



EVENT MANAGEMENT | INTERIOR FIT-OUT

8 Questions to Ask Before You Sign a Qatar Exhibition Stand Contractor

A Qatar buyer's checklist covering Civil Defence approval, structural certification, DECC & QNCC experience, QAR pricing, bilingual graphics, and cultural & seasonal planning.

8-POINT
CHECKLIST

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Why the Right Questions Matter More Than the Quote

Qatar's post-World Cup infrastructure has made Doha one of the Gulf's most demanding exhibition markets, with venues like DECC and QNCC setting a visual and technical bar that a standard modular stand simply can't meet. That growth has also brought a crowded field of contractors of very different quality.

The eight questions on the following pages are grounded in Qatar's actual compliance requirements — Civil Defence approval, structural certification, licensed electrical work — not generic advice that could apply to any market. Use them to separate contractors who manage this as standard practice from those who leave it to you.



DO THEY MANAGE QATAR CIVIL DEFENCE APPROVAL FOR FIRE SAFETY AND GAS USE, OR LEAVE IT TO YOU?

01

Qatar's Civil Defence authority sets mandatory fire rating classifications for every material used in stand construction, including fabric, timber, plastics, foam, and composites, and any stand with an LPG or gas supply requires prior written Qatar Civil Defence approval before it can be installed, with an on-stand fire extinguisher mandatory wherever gas or hazardous materials are present. A contractor who manages this compliance as a standard part of their process, not as a billable extra you have to chase, saves you from approval delays at the venue.



DO THEY HANDLE STRUCTURAL ENGINEERING CERTIFICATION FOR TALLER STAND ELEMENTS?

02

At Doha's major venues, any stand taller than 4 metres, or built with tiers or other complex structural elements, requires a structural safety certificate signed by a competent engineer, which the organizer or venue can request to inspect at any time. Ask whether the contractor commissions this structural engineering certification as standard practice or expects you to source a separate engineer yourself.

> DO THEY USE QATAR-LICENSED ELECTRICIANS 03 FOR STAND ELECTRICAL WORK?

Electrical installations within Qatari exhibition stands must be carried out by Qatar-licensed electricians or supervised by a licensed contractor. This is a specific local requirement that trips up contractors without an established Doha operation.

> HAVE THEY ACTUALLY BUILT AT DECC OR 04 QNCC BEFORE?

Doha's two flagship venues, the Doha Exhibition and Convention Center and the Qatar National Convention Centre, each have their own loading procedures, technical review process, and venue-specific requirements. Ask for a real, named project the contractor has delivered at the specific venue you're targeting.

> DO THEY PRICE TRANSPARENTLY IN QAR, NOT ONLY USD? 05

Most Qatari buyers and procurement teams budget in Qatari riyal. A contractor who only quotes in USD and leaves the QAR conversion to you is a small but real sign of how localized their process actually is.

> CAN THEY PRODUCE BILINGUAL ARABIC AND ENGLISH STAND GRAPHICS? 06

Arabic is Qatar's official language, and stand graphics in both English and Arabic are standard at major Qatari shows, signalling respect for the local market. Ask to see a real example of Arabic stand graphics they've produced, not a machine-translated mockup.

07

DO THEY UNDERSTAND QATAR'S CULTURAL AND SCHEDULING NORMS?

Qatar observes Islamic customs: alcohol is not served at exhibition events, stand hospitality and imagery should be reviewed for cultural appropriateness, and show-floor traffic dips during each of the five daily prayer times. A contractor who plans around this as standard gets more out of the same show days.

08

DO THEY PLAN AROUND QATAR'S SHOW SEASON AND SUMMER HEAT?

Qatar's major exhibitions run October to April, when conditions are comfortable. Summer months (May to September) regularly exceed 40 degrees Celsius, and any installation work with outdoor exposure during that period needs specific heat management protocols for crews and materials.



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EFFECT Global — Doha-based exhibition stand contractor
for DECC, QNCC, and all major Qatar trade fairs.

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