

Setting up a company in Doha, Qatar

Own project of Delal Iscan-Stamate, founder of D.I.S. Advisory, as co-founder and co-owner

Starting point

A Swiss cybersecurity company wins clients in Qatar. Local contracts, local payments and its own employees in the country call for a company on the ground.

Approach in the right sequence

1. **Legal form:** an LLC, aligned with the line of business and the client base.
2. **Formation:** with an established service provider in Doha handling registrations and authorities locally.
3. **Business account:** with a major Qatari bank; documentation fully prepared and accepted by the bank.
4. **Permits:** work and residence permit for the first employee, initiated through the local service provider.

Role of the founder

Leading the entire project from Zurich and on site in Doha: structure, sequence, documentation and coordination with service provider and bank.

Outcome

The company is established, the bank has accepted the documentation and the permit process for employees is under way. The LLC is managed in a fixed weekly rhythm, keeping licences, deadlines and permits in view at all times.

Key takeaways for entrepreneurs

- Sequence is everything: company, bank account and permits build on each other.
- In Qatar the working week runs from Sunday to Thursday. Submissions and deadlines belong before Thursday.
- Banks expect complete and consistent documentation. Thorough preparation shortens the path noticeably.
- A strong local service provider combined with one point of contact in Switzerland is the most reliable set-up.

Names of companies, clients and service providers are anonymised for confidentiality. This case study describes an own project of the founder of D.I.S. Advisory.