OceanMerge®

CLIENT REPORT
Landfall Report

EXAMPLE · FICTIONAL COMPANY

BASED ON YOUR OCEANMERGE GCC READINESS INDEX

OceanMerge Landfall Report

Your GCC market-entry plan

Example Trading Ltd

PREPARED FOR
Example reader

DATE
12 November 2026

REFERENCE
EXAMPLE01

PRIORITY MARKET
Saudi Arabia

SECTOR
Industrial & manufacturing

METHOD
20 questions · 11 weighted dimensions

57

INDEX SCORE /100

FOUNDATIONS NEEDED

Know where you stand before you enter the Gulf.

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General guidance only; not legal, tax, regulatory, investment or financial advice.

02 · DIMENSION PROFILE

Local partner position is the widest gap, at 13/100.

57/100
Index score · Foundations needed

4 of 11
dimensions at 75 or above

up to 25.7
Index points available in the top 4 priority areas

Highlighted in cyan: the four priority areas, ordered by Index points available (weight × gap to 100).



Target market & validation weight 8%		88
Entry model weight 10%		75
Go-to-market & channel weight 7%		75
Timeline realism weight 5%		75
Strategic clarity weight 12%		63
Capital & budget weight 10%		63
Team & regional presence weight 8%		63
Regulatory & licensing awareness **weight 12%**		50
Compliance (AML, sanctions, data) **weight 10%**		50
Nationalisation & local content **weight 8%**		25
Local partner position **weight 10%**		13

Unit: dimension score out of 100. Source: answers given in the GCC Readiness Index, 12 November 2026. Status: self-assessed, not independently verified. Weights are published and identical for every company. Dashed ring marks 50.

Priority areas

#	DIMENSION	SCORE	WEIGHT	POINTS AVAILABLE
1	Local partner position	13	10%	8.7
2	Nationalisation & local content	25	8%	6
3	Regulatory & licensing awareness	50	12%	6
4	Compliance (AML, sanctions, data)	50	10%	5

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04 · SUGGESTED NEXT STEPS

A 30/60/90-day plan, each step tied to the gap it closes.

Owners are suggested role types. Effort ratings are indicative and always shown as words.

30 days

Define the role you need a partner to play and your selection criteria.

FIXES Local partner position (13/100)
OWNER Commercial lead with legal adviser
EFFORT Medium

Identify which nationalisation and local-content rules may apply to you.

FIXES Nationalisation & local content (25/100)
OWNER HR lead with local adviser
EFFORT Medium

List the requirements you believe apply and the open questions.

FIXES Regulatory & licensing awareness (50/100)
OWNER Legal or compliance adviser
EFFORT Low

Formalise screening into a documented procedure.

FIXES Compliance (AML, sanctions, data) (50/100)
OWNER Compliance officer / legal
EFFORT Low

60 days

Build and assess a shortlist of prospective partners.

FIXES Local partner position (13/100)
OWNER Commercial lead with legal adviser
EFFORT High

Confirm the requirements and their cost with a qualified adviser.

FIXES Nationalisation & local content (25/100)
OWNER HR lead with local adviser
EFFORT High

Confirm them in writing with the authority or a qualified adviser.

FIXES Regulatory & licensing awareness (50/100)
OWNER Legal or compliance adviser
EFFORT Medium

Confirm data-protection obligations with an adviser.

FIXES Compliance (AML, sanctions, data) (50/100)
OWNER Compliance officer / legal
EFFORT Medium

90 days

Run due diligence on the preferred partner before negotiating terms.

FIXES Local partner position (13/100)
OWNER Commercial lead with legal adviser
EFFORT Medium

Reflect them in your hiring plan, pricing and bids.

FIXES Nationalisation & local content (25/100)
OWNER HR lead with local adviser
EFFORT Medium

Track each approval against the launch timeline.

FIXES Regulatory & licensing awareness (50/100)
OWNER Legal or compliance adviser
EFFORT Medium

Train the team and audit a sample of files.

FIXES Compliance (AML, sanctions, data) (50/100)
OWNER Compliance officer / legal
EFFORT Medium

> *Decision quality before deal velocity.*

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