

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 independent procurement and supply chain consultancy. We partner with our clients across the globe to identify, deliver and sustain improvement opportunities.

This scale and singular focus set us apart. We help organizations improve internal processes, generate local impact, implement sustainable procurement approaches, upskill their procurement teams and reduce costs, 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 organizations to operate more efficiently and compete more effectively in an ever-changing landscape.

## The Efficio difference



### Global presence and skillset outreach

Our global presence enables us to deliver world-class solutions with a deep understanding of regional markets. With teams across key international locations, we bring together diverse expertise, ensuring tailored insights and innovative approaches that drive success for our clients.



### Cross-sector expertise

Our cross-sector knowledge and expertise enable us to deliver innovative solutions tailored to diverse industries. By drawing on insights from multiple sectors, we provide strategic perspectives and adaptable frameworks that address your unique challenges, ensuring impactful results across all engagements.



### Extensive MENA experience

Efficio has been the delivery partner of key 'blue-chip' organizations across the Middle East for over a decade. Combining deep public and private sector expertise, we bring the right benchmarks and knowledge to enable delivery efficiency and excellence.



### Comprehensive transformation partner

Our holistic transformation offering goes beyond traditional consulting—we not only design solutions but also equip your team with the right skills through our dedicated Efficio Academy, support implementation, and remain with you throughout every stage of your transformation journey.

## Integrated digital capabilities

We offer unparalleled insights and proactive solutions by combining our extensive procurement, supply chain, and supplier network expertise with our advanced **Digital Function** and intelligence platforms. Our integrated approach empowers you with real-time data and advanced analytics, enabling smarter decisions and optimized performance across your entire supply chain.



## What we do

We have expertise in the following industries:



## How we help

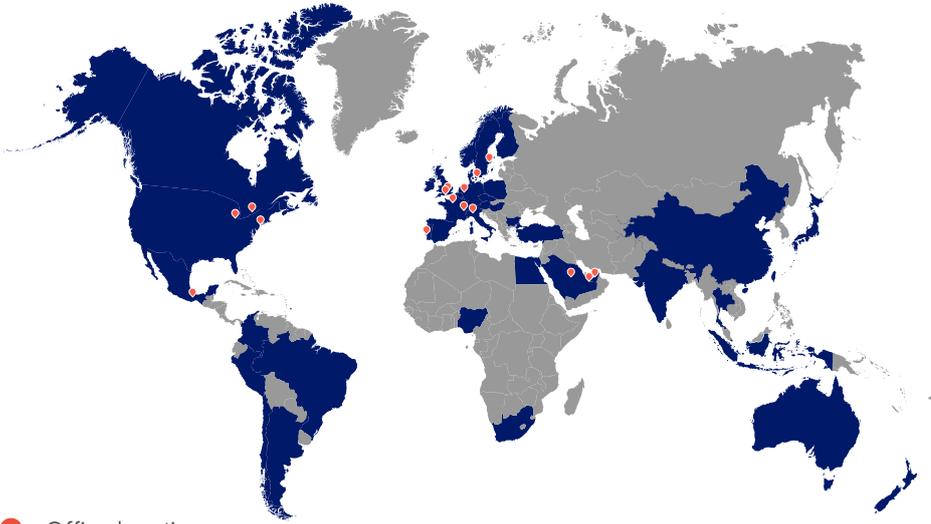
We are the leading strategic procurement, local content and supply chain consulting firm in the Middle East and Africa. We have been operating in the region since 2014. During this time, we have worked on some of the region's largest infrastructure and Giga projects, helping them manage their end-to-end cost portfolio, deliver value from procurement faster and meet Local Content and ICV requirements.

Our large in-region MENA team brings our global procurement and supply chain expertise delivered within the context of the region and its culture. We combine the 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.

Our global experience covers all major sectors, including utilities and energy, construction and infrastructure and supply chain. We are also the regional experts on Local Content/In Country Value. Our work extends across both public and private sector organisations, helping them define strategies and operating models that embed Local Content/In Country Value within procurement practices and supply chains.

## Where we work

We are an international firm and work for clients across multiple geographies. Our team of 1,300+ consultants comprises more than 40 nationalities, and our people are routinely deployed around the globe. We are particularly strong at cross-border execution.



- Office locations
- Project locations

## 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 consultancies.



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### Efficio's offices

- **Riyadh (MENA HQ)**
- **Abu Dhabi**
- **Dubai**
- London
- New York
- Mexico City
- Chicago
- Toronto
- Geneva
- Copenhagen
- Dusseldorf
- Southampton
- Stockholm
- Lisbon
- Madrid
- Milan