



Cyber Security Export Market: Kuwait 2014

Sponsored by the Virginia Economic Development Partnership's (VEDP)
Going Global Defense Initiative

George Mason University (School of Public Policy)

This study was prepared under contract with the Commonwealth of Virginia, with financial support from the Office of Economic Adjustment, Department of Defense. The content reflects the views of the Commonwealth of Virginia and does not necessarily reflect the views of the Office of Economic Adjustment.

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EXECUTIVE SUMMARY

- » Kuwait is a growing market for cyber security exports from the United States (US).
- » Its location in the Middle East makes it vulnerable to geopolitical tensions. Kuwait's military expenditures comprise an average of 3.5 percent of GDP per year. It is dependent on imports of defense and security equipment to secure its borders.
- » Being oil industry dependent, Kuwait is trying to diversify its economy. It launched a \$104 billion development plan in 2010¹. It also has a Vision 2035 plan in place to improve its institutions and become a diversified economy. A part of these expenditures will be allocated to cyber security initiatives. The government often does not provide details of its budgets.
- » Although it is difficult to obtain exact spending amounts, the cyber security market is estimated to be worth \$1 billion. The opportunities in this sector are surveillance, scanning and security systems as well as consulting services for planning and security management. There is also demand for remote security, perimeter, end point and application security and WAN optimization among others. Additionally, anti-virus and malware, anti-spyware, network and cloud security offer additional opportunities.
- » Kuwait does not have a free trade agreement with the US. It is not a party to the World Trade Organization's Agreement on Government Procurement. However, in 2010, Kuwait became a party to the [World Trade Organization's Information Technology Agreement](#) (ITA). Parties to the ITA agree to eliminate duties on several information technology products. For US exporters, this is an important pathway to Kuwait.
- » Government procurement in Kuwait is managed by the Central Tenders Committee (CTC). Some of the challenges in this process include the lack of transparency, bureaucratic delays, and the preference for local companies with up to 10 percent higher contract costs.
- » Foreign companies must have a Kuwaiti agent or partner in order to be eligible to bid on public tenders. Engaging an agent also helps with interpretation of the terms of procurement and other cultural issues.

¹ (US Commercial Service, 2012)

CYBER SECURITY MARKET

MARKET OVERVIEW

In October 2013, oil companies around the world and especially in the Middle East, including Kuwait, received threats from international hackers which made them scurry to put emergency protection plans in place. There were fears that Kuwait's cyber security systems were not up to the mark to prevent such attacks². Kuwait's Ministry of Information had also been hacked a few months earlier. In spite of the recent cyber-attacks and the demand for cyber security products, Kuwait's government does not have a dedicated cyber security strategy although it does have a broad program. As part of this program, Kuwait is seeking expertise from the UK for its security needs³.

CYBER SECURITY TRENDS: TECHNOLOGICAL ENVIRONMENT

Kuwait ranks 75th on the World Economic Forum's Network Readiness Index. E-government is growing but has not yet developed and e-commerce is not as popular as in nearby Qatar except in banking and financial services. Cyber laws therefore tend to be under-developed.

There are certain trends such as the increased penetration of technology in society, which increase the demand for cyber security services in Kuwait. Telecommunications services are growing rapidly throughout the country. This industry is dependent on the import of equipment. It also provides plenty of opportunities to enhance security as it grows because it is the telecommunications networks that can often carry malware and viruses. Although overall network usage in Kuwait is increasing, the readiness of the government and businesses to deal with security threats is not adequate. To protect it from cyber threats, Kuwait, along with Qatar is developing a fiber optic internet cable network to pass through Iraq and Turkey instead of Iran. It is believed that by 2015, there will be close to 50 submarine cable systems in the Middle East⁴.

- » The [Central Agency for Information Technology \(CAIT\)](#) was established in 2006 to manage the implementation of Kuwait's e-government and information technology initiatives. The market for these services is expected to grow at around 9 percent⁵ thereby increasing the demand for expertise to secure these developing systems.

MARKET SECTORS

New sectors for exports to Kuwait are emerging in cyber security including homeland security infrastructure⁶, oil refineries and power plants. Other examples of upcoming demand include products and services to support C4ISR systems integration and access control. The opportunities in this sector are surveillance, scanning and security systems as well as consulting services for planning and security management. There is also demand for remote security, perimeter, end point and application security and WAN optimization among others. Additionally, anti-virus and malware, anti-spyware, network and cloud security offer opportunities.

- » The US Department of Commerce led a trade mission to Kuwait in Fall 2013 to introduce American companies to potential partners and opportunities for cyber security products and services in Kuwait. Details on the recent trade mission to Kuwait for cyber security are available [here](#).

² (Kuwait Times, 2013)

³ (BBC, November 28, 2012)

⁴ (Financial Times, 3/4/2013)

⁵ (US Commercial Service, Kuwait, 2013)

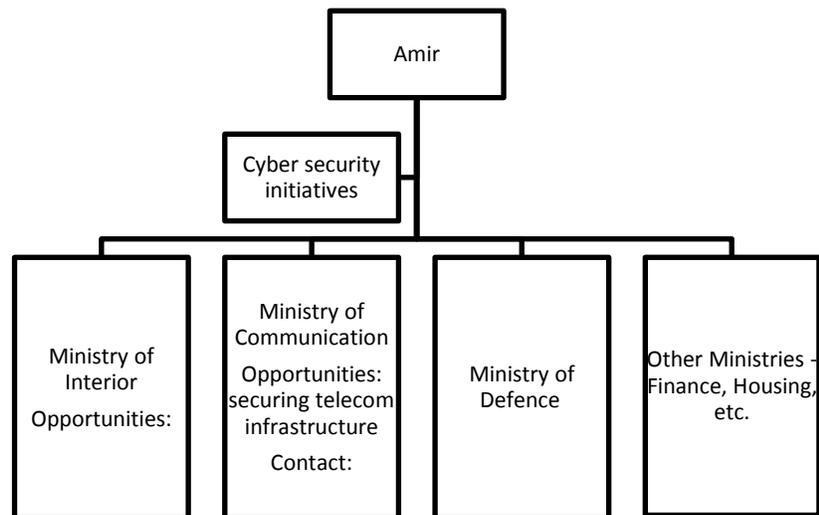
⁶ (US Commercial Service, 2012)

COMMAND STRUCTURE OF CYBER SECURITY SECTOR

The years leading up to 2020 are expected to see investment from the Ministry of Interior on cyber security initiatives⁷. Telecommunications, as mentioned earlier, which is governed by the Ministry of Communications will administer the procurement process for its sector. The Ministry of Defense is obviously an important player in the defense procurement system.

An overview of the command structure in the cyber security sector is as illustrated in Figure 1. A list of government agencies is available from the [e-government portal](#).

Figure 1: Command structure and governmental players in Kuwait's cyber security industry



MARKET ACCESS

POLITICAL ENVIRONMENT

Kuwait's defense relationship with the US strengthened because of the wars in the Middle East starting in the 1980s, which directly affected the security of the nation. Iraq's attack on Kuwait and its subsequent freedom in 1991 led by the US further sealed the defense relationship between the two countries. Kuwait and the US signed a *Defense Cooperation Agreement* in 1991. The US has contributed to the development of Kuwait's armed forces through training and sale of weapons among other such activities.

A significant achievement for Kuwait was its designation by the US as a '*major non-NATO ally*', which allows it to purchase the same equipment from the US that NATO allies, are permitted to buy. Kuwait also provided plentiful assistance to the US invasion of Iraq and its rebuilding later on, all of which points to the availability of opportunities in the defense and security sectors for US companies. The new defense strategy for the US identifies Kuwait as an important security ally⁸. The US continues to provide defense

⁷ (Ibid)

⁸ (BMI, Q4, 2013)

support to Kuwait. Kuwait is a member of the Gulf Cooperation Council (GCC). The country is also making considerable efforts to deter terrorism, which helps make it safer to travel to for business services. It is developing strategic partnerships with other countries such as the United Kingdom, France, China, and Russia⁹. There is some talk about the US and the GCC countries working toward a missile defense framework, which shows deeper defense cooperation in the future¹⁰.

- » More details on the US-Kuwait political and defense relationship can be accessed from the [Congressional Research Service](#) report.

SAFETY AND SECURITY

Kuwait has been through its share of political disputes and civil unrest in the last couple of decades. Many believe that it is the most 'democratized' society in the Middle East and some political turmoil will continue as it moves further along this path. The United States' (US) invasion of Iraq made Kuwait safer externally but Iran has since reared its head. Kuwait conducts a fine balancing act of being a US ally while also maintaining 'normal'¹¹ relations with Iran. Internally, political disputes have plagued the country since 2006 for a plethora of reasons such as corruption, control by the ruling Al Sabah family and other civil matters. The Arab Spring of 2011 caused some tension among citizens in Kuwait also but the consequences were not as far reaching as those in Egypt or Libya. In spite of these tensions in Kuwait, it is considered a relatively safe place to do business. So far, the political turmoil has not significantly affected US-Kuwait relations or provoked anti-Americanism¹². Still, the US State Department expects its citizens to exercise caution when traveling in the Middle East.

- » For travel to Kuwait to make or build business contacts, please refer to the Department of State's [travel advisory portal for Kuwait](#).

TRADE AND PROCUREMENT AGREEMENTS

While there is no free trade agreement with Kuwait, the US signed a Trade and Investment Framework Agreement (TIFA) with Kuwait in 2004. TIFA can be a pre-cursor to a free trade agreement. The Foreign Procurement division of the Ministry of Defense is Kuwait is responsible for government to government sales under the US Foreign Military Sales program. There is also a unit for commercial sales¹³.

Kuwait is not a party to the World Trade Organization's¹⁴ Government Procurement Agreement. Therefore, it is not bound by the agreement's principles which emphasize transparency and non-discrimination against foreigners. For decades, Kuwait has been dependent on foreign governments and companies, mainly the US, to meet its defense and security needs. Therefore, its lack of participation in the agreement should not serve as a deterrent to companies looking for opportunities in Kuwait. By many accounts, US firms are very competitive in Kuwait for advanced technology products and services¹⁵.

In 2010, Kuwait became a party to the [World Trade Organization's Information Technology Agreement](#) (ITA). Parties to the ITA agree to eliminate duties on several information technology products. For US exporters, this is an important pathway to Kuwait.

Market access into Kuwait might have been enabled through the free trade zone in Kuwait at Shuwaikh Port. Operating through this zone reduces the costs of doing business as related to taxes. Local regula-

⁹ (Ibid)

¹⁰ (BMI, Q4 2013)

¹¹ (Congressional Research Service Report, 2013, page 1)

¹² (Ibid)

¹³ (UKTI DSO 2010)

¹⁴ (www.wto.org)

¹⁵ (US State Department, October 24, 2012)

tion still applies in the zone. But, currently there is a legal dispute related to the zone which has not yet been resolved.

- » The US Commercial Service provides detailed information on the trade and investment climate and on [Exporting to Kuwait](#).
- » The [US Embassy in Kuwait](#)¹⁶ is also a valuable resource for companies interested in business in Kuwait.

IMPORT AND EXPORT REGULATION

US companies looking to import products into Kuwait need to apply for a license from the Ministry of Commerce and Industry. Licenses are usually valid for a year and can be renewed. They are also required to register with the Kuwait Chamber of Commerce and Industry (KCCI). Local agents in Kuwait are the only ones able to clear the shipment with customs.

US exporters also need to abide by the United States government's export control policies for exports to Kuwait. These include the [International Traffic in Arms Regulations \(ITAR\) – U.S. Department of State](#) and the [Export Administration Regulations \(EAR\) – U.S. Department of Commerce](#).

GOVERNMENT PROCUREMENT

There are multiple organizations in Kuwait which issue tenders for government procurement. Significant among these for cyber security are the Ministry of Defense (MoD) and the Ministry of Interior (MoI). Some additional agencies independently issue tenders. The Central Tenders Committee (CTC) can provide a one stop shop for sifting through the tenders announcements for several organizations throughout Kuwait. As indicated by its name, the CTC represents most government agencies for this purpose. It is responsible for public tenders exceeding \$17,500 or energy related tenders amounting to more than \$17.5 million. Potential contractors should pre-qualify with the CTC and participate in pre-tender meetings in preparation for a contract. The [CTC's website](#) contains information related to tenders. Translated versions published weekly can be obtained through subscription from various translation companies^{17/18}. Links in Table 4 below provide information on the agencies and their procurement initiatives.

- » Tenders for projects in Kuwait by category are also available through non-Kuwaiti government organizations such as those listed [here](#).

¹⁶ (U.S. Commercial Service—Kuwait, Embassy of the United States of America, Masjed Al Aqsa Street, Block 14, Bayan, Kuwait City, Kuwait. Contact: Dao Le, Senior Commercial Officer, (965) 2259 1354, dao.le@trade.gov)

¹⁷ (US Commercial Service, 2012)

¹⁸(Licensed company - Al-Abraj Translation and Publishing company P.O. Box 26177, Safat 13122, Kuwait, Ph: 965 2 2426686, Fax: 965 2 2407024)

Table 1: Some Kuwait Government Resources for Tenders Information

Agency	Role	Contact Information ¹⁹
Central Tenders Committee (CTC)	Manages government tenders; provides details on tender laws, procurement process; advertises tenders	Al-Sharq - Ahmed AlJaber street - P.O. Box: 1070 Al-Safat - Code No. 13011 Al-Kuwait Ph: 22910000
Ministry of Interior (MOI)	Independently issues tenders for Homeland security projects. Tendering process started in 2011. More to be announced for cyber.	Ph: 22430500 Fax: 24348821
Ministry of Defence	Independently issues tenders	Ph: 24848300 Email: Mod_info@mod.gov.kw
Ministry of Finance	Independently issues tenders	P.O. Box 9, Safat, Ministries Complex, City of Kuwait 13001 Ph: 22480000 Email: webmaster@mof.gov.kw

DOING BUSINESS WITH GOVERNMENT

US companies must be prepared to deal with bureaucratic delays and a lack of transparency in procedures and the government procurement process. Negotiations can be complex and lengthy and it is recommended that companies wishing to do business in Kuwait invest in planning and relationship building early on in order to secure contracts. There is also ambiguity in contractual terms and conditions which urge the need for knowledgeable legal counsel. While these challenges are more characteristic of government procurement in the protected energy sector, they might apply to other sectors as well. A partner in Kuwait can provide local market expertise and help interpret regulations and policies.

TENDER RISK

US-based firms might find that the tender award process takes time to unfold due to competition and other political complexities. Very often, tenders are awarded based on price. Tenders might require bid and performance bonds worth 5-10 percent of the contract. It is also advisable to add up to 15 percent to the contract value to account for risks. US companies should be prepared for a certain amount of favoritism toward domestic Kuwaiti businesses, which are likely to win contracts even if they are priced up to 10 percent higher. For contracts over \$10 million, offset requirements set in which can influence the transaction. Offsets can comprise up to 35 percent of the contract value. Potential contractors should familiarize themselves with offset issues, if applicable. Other risks include the reversal of tenders, inconsistency, and lack of transparency²⁰.

MARKET SIZE AND GROWTH

DEFENSE SPENDING

Kuwait does not have a significant domestic defense industry although there is a presence of information technology (IT) companies providing cyber solutions. It is reliant on arms and defense procurement from

¹⁹ (The dialing country code for Kuwait is 965)

²⁰ (US Commercial Service, 2012)

foreign companies and governments. Although defense spending decreased from almost 9 percent after Iraq's invasion of Kuwait in the 1990s to an average of 3.5 percent in the recent five years (Table 2), such expenditures are expected to rise again to around 5 percent of gross domestic product²¹ by 2017. Kuwait's military expenditures increased by 10 percent in 2012²². According to various reports, defense and security spending in Kuwait will continue because of its location in the Middle Eastern region.

Table 2: Military expenditures 2008-2012²³

	2012	2011	2010	2009	2008
In billn US\$	5.9	5.4	4.7	4.8	4.9
% of GDP	3.3	3.2	3.5	4.0	3.0

Source: SIPRI Military expenditures database

SOURCE: SIPRI, 2013.

DEFENSE PURCHASES FROM THE US

Kuwait has increased its defense capability with a lot of support from the US. US-based companies hold a market share of around 78 percent in defense trade with Kuwait²⁴. Over the years, Kuwait has spent billions on military purchases from the US, especially after its invasion by Iraq. Kuwait started purchasing defense equipment worth \$1.6 billion from the US in 2010 under the Foreign Military Sales Program²⁵. It has been dependent on the US for military training, also spending millions each year to send its students to the US to study defense related topics.

Imports of arms and ammunition into Kuwait have been at around \$20 million a year and increasing each year. These could grow at 5 percent a year for the next five years²⁶. Reportedly, the increase in investment applies to other security sectors also until 2020 and later years²⁷.

In spite of some available data put together by analysts, the government itself has not released reliable information regarding its defense budget. There is speculation however, that a considerable portion of its budget is allocated to defense initiatives including cyber security. The surplus from oil revenues as well as foreign support enables considerable defense expenditures.

CYBER SECURITY MARKET SIZE

In addition to the investment of \$104 billion as part of Kuwait's National Development Plan, the country is spending a significant portion of its budget on security initiatives until 2020. For US defense and security companies, this creates opportunities in the related, critical infrastructure and cyber security sectors²⁸ in Kuwait²⁹. The Ministry of Interior is overseeing infrastructure security, which includes projects in transpor-

²¹ (BMI, Q4, 2013)

²² (SIPRI 2013)

²³ (SIPRI, 2013)

²⁴ (UKTI DSO Brief, 2010. Market share help from 2005-2009)

²⁵ (Congressional Research Service, 2013)

²⁶ (BMI, Q4, 2013)

²⁷ (US ITA, 2013)

²⁸ (US Commercial Service, Kuwait, 2013)

²⁹ (The list on companies on the trade mission include Air Patrol Corporation, Datalocker, Emagine IT, Fire Eye, GlimmerGlass Optical Cyber Solutions, Implant Sciences Corporation, Lockheed Martin, Open Systems International, Raytheon, Schwcitzer Engineering Laboratories, SourceFire, and Tccore Networks.)

tation, airport expansion, and energy related construction. By some estimates, the security portion of the infrastructure spending is up to \$32 billion. Although it is difficult to obtain exact spending amounts, the cyber security market is estimated to be worth \$1 billion.

COMPETITIVE MARKET LANDSCAPE

While it has long been acquiring defense ammunition, Kuwait is an emerging market for cyber security products and services. Companies, which are successful at getting contracts at this stage in the market's evolution, will be able to benefit from early mover advantages. However, the competition is heating up as more companies expect to gain government business. US exporters are likely to face significant competition from British firms. In the latter part of 2012, Kuwait started negotiations with the UK government to acquire surveillance systems and other security equipment for the next seven years³⁰. Foreign defense contractors in Kuwait include Booz Allen Hamilton (BAH), Raytheon, SAIC, Honeywell, Dyncorp and General Dynamic to name a few. Many of these companies are working on cyber security initiatives for the government and the private sector. BAH registered with the Kuwait Ministry of Commerce and Industry in 2012 to access government contracts.

There is some competition from regional, information technology companies in Kuwait that offer security solutions³¹. Some firms are listed in Table 3. New US exporters might be able to find new opportunities through collaboration with local or regional companies.

Table 3: Local and regional IT firms providing security solutions

Arabian Information Technology Solutions Company
Diyar United Company
International Turnkey Systems
Al Alamiah Technology Group
Al Dar Systems
Hasibat Information Technology Solutions Company
Crux Information Technology
Burhan Technology Company

³⁰ (BBC, November 28, 2012)

³¹ (Marcopolis, 2013)

MARKET ENTRY

A legal system, different from the US legal system, implies that it is useful to solicit legal advice on all entry matters. Foreign firms are not permitted to sell directly to the government. Some entry models applicable to US exporters include the following. Specific details can be accessed from the Kuwaiti government's resource on [Doing business in Kuwait](#).

AGENTS

One of the most commonly used strategies in Kuwait is the assistance of a commercial agent who can only be a Kuwaiti citizen. Agents are registered with the Ministry of Commerce and Industry. There are strict laws that govern the agency contract and protect the rights of the agent. Companies should familiarize themselves with these [laws](#) before entering into an agency agreement. The chances of success with government contracts are increased if the agents or even partners have an established relationship with the Ministry of Defense and/or the Ministry of Interior. Instead of an agent, a foreign company might use a representative or distributor. Representatives' roles are more restrictive than those of agents. Often these types of agreements are the best strategy for entering and doing business in the complex Kuwaiti market.

PARTNERSHIP OR JOINT VENTURES

A joint venture is often a suitable way to access government contracts and to reduce the tax burden³². If using a partner, its share must be 51 percent or higher in the partnership establishment. Firms should exercise caution in the partnership model of entry especially with respect to guarding their intellectual property. Partners should be selected carefully.

FOREIGN INVESTMENT

Foreign entities can establish offices and form companies in Kuwait. These can be limited liability companies, closed joint stock or joint stock companies. The percentage stake permitted by foreign companies depends on the sector of investment. For example, 100 percent ownership by foreigners is allowed in the information technology and software industry.

- » The US Department of Commerce has a resource named the [International Company Profile program](#), which provides information on potential partner companies and other data in Kuwait.

LEGAL ISSUES

The legal framework in Kuwait is not well developed and certainly not on par with the legal system in the US. There are inefficiencies in the court system³³. Some of the legal issues worth considering for US companies exporting to Kuwait are as below.

INTELLECTUAL PROPERTY RIGHTS

A matter of concern in Kuwait is intellectual property rights that are not as strictly enforced as in the US. The rate of software piracy is especially high. Similarly, trademark and copyright violations are also

³² (US Commercial Service, 2012)

³³ (Heritage Foundation, 2013)

common. Kuwait appears on the US Trade Representative's Special 301 Watch List because of its weak intellectual property protection and enforcement of laws.

TENDER LAWS

Contracting companies or their representatives are expected to fully disclose any payments made or received for contracts with the government which exceed the threshold of \$350,000. Other laws are also applicable.

- » More information on tender laws is available through [Kuwait Government Online](#).

BUSINESS LAWS

Along with the other GCC countries, imports into Kuwait are taxed a flat rate of 5 percent. Corporate income taxes are at 15 percent. According to the law, foreign commercial activity is not permitted in Kuwait without a local partner or agent. It is also important to draw up contract with these parties as per Kuwaiti and US law. US exporters should consider hiring a translator because many of the government websites provide information in Arabic.

ECONOMIC ENVIRONMENT

Oil rich Kuwait with its population of over 3.63 million people faces the same opportunities and challenges that its neighboring countries face – an undiversified economy dependent on the energy sector and the high influence of the government. The government is making efforts to add more revenue sources to the economy by mobilizing the non-energy sectors and expecting to increase foreign investment. Toward this end, Kuwait has a Vision 2035 plan in place to improve its institutions and become a diversified economy. It launched a \$104 billion development plan in 2010³⁴. Developing a strong cyber defense capability and strengthening its cyber borders might provide a sense of security to foreign investors in Kuwait which are concerned with protecting their financial and information data.

Kuwait's economic relationship with the US is exemplified by the import of energy products from Kuwait (worth \$13 billion in 2012) and exports to Kuwait of a variety of manufactures, auto parts, industrial equipment, information technology hardware, electronics, building materials, telecom and medical equipment and food products in 2012³⁵. US products are viewed favorably by Kuwaiti consumers. Kuwait is a member of the World Trade Organization which implies that it abides by the basic rules of membership. Similar to the other GCC countries, Kuwait applies a flat rate of 5 percent as tariff on imports. The Kuwaiti dinar is pegged to a basket of currencies and it is possible to encounter some fluctuation (US\$1 = 0.28 dinar).

Table 4: Exports from US to Kuwait³⁶

	2012	2011	2010
In billion USD	2.7	2.73	2.77

Source: US Commercial Service, 2012.

³⁴ (US Commercial Service, 2012)

³⁵ (Congressional Research Service, 2013)

³⁶ (US Commercial Service, 2012)

SOCIO-CULTURAL ENVIRONMENT

There are human rights issues in Kuwait related to women's rights, freedom of press, labor, and religion although there has been some progress in the last several years. Crime levels are low and expatriates are usually not harmed. Social cohesion exists in the country along with a high standard of living and high prices. Overall, Kuwait is a safe and secure place for foreigners to do business in spite of an underlying thread of anti-Western sentiment.

CORRUPTION

Multiple international organizations tasked with identifying corruption in different markets note that Kuwait suffers from moderate corruption although it is a signatory to various international anti-corruption agreements. Transparency International ranks Kuwait 66th out of 176 countries. There is a certain amount of ambiguity concerning arms procurement, off-budget expenditures and offset contracts³⁷. Information on corruption is vital to US exporters because of the strict US Foreign Corrupt Practices Act of 1977, which considers bribery abroad to be a punishable legal offense.

DEMAND FROM THE PRIVATE SECTOR

The private sector in Kuwait is not very large or dominant although it is gradually increasing in size and scope. The government is trying to increase investment in the private sector through foreign direct investment. Existing businesses, which use information technology and networks, are not prepared to tackle cyber threats. Securing their cyber borders and infrastructure will lower the perceived risk for foreign investors.

³⁷ (Government defense anti-corruption index, 2013)

Table 5: Kuwait Cyber Security Market at a Glance

Strengths

- Strong defense relationship with the US
- Party to WTO's IT agreement
- Major non-NATO ally of US

Weaknesses

- Weak intellectual property protection
- Bureaucratic and complex procurement process
- Need for an agent or partner

Opportunities

- Increased spending on cyber security until 2020
- High demand for defense and security products
- Favorable opinion of US products

Threats

- Competition from British cyber security companies due to security partnership with the UK
- Location in the Middle East makes it vulnerable

Table 6: Examples of Available Tenders Related to Cyber Security³⁸

Industry	Project details	Due date
Telecommunications , Infrastructure and construction	Establishment and Operation and Maintenance of The Infrastructure of Fiber Optic Network	17 Dec 2013
Telecommunications	Supply of Installation, Testing, Maintenance and Updating of Network Devices	05 Jan 2014
Telecommunications	Supply, installation, operation and program monitoring and evaluation system for the internal network	10 Dec 2013
Telecommunications	Project Implementation of Optical Network Phase	12 Jan 2014
Information Technology (IT)	Provision of Specialist Information Systems	17 Dec 2013
Information Technology (IT)	Supply, Preparation, Management and Maintenance of Automatic Information Center	08 Dec 2013
Energy, Power and Electrical	Supply of Nano-material Preparation and Classifying Equipment.	27 Nov 2013

SOURCE: Information obtained from www.globaltenders.com/kuwait.

³⁸ (Information obtained from www.globaltenders.com/kuwait)

APPENDIX 1: USEFUL LINKS

US Export Controls

- » [International Traffic in Arms Regulations \(ITAR\) – U.S. Department of State](#)
- » [Export Administration Regulations \(EAR\) – U.S. Department of Commerce](#)
- » [Exporting from Virginia](#)
- » [Export Licenses](#)

US Laws Governing International Business

- » [US Anti-corruption guide](#)
- » [Corruption Map](#)

US-Kuwait Political Relationship

- » [US-Kuwait Political Relations](#)
- » [Congressional Research Service](#)

Country Information

- » [Country Information](#)
- » [Culture](#)

Doing Business in Kuwait

- » [US Commercial Service](#)
- » [Government of Kuwait](#)
- » [Exporting to Kuwait](#)
- » [US Embassy in Kuwait](#)

APPENDIX 2: KEY CONTACTS IN KUWAIT

US Embassy, Kuwait	PO Box 77, Safat 13001, Kuwait Ph: (965) 2259 1001/Fax: (965) 2259 1294
American Business Council	Salwa, Block 11, Street 7 Bld 15 Pillars Apartment # 2 Fax: (965) 2563-4051 Email: americanbusinesscouncil@gmail.com
Kuwait Chamber of Commerce and Industry (KCCI)	Commercial Area # 9, Al-Shuhadaa St. Kuwait City Ph: (965) 1805580 Ext. # 555 Safat 13008 – Kuwait Email: kcci@kcci.org.kw
Central Tenders Committee (CTC)	Ph: (965) 2240-1200 Fax: (965) 2241-6574
Ministry of Defense-Foreign Procurement Department	Ph: (965) 2482-2187/481-7603 Fax: (965) 2484-6059 E-mail: foriegnprocurement@mod.gov.kw
Ministry of Defense	Ministry of Defense Ph: (965) 2484-8300 Fax: (965) 2483-6444 E-mail: modkw@ncc.moc.kw
Ministry of Commerce & Industry	Ph: (965) 2248-3393 or 2246-9335 Fax: (965) 2245-1140 or 2246-5103
General Administration of Customs	P.O. Box 16, Safat 13001 Kuwait Tel: (965) 2484-3490 Fax: (965) 2483-8055

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