



# The Microsoft Cloud Dividend Snapshot: Qatar

Microsoft helps individuals, teams, enterprises, and governments leverage the data-driven services they require in a connected world. It does this by investing in digital infrastructures connecting individuals, enterprises, countries, and regions around the world. IDC has found extensive local benefits of a cloud datacenter opening. This is a snapshot of those findings.

## ECONOMIC IMPACT

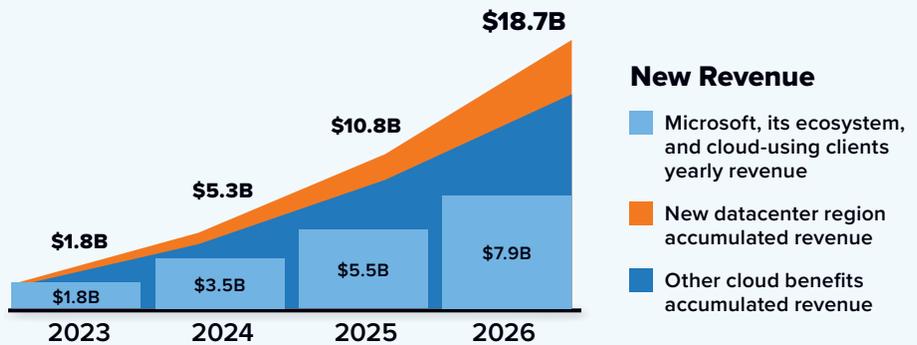
**\$18.7 billion**

4-year total accumulated new revenue

**25.8%**

accumulated benefit from new datacenter region

**\$1.0 billion** in local spending



Over the next four years, Microsoft, Microsoft partners, and cloud-using customers will together generate about \$18.7 billion in new revenues above the 2022 level. This will drive investment in local economies, the creation of jobs, reduction in atmospheric carbon, and investment in sustainability. Microsoft and its partner ecosystem, to support their growing local business, will spend about \$1.0 billion in the datacenter region for services and products in local economies. The new datacenter region will help eliminate some of the barriers to cloud adoption within the region and account for approximately 5.9% of the new revenue total (\$18.7B) through 2026.



## COMMUNITY IMPACT



**36,110 new jobs**

Total 2023–2026 direct and indirect



**8,100 will be skilled IT jobs**

Total 2023–2026

In the same time frame, Microsoft, and its partners and customers will add 36,110 jobs to the economy, including jobs directly in their own organizations and jobs generated indirectly in other organizations. What's more, Microsoft, its ecosystem, and IT departments in customer companies will add 8,100 new skilled IT jobs into the economy over the same period. The extent to which appropriate skills are available is critical to the local economy capitalizing on this employment opportunity.

## IDC'S TAKE

Cloud technology plays a central role in Qatar's current innovation and digital transformation initiatives. The announcement by two global cloud service providers to open local data centers has boosted the country's confidence in the cloud which continues to drive cloud adoption. Continuous investments by global and local technology providers will create various opportunities for every business segments, especially small and medium-sized enterprises, and deepen startup ecosystems. With the rise of cloud, new ecosystem players will emerge that will support cloud migration, operation, and management.

The government is striving to develop a comprehensive cloud computing ecosystem and is the fastest growing industry in the country in terms of cloud-spend. Qatari government's "cloud-first" initiative mandates all ministries, governmental agencies, and authorities to go with public cloud services. Government-driven mega projects such as TASMU Smart Qatar and Hukoomi eGovernment represent the major driving force where cloud platforms will enable them to manage and expand TASMU Central Platform and integrate government services for more than 300 ministries through an integrated Hukoomi platform.

Given the upcoming FIFA world Cup in 2022, and national initiatives to transform metro, airport, healthcare systems, and establish a digital platform, there is a very strong need to modernize business applications which is accelerating the cloud adoption.

Growing number of organizations are investing in applications modernization using cloud-native applications, low-code/no-code platforms, DevOps and microservices to modernizing their existing legacy systems for greater automation and agility, further accelerating the demand of PaaS services.

In order to drive modernization and transformation strategy across public and private sector, organizations will continue to invest in cloud IT infrastructure to provide the required compute and storage capacity. These will enable, for example, the government to integrate and offer Smart parking, Smart building, Smart Immigration, and various other services to its citizen, residents, and various other stakeholders including the influx of tourists considering FIFA World Cup.

While there are immense potential and growth opportunities in the cloud market space in the country, there are certain challenges as well. Some of the key challenges include existing legacy infrastructure, lack of cloud architects and relevant cloud skillsets, and evolving cloud partner ecosystem. In response to that, the Qatari government, education institutions, and the private sector are working together to establish Qatar as a knowledge and innovation hub. There is a country-wide upskilling program that equips government employees with cloud expertise via technical training sessions (e.g. Qatar Digital Government initiative).

For more information on our methodology, please see the IDC White Paper [Microsoft Cloud Dividend Assumptions and Methodology, #US49275122](#)