

efficio



# Partners in progress

## Our services

We work in partnership with our clients to help them achieve their objectives across all areas of procurement and supply chain, offering a full suite of services that can be combined and tailored as required.



### Procurement excellence

Understand your upcoming challenges and how your business needs to adapt to thrive.

- Procurement effectiveness assessment
- Operating model design
- Policies and procedures
- Digital strategy and implementation
- Learning and capability development



### Procurement execution

We work alongside you as true partners to help you achieve your procurement and supply chain objectives.

- Spend analysis and insights
- Category strategy development
- Strategic sourcing (directs, indirects, capital projects)
- Managed services and resource augmentation



### Local Content and Supplier Development Programs (SDP)

Set your foundations for Local Content (LC), based on your current maturity and aspirations. Maximize LC across your organisation and establish a robust SDP.

- LC Growth Strategy and Delivery Model design
- LC measurement and reporting
- Embedding LC into processes and compliance management
- SDP framework development
- SDP Implementation



### Value chain development

Expand your operation presence by leveraging our deep industry and value chain development expertise, tailored to your organization's industry of focus.

- End-to-end industrial value chain mapping and insights
- Global trade, market and industry benchmarking
- Investment and enablement opportunity development (market feasibility and business case)
- Supplier profiling and outreach



### Capital projects

We help you optimize your end-to-end cost portfolio and support you through tendering and negotiation to post-contract supplier performance management and cost control.

- Portfolio planning and delivery management
- Category management and sourcing
- Cost and market intelligence
- Delivery, commercial and contractual model advisory
- Project management and controls



### Logistics and supply chain

Build a resilient supply chain that evolves fast, whatever your challenges.

- Strategy and operations planning
- Logistics and distribution
- Inventory management
- Warehousing and material handling
- Working capital improvement



### Supplier management

Our supplier relationship management (SRM) methodology is proven across sectors and tailored to your individual requirements and priorities.

- Contract negotiations
- Implementation and category management
- Supplier performance
- Contract and commercial management
- Supplier development



### Sustainability and ESG

Maximize your ESG improvements without compromising on cost management. Define strategies and operating models to embed sustainability within your procurement practices.

- Sustainability strategy development and implementation
- Design of sustainability initiatives and impact measurement
- ESG diagnostic and CarbonCube® analysis

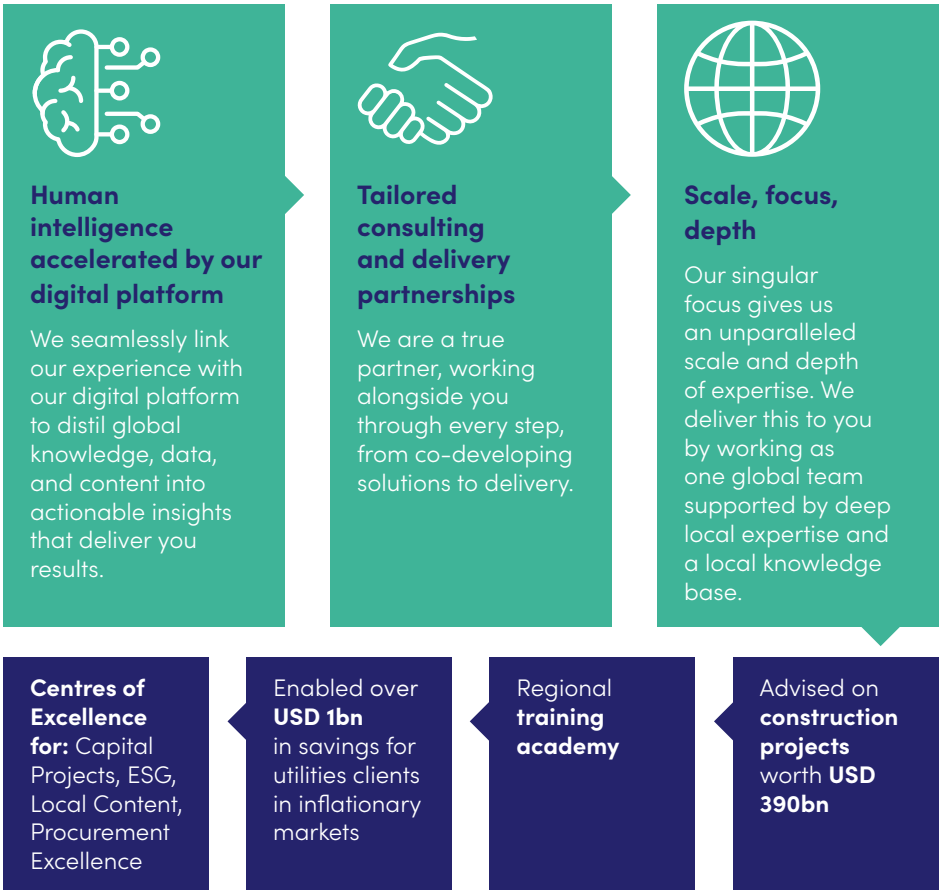
Explore our full range of services ➔

# About Efficio

Efficio is the world's largest specialist procurement and supply chain consultancy. We support our clients across the globe to identify, deliver, and sustain improvement opportunities.

This scale and singular focus set us apart. We help organisations reduce costs, improve internal processes, and upskill their procurement teams, enabling them to become high-value-generating functions within their businesses. Our combination of expertise, data, technology, and human intelligence delivers value improvements at speed, allowing organisations to operate more efficiently and compete more effectively in an ever-changing landscape.

## The Efficio difference



We have been operating in the MENA region since 2014. During this time, we have worked on a range of procurement and supply chain programmes, including many of the region's largest infrastructure and giga-projects. We have helped them deliver value from procurement faster and meet Local Content and ICV requirements.

While we operate globally, our large in-region MENA team of procurement and supply chain professionals brings unparalleled, focussed expertise delivered within the context of the region and its culture. We deliver for you through the combined collective knowledge of our global procurement experts representing 50+ nationalities, 20+ years of insights and benchmarks, and our proprietary digital procurement platform to help you deliver Procurement Excellence.

## How we help

We are a global leader in utilities and energy, specialising in the planning, procurement, delivery, and supply chain management of utility programmes. As specialists in these sectors, we advise and set policies for regional organisations to improve the bankability of their capital portfolios and operational spend. Throughout, we ensure efficient delivery with the best value and quality from suppliers.

### Energy and utilities

We partner with you to build robust energy and utilities procurement solutions. Having worked extensively with many energy and utility firms, we recognise that Procurement must be at the heart of driving value from operational and capital expenditure.

We work alongside you to create value across the whole contract life cycle. From procurement strategy to contract and supplier relationship management, we encourage innovation and drive sustained cost, quality, and performance improvements.

As dedicated procurement and supply chain specialists, we have the deep expertise, knowledge and tools to shift Procurement's focus from compliance to value creation, delivering benefits that extend throughout your organisation. Our experience transforming procurement practices is readily transferable across companies and sectors, ensuring you benefit from rapid improvements while safely navigating the regulatory environment you operate within.

### Construction and infrastructure

We understand that construction Giga projects in the Middle East come with their own specific challenges. We help our partners define appropriate delivery models, optimise procurement processes, and enhance end-to-end supply chain performance. We do this whilst navigating pressures such as rising costs, supply chain instability, and labour shortages, and by building teams to fit your needs. We partner with our clients to optimise their end-to-end cost portfolio, working alongside them through tendering and negotiation to post-contract supplier performance management, commercial management, and cost control.

### Local content and ICV

We have worked with public and private sector organisations across the region to define strategies and operating models that embed Local Content/In-Country Value within procurement practices and supply chains and optimise the economic potential of these countries.

We have developed a holistic In-Country Value (ICV) Centre of Excellence that goes beyond auditing ICV performance to take clients on an ICV development journey that achieves maximum benefits. Our experience extends to collaborating with several ministries and organisations in the region and around the globe to design and deliver their Local Content Development programmes.



"We were looking for a step change in the ability of our procurement function to add value to our business. Efficio had the knowledge, expertise and resources we needed. They helped us win the confidence and support of the wider business – a critical factor in the success of our transformation."

Ahmed Abdulkarim Alblaly  
Chief Procurement Officer, ELM



# Our clients

## Working with big-name clients

Our clients include government entities, blue-chip multinationals, infrastructure and Private Equity funds, and SMEs around the world.



# Our awards

## Working with the best

We are frequently recognised for the quality and impact of our work, and are proud to be one of the world's fastest growing management consultancys.



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## What we do

### We support our clients with all aspects of programme planning, procurement and delivery

- Capital portfolio planning
- Cost Intelligence
- Project, Programme, and Portfolio Management
- Capital Delivery Strategies
- Capital Excellence
- Opportunity Assessment
- Spend Analytics
- Sourcing Analytics
- Procurement Effectiveness Diagnostic
- Due Diligence Support
- Strategic Sourcing
- Category Management
- Contract and Commercial Management
- Supplier Relationship Management (SRM)
- Procurement Programme Management
- Procurement Excellence
- Organisation & Operating Model Redesign
- Local Content Development
- Capability Development
- Supply Chain Optimisation
- Merger, Acquisition & Divestment Services
- Resource Augmentation
- Managed Procurement Service

### We have expertise in the following industries:



## Where we work

We are an international firm and work for clients across multiple geographies. Our team comprises more than 40 nationalities, and our people are routinely deployed around the globe. We are particularly strong at cross-border execution.

## Efficio's offices

- Abu Dhabi
- Chicago
- Copenhagen
- Dubai
- Düsseldorf
- Geneva
- Lisbon
- **London (headquarters)**
- Mexico City
- Milan
- New York
- Riyadh
- Stockholm
- Toronto

