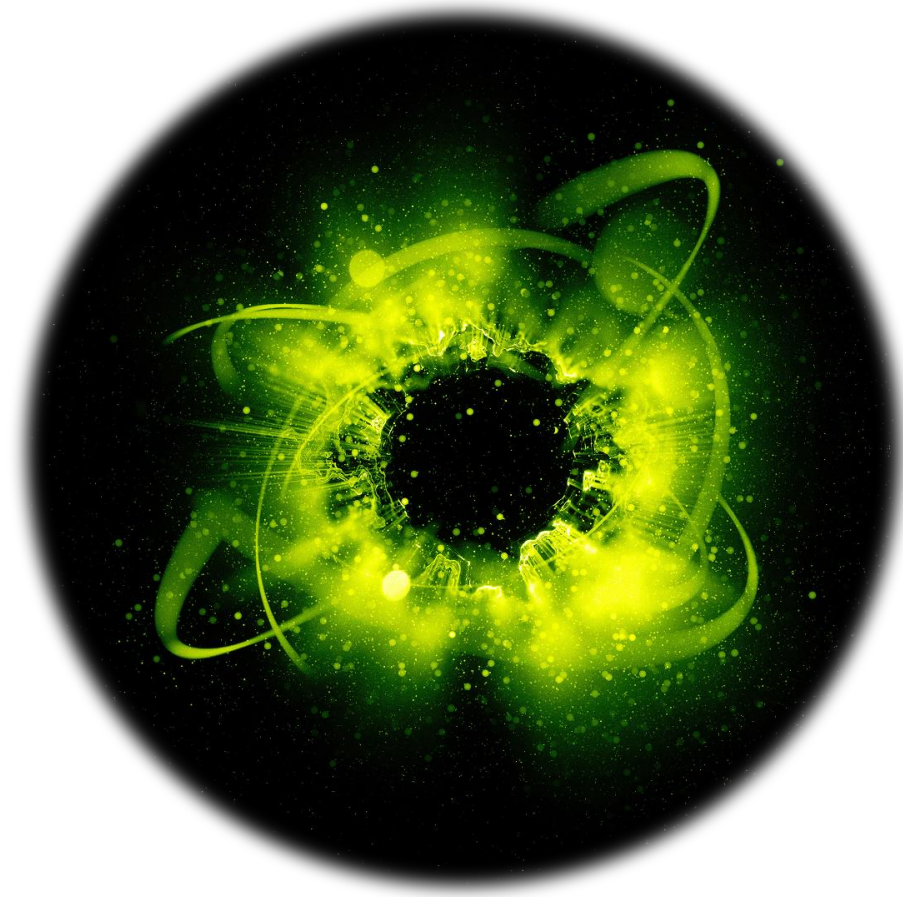


Deloitte.



Jubail Procurement Conference

Economics and Localization Impacts of Procurement

Good morning...



“My name is Neal Beevers, I am a Strategy Partner at Deloitte and have 18+ years of advisory experience... I am currently working in Saudi Arabia, on some of the most complex economic development transformations the country is undertaking...

I’m a fellow of the Institute of Chartered Accountants in England and Wales. I’m married with two young children, and live in the Ishbilia district of Riyadh”

Monitor
Deloitte.



Revenue

\$46 B



Headcount

300,000



**Countries &
Territories**

More Than 150



**Community
Investments**

50M Futures



Economic Development...

Stimulate

Economic efficiency & environmental stability

Increase

Access to jobs for Nationals

Diversify

Private sector company expansion



Investors Need...

Clarity...

Understanding every step of the journey,
with no surprises popping up

Consistency...

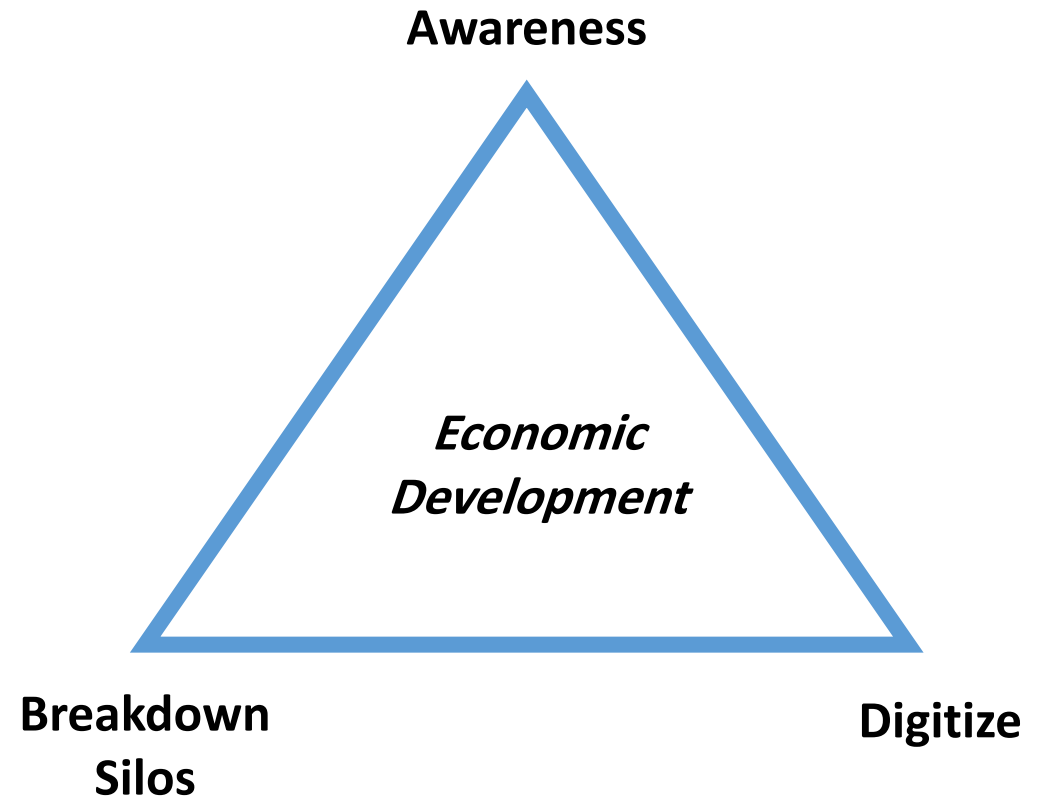
Repeatable time and time again so that
efficient business systems can be built

Timelines...

Knowing how long its goings to take... from
the start



Impactful procurement strategy...





Awareness

Information Transparency...

Let suppliers know what needs you have – volume, specification and timing

Engage Early...

Facilitate investor's planning cycles

Map Their Journey...

Understand the pain-points in processes



Break down silos

Map Supply Chain...

Understand what can be done to tap into local capabilities first, before expansion.

Plan, Measure, Report...

Set local content impact targets and measure

Coordinate...

Between agencies and departments to drive standardization and volume



Digitize...

Procurement portals

- Openly available information
- Live updates
- Drive volume
- Encourages standard specifications
- Drive quality of supplier service
- Monitor and evaluate



Case Study: King Abdulaziz Public Transport Program

- Early Engagement
- Detailed Analysis of Opportunity
- Operator Contract Power
- Specification Transparency
- On-line Portal

Thank you...