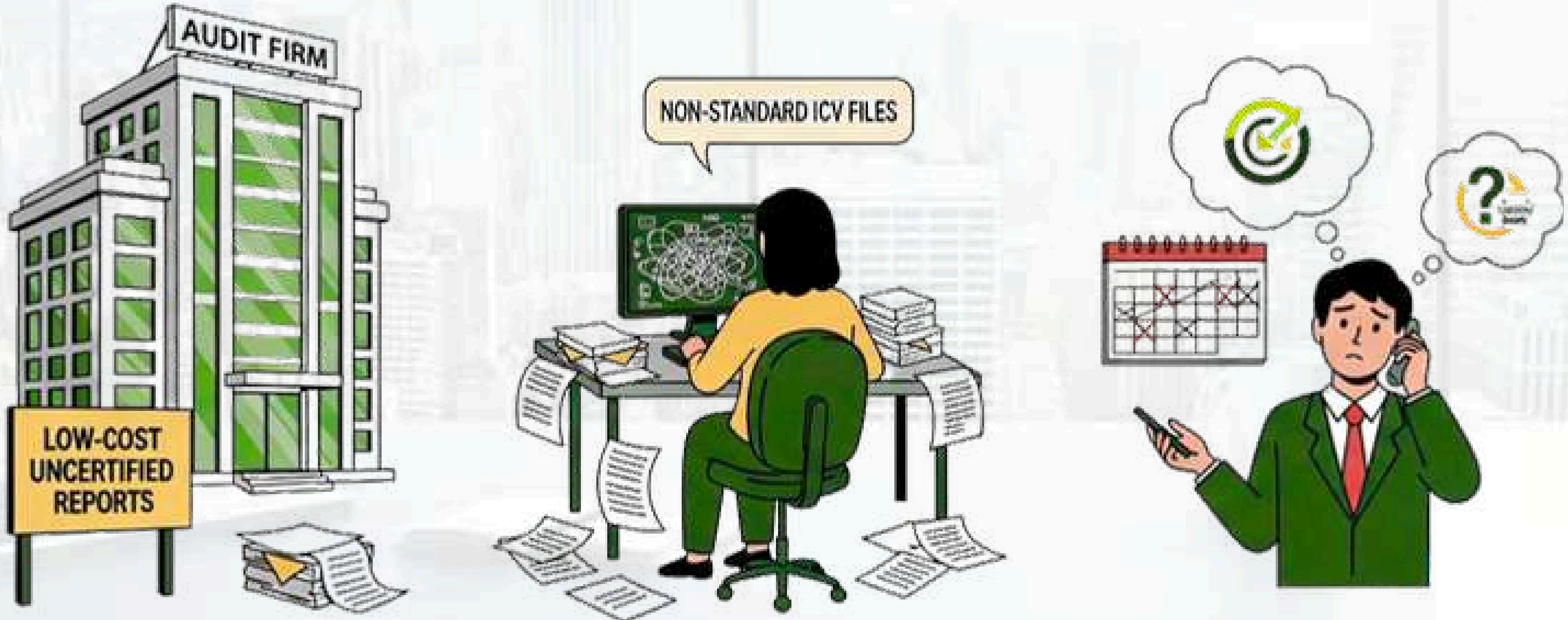
SERVICE	STANDARD PRICE (AED)	DISCOUNT RANGE
ICV Registration & File Preparation	1,000	Up to 50%
ICV Certification (Small Business)	6,000	Up to 50%
ICV Certification (1–3M Turnover)	12,000	Up to 50%
ICV Certification (3–5M Turnover)	24,000	Up to 50%
Complex	Refer to Team Leader	Up to 50%
Group File	Refer to Team Leader	-----------

COMMON OBJECTIONS FROM CLIENTS (VAT)

CLIENT OBJECTION	DgTx REPLY
We don't deal with ADNOC	• "Many non-ADNOC clients now request ICV. Getting it early makes you ready and trusted."
It's Expensive	• "You'll recover this cost easily when you win your next contract. Plus, we offer up to 50% discount."
We're Small	• "Even small traders and service providers get ICV — it shows credibility and future readiness."
Already have ICV	• "That's great — when is it expiring? We can renew or improve your score."
Cheaper Company Offered	• "Many agents give unofficial templates. Only DgTx-certified auditors prepare FTA & ICV-ready reports."

Competitors in ICV

- **Audit firms offering low-cost uncertified reports.**
- **Freelancers preparing non-standard ICV files.**
- **Local consultants who can’t coordinate with certifying bodies.**

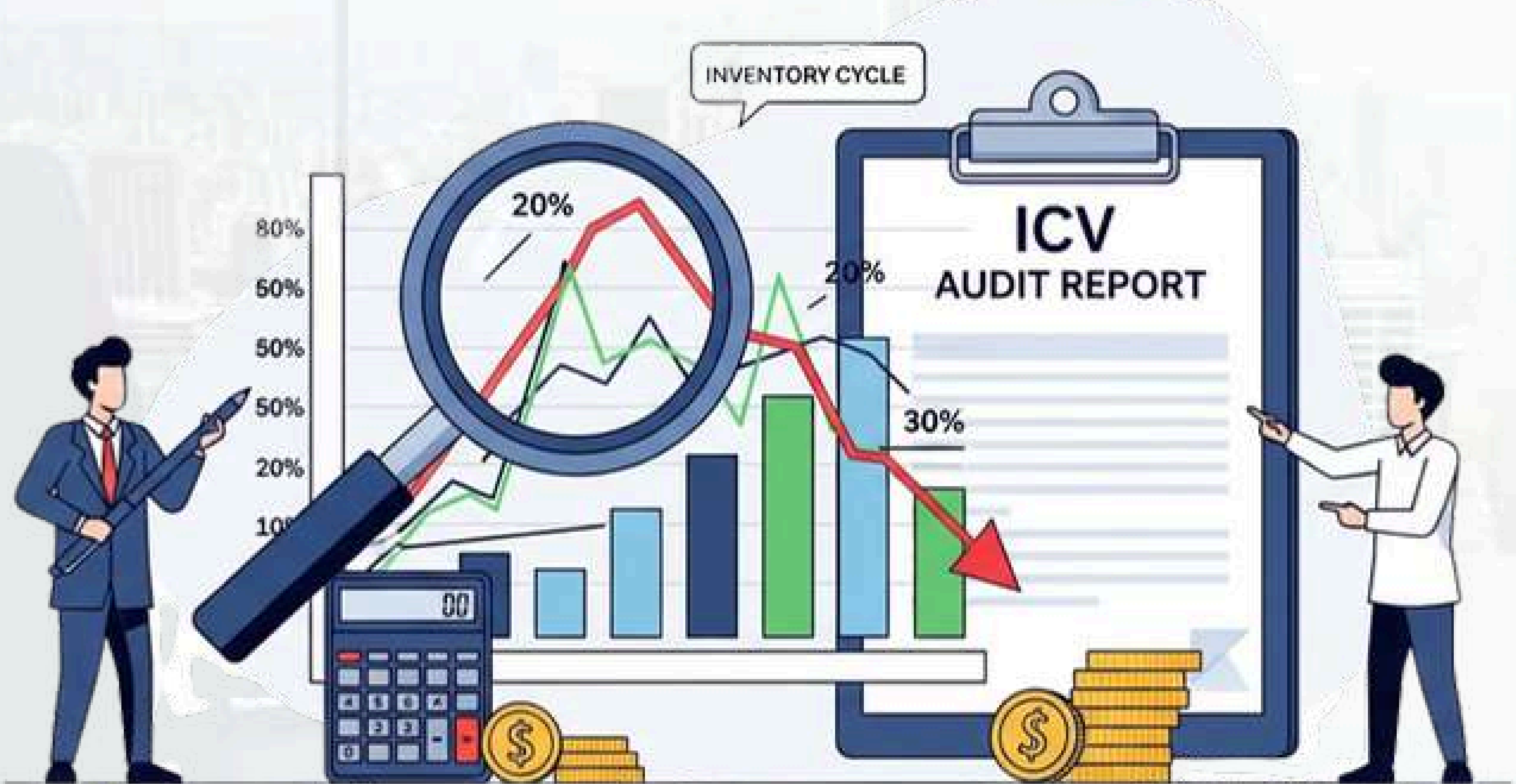


DgTx ADVANTAGES

- Over 35,000 VAT filings
- Over 2,625 Corporate Tax filings
- Managing 5,000+ clients
- ISO Certified & FTA Registered
- Offices in Dubai, Sharjah, Abu Dhabi
- In-house auditors for Audit + ICV + Tax

Financial Audit for ICV

- Latest year Audited Financials are mandatory for ICV.
- DgTx auditors prepare financials compliant with MOIAT requirements.
- Audit also helps improve next year’s ICV score.



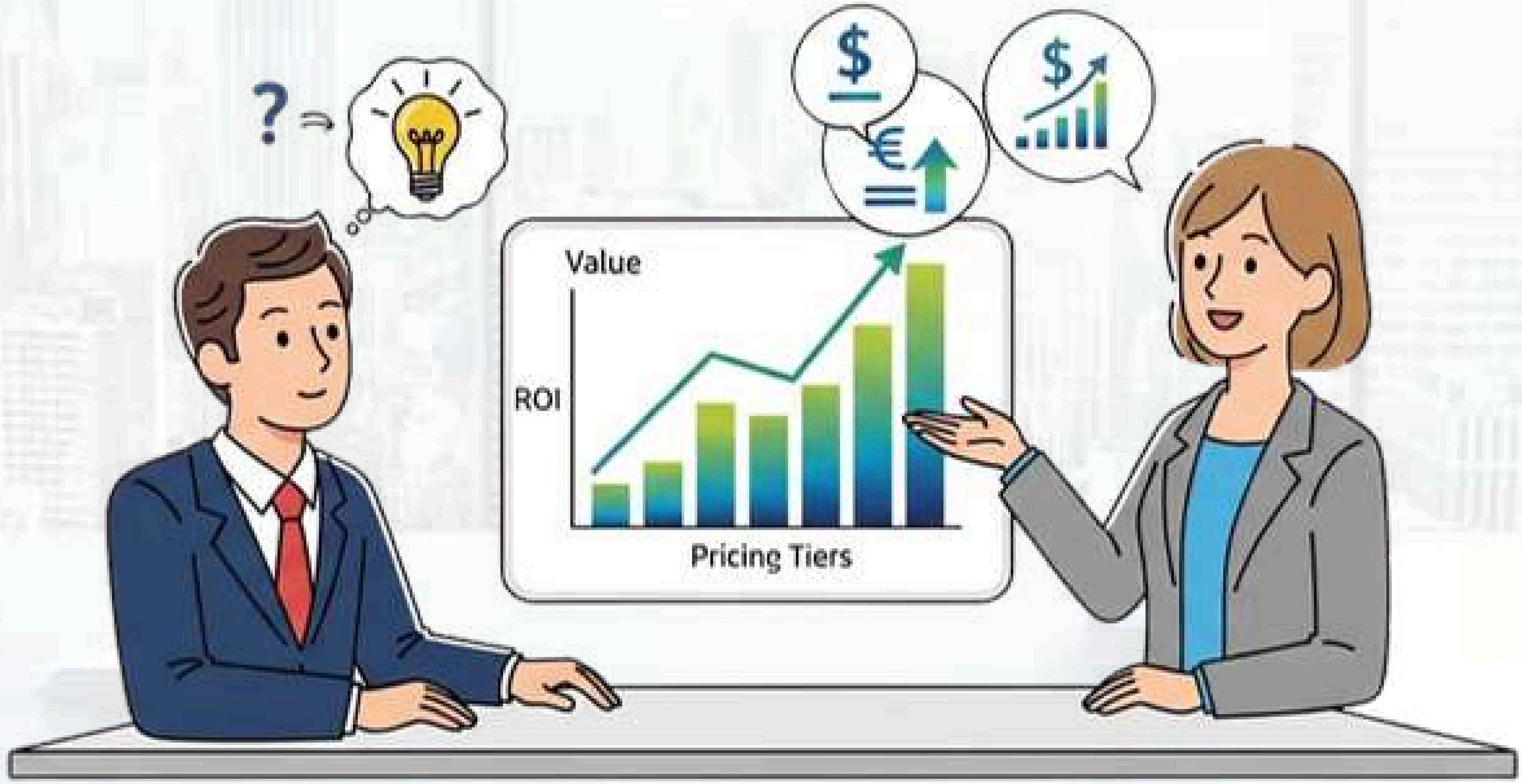
SALES TEAM DO'S & DON'TS

DO'S	DON'TS
• Always check client's eligibility (Government or ADNOC link)	• Don't promise guaranteed score.
• Offer full package: Audit + ICV	• Don't say it's only for big companies.
• Mention certificate validity (14 months).	• Don't compare internal auditor names publicly.
• Follow up within 48 hours of call.	• Don't share or estimate the client's ICV score before auditor review.

HOW TO CONVINCE CLIENTS ON PRICING

“ICV is not an expense — it’s an investment.”

- **It helps win tenders & new clients.**
- **Our price includes Audit, File Prep & Submission.**
- **We are FTA Registered & ISO Certified.**
- **Up to 50% discount available.**



REAL-LIFE EXAMPLES

- Example 1: A trading firm scored 42% ICV → improved to 68% after DgTx review.
- Example 2: A service provider got a tender with ADNOC because of valid ICV certificate.
- Example 3: A manufacturer gained ISO + ICV from DgTx, saving AED 10,000 yearly.

FINAL Q&A PRACTICE

Q1. Who issues ICV certificates?

Q2. Who issues ICV certificates?

Q3. What document is mandatory for ICV?

Q4. How long is an ICV certificate valid?

CONTACT DgTx FOR BOOKKEEPING ASSISTANCE

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