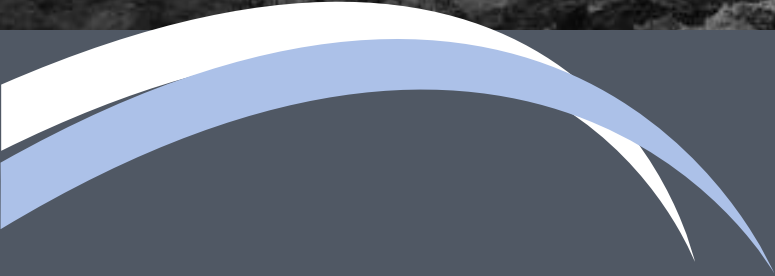


# Kliffand&Co



Procurement Management

Global & Low Cost Country Sourcing

Strategic Sourcing

The Agency

Empowering your Business...

# Bringing The Future of Procurement to you

## CREATING NEW DIMENSIONAL VIEW OF COMPETITION AND OPTIMIZING BUSINESS OPERATIONS

Kliffand & Co is a privately owned, fast-growing procurement services organisation dedicated to a mission of supporting the operating companies, contractors, manufacturers and suppliers in the Petrochemical, Power Generation and Oil & Gas Industries, to create cost savings, mitigate risk, reduce lead times and enable taking swift right decisions at the right time.

Our services provide customers a significant potential for a direct impact on the bottom line, create a new dimensional view of competition, optimize business operations and reduce complexity.

## Solutions for your Business Needs

### PROVIDING A END TO END SOLUTIONS

#### Procurement Management

We act as a procurement agent, representing our clients for all their procurement, purchasing requirements; for a specific complete project, single equipment or bulk materials.

We perform the procurement duties for the entire procurement cycle "The Source-to-pay" process.

We exploit our comprehensive knowledge and expertise to enable our clients to reduce costs, improve cash flow and profitability, minimize risk and optimize business operations, through a pragmatic and effective way to ensure satisfying our clients' business needs.

Management of the procurement process includes:

- Formulating Requirements Documentation & Preparation of RFQ/RFP Documents;
- Developing evaluation models and processes;
- Tender Evaluation and Short-listing
- Preparing evaluation reports
- Designing the overall contract framework
- Drafting contract schedules
- Designing the pricing model
- Vendor Recommendation and Negotiation
- Agreement/order finalization

Our services are flexible and can be adjusted to order finalization only.

#### Direct Procurement

##### Capital Equipments & Materials

Our solutions offer cost-effective process innovation in direct material procurement outsourcing. The solution impeccably and transparently manages transactions between our client and the contract manufacturers/suppliers.

##### Indirect Procurement

Helping our clients lower supply chain costs and increase efficiency through LEAN Customer Value Creation (LCVC).

##### Maintenance, Repair and Operations "MRO"

We take a holistic approach to managing our clients' MRO supply chain; we take responsibility for all MRO activities, we become part of our clients' procurement team optimizing the procure-to-pay cycle, removing all hidden cost drivers and cleansing & maintaining the MRO data.

##### Operating Resource Management "ORM"

However the ORM seems to be simple, its diversity, variety and frequency make the ORM complex. Our ORM solutions relieve our clients' Operating Resource Management headaches and reduce costs. We manage the whole cycle efficiently and seamlessly using advanced tools and applying pragmatic solutions such as category management, collaborative procurement and strategic sourcing.

## Products Sourcing Customized Solutions

Our products sourcing solutions are customized to suite our clients' needs, of fast track or limited budget projects, as we source all types of materials and equipments in the following conditions:

- New Ex Stock;
- Manufactured (Forward Delivery);
- Surplus certified unused;
- Surplus used with original certification and documentation;
- Refurbished and Tested / Recertified materials and equipment.

## Low Cost Country Sourcing

Our team has successfully identified key risk areas in dealing with Chinese and Indian suppliers and tackled each issue in such a way as to not only minimize the risks but to eliminate the potential for any to emerge.

Our team has collected and maintaining a continuously updated extensive list of suppliers/manufacturers, carrying top quality industry certifications and having a global job reference list, with major users.

## Strategic Sourcing

Our services provide our clients with:

- Assessment and aggregation of the company's current spend;
- Assessment of the supply market;
- Category Management;
- Identification of suitable suppliers;
- Development of a sourcing strategy for cost reduction and process improvement;
- Negotiation with suppliers and contracting;
- Implementation of new supply structure;
- Track results, re-evaluation, audit and continuous improvement.



## Global and Low Cost Country Sourcing

We do sourcing of equipments, products and bulk materials regardless of geographical boundaries or scarcity.

We assist in the identification of cost competitive and high quality supply partners who often add value to your organization beyond better pricing. Our proactive continuous searching bring you supply partners who offer innovative solutions in their products and services to suit your needs.

We understand the diversity of today's market structure and have accordingly adapted to the fast paced market demands through the advantageous promising markets as China, India & South Korea. We have been investing through the years to build a network of carefully selected reliable suppliers in these low cost countries as well.

## Strategic Sourcing

Strategic sourcing goes beyond the simplistic formula of 'outsourcing what isn't core'.

We help our clients turning the sourcing operation into a strategic approach, connecting the client's operational base to its business aspirations. We ensure that the service delivery model is not only aligned with, but can also help to drive forward, the critical operational aspects of the business strategy, by going back to basics, considering the direction in which the business is heading and using sourcing options to help take it there.

Our goal is to help our clients to get the best products / services at the best value and ensure process/compliance improvement.

Strategic sourcing requires continuous attention to improving and re-evaluating the purchasing activities of a company, thus enabling organisations to adapt to changing market forces; hence, we partner with our clients for this continuous cycle by tracking and assessment, until reaching client's satisfaction.





## The Agency

Since we have no connection to any suppliers nor receive commission or incentive from them; "The Agency" is another service offered to support specific clients to suite their requirements for the specific cases where they prefer this as the way of contracting and payment.

The Agency is an entirely independent division; acting as sales & marketing agent within the **Egyptian market** for top quality manufacturers/suppliers.

The Agency is currently setting up an office in Egypt with independent task force, thus, our work is entirely objective and unbiased.

Kliffand & Co "The Agency" is the agent/representative of

- **Viar Meccanica** - Italy
- **Renroc Group Pumps & Engineering** - Australia

Also Kliffand & Co "The Agency" is into a partnership with:

- **Petrostar Valves** – South Korea

We are in continuous search to bring the Egyptian market top niche worldwide manufacturers.

*Contact us for more information.*



Empowering your Business...

## Kliffand & Co. Ltd

P.O Box 450676  
Dubai, United Arab Emirates

Email: [info@kliffand.com](mailto:info@kliffand.com)  
Tel: +97144515705  
Fax: +97144215610  
Web: [www.kliffand.com](http://www.kliffand.com)

## Kliffand 'The Agency'

Email: [info@kliffand.com](mailto:info@kliffand.com)  
Mr. Ahmed Saeed  
[asemellawy@kliffand.com](mailto:asemellawy@kliffand.com)  
Tel: +20123110729  
Web: [www.kliffand.com](http://www.kliffand.com)