



Capability Statement

Qnnect helps UK businesses enter Qatar with a clear strategy, trusted partner access and hands-on execution support. We simplify the route to market by combining structured advisory work with a practical network of vetted professional providers.

<p>Positioning UK-based boutique consultancy for Qatar market entry</p>	<p>Primary market UK SMEs, growth companies and advisory-led businesses exploring Qatar</p>	<p>Core promise Clear roadmap, trusted connections, successful execution</p>
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What Qnnect does

- Creates practical Qatar market-entry roadmaps covering legal route, estimated cost, timeline, risks, partner requirements and recommended next steps.
- Introduces clients to trusted Qatar-based providers including lawyers, accountants, visa specialists, recruitment, HR, banking, insurance, commercial real estate, freight, customs, marketing and digital agencies.
- Coordinates execution once the route is agreed, helping the client manage providers, proposals, tasks, meetings and milestones.
- Provides ongoing business development support for clients that need help identifying opportunities, following up, building local relationships and maintaining momentum.

Why clients need this

Entering Qatar can be commercially attractive but operationally confusing for a UK business without local knowledge. Companies often struggle to identify the correct setup route, understand partner options, assess cost, manage regulation, open conversations with credible providers and maintain progress across multiple workstreams. Qnnect acts as the structured point of coordination that reduces uncertainty and creates a clearer route to action.

Service overview

Service	Purpose	Typical output
Qatar Market Entry Roadmap	Establish the best route before spending heavily on setup.	Advisory report, recommended route, risk view, timeline and partner requirements.
Trusted Partner Introductions	Give clients access to a credible network rather than unknown suppliers.	Warm introductions to relevant providers and clear briefing for each introduction.
Execution Support	Keep the market-entry process moving and coordinated.	Project plan, provider coordination, meetings, weekly updates and issue tracking.
Business Development Retainer	Support post-setup growth and opportunity creation.	Opportunity tracking, meeting coordination, local follow-up and partner engagement.

Trusted partner categories

Lawyers	Accountants	Visa Specialists	Translators
Branding Agencies	Recruitment	HR	Banking
Insurance	Commercial Real Estate	Freight Forwarding	Customs
Marketing	Digital Agencies		

Pricing and engagement model

Qnnect pricing is tiered by client complexity. Final scope and fee are confirmed after the discovery call, once the required route, urgency, provider complexity and level of support are understood.

Package	Indicative fee	Best suited to
Roadmap - Essentials	£1,500	Straightforward SMEs requiring a core route, cost view and initial introductions.
Roadmap - Standard	£2,200	Clients needing a deeper route comparison, partner landscape and 4-6 vetted providers.
Roadmap - Complex	£3,000	Regulated, multi-stakeholder or urgent projects needing detailed risk mitigation.
Execution - Light-touch	£3,000-£4,500	Clients with selected providers requiring structured coordination and updates.
Execution - Managed	£5,000-£7,000	Clients managing multiple providers, proposals and workstreams in parallel.
Execution - Full	£8,000-£10,000	End-to-end support with project planning, milestones and handover review.
Business Development Retainer	£2,000-£5,000 per month	Ongoing opportunity identification, meeting coordination and local follow-up.

How Qnnect is different

- Independent and commercially practical: Qnnect helps the client understand options before committing to providers.
- One trusted point of contact: clients do not have to manage a fragmented local supplier search alone.
- Designed for UK businesses: communication, reporting and expectations are structured around UK business standards.
- Qatar-focused: the proposition is specific rather than generic international expansion advice.

Indicative client journey

1. Discovery call

Understand the business, sector, Qatar ambition, timing, budget and likely barriers.

2. Roadmap selection

Confirm the right roadmap tier and information required to assess market-entry options.

3. Roadmap delivery

Provide a structured advisory output setting out route, risks, costs, timeline and next steps.

4. Partner introductions

Introduce the client to relevant Qatar-based providers with clear briefing and context.

5. Execution support

Coordinate providers, meetings, proposals and actions to maintain momentum.

6. Growth support

Support business development, follow-up, meetings, exhibitions and longer-term relationship building.

Contact

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Positioning statement

Qnnect connects UK businesses with trusted partners, local expertise and structured support to enter and grow in Qatar with confidence.