

E&A Market Observer — Qatar (2025-09-01 → 2025-09-24)

Item 1

title: QatarEnergy signs Dukhan Solar Power Plant construction contract with Samsung C&T

date: 2025-09-16

category: Projects/Tenders

relevance: 5

entities: QatarEnergy; Samsung C&T (E&C); Dukhan (80 km W of Doha); KAHRAMAA (grid); GCCIA

(contextual grid integration)

bullets:

EPC contract signed with Samsung C&T for the 2 GW Dukhan solar PV project; Phase 1 (1 GW)

targeted by end-2028; full 2 GW by mid-2029, doubling Qatar's current solar capacity.

Renewables Now

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pv magazine International

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Location: Dukhan area ~80 km west of Doha; contract signing took place in Doha with

state/company officials.

pv magazine International

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Grid tie-in: Earlier (Jul 2025) KAHRAMAA invited bids for a new 400/220/132 kV substation and

upgrades specifically for the 2 GW Dukhan project—indicating significant HV/MV GIS, protection

& automation scope.

Saudi Gulf Projects

Siemens lens: Large addressable scope across HV/MV substations (GIS/AIS), transformers,

SIPROTEC protection, substation automation/SCADA, and potential E-House/packaged bays for solar

collector stations.

Item 2

Item 3

title: KAHRAMAA Tender — Operation & Maintenance of Diesel Generators (call-off)

date: Submission close 2025-09-04 (12:00)

category: Projects/Tenders

relevance: 3

entities: KAHRAMAA; Electricity Distribution Substations; OHL network

bullets:

GTC/1252/2024 (Bid bond: QAR 750,000; fees QAR 7,500); call-off O&M for mobile & standby

generators used to provide temporary power during distribution faults/maintenance; scope spans

shifting, connection, repair/overhaul, reporting.

km.qa

Signal: Reinforces reliability/outage-management spend; interfaces with LV switchgear/MCCBs and

temporary power tie-ins—opportunities for services, retrofits, and remote monitoring kits (IoT

genset controllers).

km.qa

Item 3

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Item 3

date: Submission close 2025-09-21 (12:00)

category: Projects/Tenders

relevance: 4

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category: Market/Regulation

relevance: 3

entities: GCCIA; QatarEnergy; Al-Kharsaah Solar PV plant

bullets:

Official visit by GCCIA & regional participants focused on renewable reliability assessment-a

sign of region-level coordination on variability management and interconnection planning.

QatarEnergy

Signal: Enhances case for grid automation, forecasting, and WAMS/PMU-enabled stability

tools=areas aligned with Siemens Digital Grid.

QatarEnergy

Item 6

title: Competitor activity – Binghalib Engineering (Qatar) testing MCC for large-scale farm

irrigation

date: 2025-09-14

category: Competitor

relevance: 2

entities: Binghalib Engineering Qatar; Agricultural end-user segment

bullets:

Local LV panel builder publicizes FAT/internal testing of an irrigation pump MCC for

agricultural projects=indicates active LV demand in water/agri controls.

binghalibqatar.com

Signal: Localized, quick-turn MCC/LV assemblies competing on cost & lead time; potential to

counter via Siemens-based LV (SIVACON/Smart MCC) with energy & asset data capture.

Item 7

title: QatarEnergy LNG – 19th Engineering Conference (QNCC)

date: 2025-09-23 ~ 2025-09-24

category: Technology

relevance: 2

entities: QatarEnergy LNG; QNCC (Doha)

bullets:

Engineering conference at QNCC (Day-1 & Day-2 agendas published) convening technical

community=typical themes include reliability, brownfield upgrades, and digital best-practice

exchange.

engcon.qatarenergy\lng.qa

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engcon.qatarenergy\lng.qa

Signal: Networking avenue to position Siemens OT cybersecurity, protection upgrades, and

digital substation offerings for LNG plants and grid interfaces.

Weekly Synthesis – “So What for Siemens E&A in Qatar?”

Week of Sep 1–7

KM’s generator O&M call-off (close Sep 4) underscores budget allocated to outage resilience

across LV/MV distribution—good entry for service-led engagements.

km.qa

Top opportunities

Package: temporary power integration & remote monitoring add-ons for distribution outages.

km.qa

Top risks

Price-led execution by local service firms could compress margins on O&M frameworks. (Market

observation)

Executive summary (week): KAHRAMAA’s call-off for genset O&M signals practical reliability

spend at the distribution edge. Siemens can position LV interfaces, digital monitoring, and

service bundles to differentiate beyond manpower and basic maintenance.

km.qa

Week of Sep 8–14

Overarching insights

Regional security shock (Sep 9 strike in Doha) could tighten site access/logistics for critical

works; plan contingencies in execution & supply.

Al Jazeera

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Local LV panel players (e.g., Binghalib) are visible in agri/water MCCs—competition on

small/medium projects with short lead times.

binghalibqatar.com

Top opportunities

Offer hardened OT/ICS security assessments & remote support playbooks to anxious operators.

Al Jazeera

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Top risks

Local MCC builders undercutting Siemens-based LV/MCC solutions on cost/speed.

binghalibqatar.com

Executive summary (week): Security developments introduce execution risk, but also open doors

for OT risk assessments and network hardening. Concurrently, local LV competitors are active in

water/agri, suggesting Siemens should emphasize value (diagnostics, energy transparency) over

commodity LV panels.

Al Jazeera

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CSIS

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Week of Sep 15–21

Overarching insights

Dukhan 2 GW EPC award (Sep 16) is the headline growth engine—knock-on HV/MV substation,

protection & automation, and grid integration scopes.

Renewables Now

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KM tenders closing Sep 21 (field technicians; DMA-SCADA integration) show parallel momentum in

O&M capacity and cross-utility digitalization.

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Top opportunities

Bid packages around Dukhan grid connection (400/220/132 kV substation upgrades,

protection/automation, possible E-House).

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DMA-SCADA integration: gateways, historian/analytics, and OT cybersecurity add-ons.

km.qa

Top risks

Competitor positioning (Korean EPC supply chain, rival OEMs) around the solar mega-project.

Renewables Now

Executive summary (week): The solar mega-project creates multi-year demand in HV/MV & digital.

Siemens should align with EPC and KAHRAMAA on substation automation, protection, and potential

SF₆-free options; parallel KM tenders point to steady services/digital pipeline.

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Saudi Gulf Projects

Week of Sep 22–24

Overarching insights

GCCIA’s Al-Kharsaah visit (Sep 23) highlights regional focus on renewable

reliability/interconnection—supports cases for WAMS/PMU roll-outs and advanced distribution

management.

QatarEnergy

QatE LNG Engineering Conference (Sep 23–24) concentrates technical buyers in one venue—timely

for brownfield retrofit & cybersecurity discussions.

engcon.qatarenergylng.qa

Top opportunities

Pitch Digital Grid (WAMS/PMU, ADMS) tied to regional interconnection resilience.

QatarEnergy

LNG plant power & automation retrofits (protection upgrades, OT security) via conference

outreach.

engcon.qatarenergylng.qa

Top risks

Standards alignment pace across GCC may delay cross-border automation specifications

(procurement timing uncertainty). (Market observation)

Executive summary (week): Regional coordination on renewables and a high-density LNG

engineering forum deliver relationship and spec-in openings for Siemens’ digital grid and OT-

secure retrofit portfolio. Engagements should link renewable integration use-cases with
concrete substation and control-room upgrades.

QatarEnergy

Notes on Siemens-centric relevance

Highest immediacy: Dukhan grid connection (HV/MV substations, protection & automation, possible

SFs-free positioning), plus KAHRAMAA DMA-SCADA integration.

Renewables Now

Saudi Gulf Projects

Ongoing pipeline: O&M technicians and genset call-off frameworks suggest recurring services and

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Sources

QatarEnergy–Samsung Dukhan 2 GW:

Renewables Now

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pv magazine International

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Dukhan substation tender context:

Saudi Gulf Projects

KAHRAMAA tenders (DG O&M; technicians; DMA-SCADA):

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GCCIA visit (Al-Kharsaah):

QatarEnergy

Competitor (Binghalib MCC):

binghalibqatar.com

QatE LNG Eng. Conference (dates/agenda):

engcon.qatarenergylng.qa

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