



HOUSE OF PROCUREMENT
Creating Sustainable Profit Center

INVESTOR PRESENTATION

2019

AFRICA

TRANSFORMING AFRICA THROUGH PROCUREMENT & SUPPLY CHAIN EXCELLENCE & EDUCATION

Relevance Application Impact



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What's the Problem?

The success of your business is inextricably linked to the performance of your supply chain.

- If you want business success (and who doesn't?), you have to make your supply chain successful too.
- It's not difficult to see how the financial health of a business depends on that of the supply chain, or how probable it is that **supply chain costs feature strongly in the demise of many companies** that become insolvent, It can be deduced that **poor supply chain performance commonly contributes to corporate or business failure.**
- Governments already recognize that **SUPPLY CHAIN MANAGEMENT & PROCUREMENT** are the single greatest instruments to achieve national objectives, enacting laws to align it with their values.
 - ✓ *In supply chain managers' hands there's the power that someone lives or dies. Doctors save one live at a time, procurement can save or kill thousands of lives by one decision.*
 - ✓ *Economic growth can only be achieved by developing and realizing a consistent strategy of government orders/spend allocation and development of competitive domestic suppliers for selected goods and services*
 - ✓ *Improving Africa's competitive position should be a priority both for the government and also for HOP, as competitive supply management can become a key contributor to competitiveness of any corporation but also of the whole country.*
- If you want business and government success (and who doesn't?), you have to make your supply chain successful too. To be sure your business will be thriving through to the next five years and beyond, your **supply chain must be at the center of management attention. Developing a best-in-class supply chain is no easy task**, and it takes time. The time is worth taking though and investments worth making
- ❖ Here are a few more sobering facts, to complete the big picture of business success and its dependency on supply chains.
 - In many businesses & governments, the supply chain has never been subject to a design process, but has instead just ... evolved.
 - Supply chain strategy is critical to business & governments success, but is often underestimated in its importance and hence receives less strategic attention than other areas of operation.
 - It is also not uncommon for the supply chain to be the least understood area of strategic organization management, which for an activity **generating up to 90% of overall business costs**, is alarming indeed.

MAKING THE WORLD A BETTER PLACE...WITH PROCUREMENT?

- The [World Economic Forum \(WEF\) reports](#) that **\$2 trillion U.S. dollars** are wasted every year on corrupt purchasing decisions. Some of those decisions may intentionally be corrupt; however, many of them are likely to be unintentional and rather, a result of an error-laden, misguided procurement process.
- The WEF also reports that **\$15 trillion USD** is spent in the public sector annually - this accounts for **18%** of our global GDP flowing through public procurement departments. The public sector is one that is easily relatable since, through taxes and public services, their decisions impact all of us. So, consider the fact that \$1 billion USD is contracted every hour in the United States, but only 5% of government organizations are focused on modernizing and investing their technology core to become “top performers” ([as per this Gartner report](#)).
- **How Better Procurement Makes a Better World**
 - ❖ Imagine how different our world would be if people made the right purchasing decisions every time? If corruption, quality and value weren’t a concern? Hospitals would have better equipment for better patient care; universities and school districts would have better resources for better learning experiences; citizens would have better roadways, parks and services. A better world can be uncovered when smart spending decisions lead to equal opportunity, more innovation, better healthcare, better education, better infrastructure, market competition, higher quality products and ultimately, improved quality of life.
 - ❖ The examples listed here are primarily public-sector because they are most easily related to when speaking in grandiose terms of creating a better world. But the notion of procurement for a better world can be seen in private sector business too. Simply put, better procurement leads to a stronger “invisible hand” in the economy that spurs forward innovation and merit-based competition: better companies and products win, worse ones lose. I think we underestimate the power of this, but if you imagine a situation in which the best supplier wins every contract – every single time – how different might our industries look in five or ten years? Very.
 - ❖ **Olinga Taeed** from the Birmingham City Business School is a believer of procurement and blockchain technology. He eloquently [wrote in an article in which he said](#), “My honest belief is that procurement will be the single largest instrument in the world to change the world – children will say they want to be a procurement officer because they will want to change the values of the world – what we buy, what we eat, what we sell, the values by which we transact. Blockchain and AI will change our processes dramatically.”
 - ❖ By “fixing” procurement, a hidden lever will be unlocked that will change the world more than almost anything else. A bold statement, yes, but we’re talking about trillions of dollars that directly affect every consumer. People outside of the procurement world don’t seem to realize how big of an opportunity digitizing and transforming procurement represents... **we are a small dedicated tribe of believers on a mission to change the world for the better.**



ABOUT HOUSE OF PROCUREMENT

We are a leading Pan-African LPSCM (Logistics, Procurement and Supply Chain Management) Solutions Company and a Professional Buying Organization (PBO) who have successfully proven the positive impact of Supply Chain and Procurement Strategies on the bottom line, cost savings, compliance, working capital, operational efficiency, quality and transparency among many other benefits. We are currently registered in Kenya, Uganda, Tanzania and Nigeria with GLOBAL and Pan African Partnerships with leading organizations from across all sectors, industries and in all Continents



ABOUT HOUSE OF PROCUREMENT ACADEMY

HOP Academy is the leading Pan-African premier Logistics, Procurement and Supply Chain Education and Capability Development Group with leading global partners such as Georgia Tech Supply Chain and Logistics Institute, IEDC Bled School of Management, MIT Professional Education, Singapore Institute of Purchasing and Materials Management (SIPMM), COMPRARA Australia, Malaysia Institute of Supply Chain and Innovation (MISI), Zaragoza Logistics Center (ZLC), Crown Agents, CEL Consulting and Procurement and Supply Institute of Asia (PASIA)

AFRICAN PROCUREMENT GUIDE (APG)



HOP's African Procurement Guide provides the highest value, must-have business intelligence available. With meaningful, timely content African Procurement Guide commands the attention of an audience that truly reflects the global nature of today's supply chains, reaching executives in most African states and digitally to most of the English speaking world. HOP's African Procurement Guide offers a unique, proven channel to unite sellers with buyers of supply chain products and services, including CEOs, Vice Presidents, Directors and Managers involved in procurement, engineering, production, mining, shipping, wholesale, consulting, logistics, retail and manufacturing operations.

Senior professionals-written stories and contributed articles from leading entrepreneurs, business executives, practitioners, academics and consultants provide unparalleled thought leadership on international and domestic supply chain operations. Twelve (12) times a year, the publication delivers fresh, cutting-edge ideas, opportunities on all aspects of the global supply chain, from product design, procurement, transportation and warehousing to human resources, information technology and finance. The magazine and its associated digital content offerings provide insight and advice to help readers make their supply chain operations a success and access to business opportunities.

SUPPLY CHAIN BUSINESS SCHOOL OF AFRICA (SCBSOA)



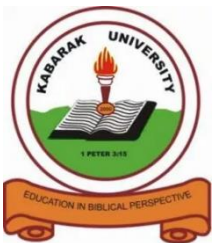
**SUPPLY CHAIN BUSINESS
SCHOOL OF AFRICA**
Excellence In Supply Chain Education

Background:

Until recently, Logistics, Procurement and Supply Chain Management (LPSCM) was seen as a necessity only. In fact, in many developing economies and businesses, the profession is still treated as a 'back-office' function. Meanwhile, not much has been done to explore and address challenges facing businesses and government successes in these economies as a result of poor LPSCM operations and expertise.

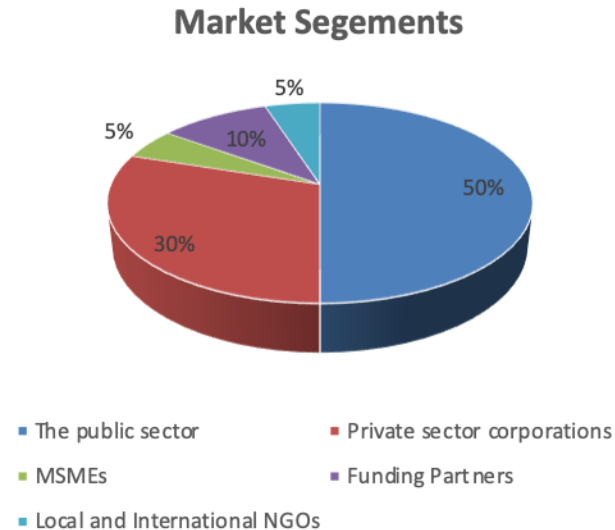
Objectives:

The purpose and key objective of the **HOP ACADEMY AND KABARAK UNIVERSITY** in forming **THE SUPPLY CHAIN BUSINESS SCHOOL OF AFRICA** is to demonstrate the critical role played by the Logistics, Procurement and Supply Chain (LPS) functions in businesses, Governments, NGO's and in general economic successes and development and to reveal the challenges, problems, downturns, non-performances, collapse of many Government functions, projects, industries, companies and private business as a result of poor Logistics, Procurement and Supply Chain (LPS) management and talent development.



The Market

- 1) The public sector 50%
- 2) Private sector corporations
30%
- 3) MSMEs 5%
- 4) Funding Partners 10%
- 5) Local and International NGOs
5%



OUR SOLUTIONS

**CONSULTANCY
& ADVISORY**

**SUPPLY CHAIN &
PROCUREMENT
AUDIT**

**MARKET
INTELLIGENCE
(KPG)**

**SUPPLY CHAIN &
PROCUREMENT
BPO**

**ENTERPRISE
AND SUPPLIER
DEVELOPMENT**

**TRAINING &
EDUCATION**

**PROJECT
MANAGEMENT**

**TALENT
ACQUISITION &
MANAGEMENT**

**SUPPLY CHAIN
SCOR**

**LOGISTICS
MANAGEMENT**

**SUSTAINABILITY
MANAGEMENT**

MECHANIZATION

OUR CAPABILITIES

**COST AND CASH
OPTIMIZATION**

**MANAGED
SERVICES**

**CONSULTING &
ADVISING**

**BENCHMARKING
& INTELLIGENCE**

**TALENT
RECRUITMENT &
OUTSOURCING**

**PROCUREMENT
OPERATIONS
OUTSOURCING**

**SUPPLY CHAIN
STRATEGY
DEVELOPMENT**

**PROCUREMENT
PROJECT
MANAGEMENT**

**SUPPLY CHAIN
DIAGNOSIS AND
AUDITING**

**CATEGORY
MANAGEMENT
SOURCING
SUPPORT**

**CAPABILITY
DEVELOPMENT
& SKILLS GAP
ANALYSIS**

**LOCAL CONTENT
& SUPPLIER
DEVELOPMENT**

Roadmap & Traction

MOU with Kabarak University, Georgia Tech University SCL & CHHS, IEDC, MIT, SIPMM, MISI, ZLC, PASIA for Establishment of Supply Chain Business School of Africa

Technical Partnerships with Dragon Sourcing, SOPEX Consulting, LETSEMA, L&R, AGROTOP, BSR, Ardent Partners.

Direct & Indirect Procurement BPO EOIs/RFP progression and promotion

Enterprise and Supplier Development and Diversity programs partnership with Banks, Telcos and Industry associations.

Global Sourcing, Trading, Distribution and Contract Manufacturing

Agriculture Mechanization program with SOPEX, VOVO and RentCo East Africa

- Safaricom Supply Chain Diagnosis (SCD) \$65-130m opportunity; Net of 30% (\$19.5-39m)
- Kisumu EABL ESD program -\$200-300k opportunity
- KENGEN, KPC, KP, GDC, KEMSA, PAC, PIC, EACC, KPA Diagnosis & Skills Gap
- Lohmann & Rauscher Medical products factory in Kisumu \$10-22m investment opportunity
- Breeding Services & Integrated beef production with AGROTOP & Baringo County \$106m investment program
- Tullow Kenya BV Indirect Procurement BPO \$ 323m Annual Spend Ghana and Kenya, Kenya to increase with Lokichar development
- Farm Mechanization program with RentCo, SOPEX, Absa and CMEC –Sorghum, Soya Beans, Greengrams, Sunflower seeds (\$32.5-100m investment program)

The African Procurement Project (TAPP) 2019>

Africa Procurement Corporation APC and Africa Supply Chain Corporation ASCC China Africa Procurement Project - CAPP

Transforming Africa Through Procurement excellence and education; & To Influence and Control 30-90% of SPEND (Turnover and Budgets)

Core Competencies

- Planning- Supply Chain
- Sourcing- Procurement
- Make:- Manufacturing, Operations, Production, Mechanization, Extraction
- Infrastructure- Rail, Road and Ports -Sea (Water), Dry and Air
- Spend & Contract Management and Market Intelligence
- Innovation and Product Development
- Capacity and Capability development
- Transparency, Ethics, Values, Inclusion, Localization and Diversity
- Technology, Digitization and E-commerce
- Finance- Accessible, Affordable, Appropriate and Relevant
- Regional Integration, Trade, Globalization and Regulations
- Access to talent, advisors, consultants & expertise
- Access to procurement opportunities, tenders, supplier development and diversity programs across all sectors locally and globally
- Public Private Partnerships
- Benchmarking and Market intelligence
- Group Buying and Humanitarian course(s) support

Africa Logistics Corporation ALC

Core Competencies

- Infrastructure- Rail, Road and Ports -Sea (Water), Dry and Air
- Transport and Shipping
- Warehousing
- Technology, Digitization and E-commerce
- Finance- Accessible, Affordable, Appropriate and Relevant
- Regional Integration, Trade, Globalization and Regulations
- Capacity and Capability development
- Transparency, Ethics, Values, Inclusion, Localization and Diversity
- Access to talent, advisors, consultants & expertise
- Access to procurement opportunities, tenders, supplier development and diversity programs across all sectors
- Public Private Partnerships
- Benchmarking and Market intelligence

Regional (TAPP) blocks;

- East Africa
- South Africa
- North Africa
- West Africa
- Central Africa

African Procurement Corporations (APC) Activities

- Engagement with the Government and its agencies
- Engagement with private sector organisations and the respective Industry and Professional associations
- Members skills gap and capacity building programs
- Engagement with Procurement, Logistics and Supply Chain service providers and industry players
- Career development and opportunity access for members
- Advocacy and member protection, discipline et al
- Governance and Ethics audits and application across sector
- Annual Excellence conference and awards
- Supplier development and diversity programs and Localization programs in the private sector, mega projects and AGPO for public sector
- Lobbying and Access to consultancy, market intelligence, advisory, audit service for individual and corporate practitioners
- Engagement with Development partners to support best practice and training programs from USAID, DFID, GATES FOUNDATION, UKAID, SNV, UKEF etc.
- Quarterly or bi annual Presidential Procurement roundtable
- Purchasing Managers Index, Benchmarking and Market intelligence

Subsidiaries and Centers

- ❖ The African Supply Chain Project (TASCP)
- ❖ The African Logistics Project (TALP)
- ❖ The African Procurement Project Centre (TAPPC)
- ❖ The African Supply Chain Centre (TASCC)
- ❖ The African Logistics Centre (TALC)

China Africa Procurement Project – CAPP; By APC, ASCC, ALC & HOP under The African Procurement Project (TAPP)

- We are working on project closely related to China doing business with and in Africa through the Belt and Road initiative **BRI**,
- This project we have named **The China Africa Procurement Project (CAPP)** and our wish is to work on this together with the Ministry of Commerce China- **MOFCOM** to engage with on a potential implementation plan,
- The main reason for this project is to ensure there's **perception and reality** of socio-economic impact benefits of Chinese investments in Africa and to reduce or defuse the fear of **debt trapping, loss of assets, exploitation and potential colonization**.
- This feeling might not be with the political and top business class but for sure its entrenched in the Micro and Small Businesses, Youth, Women and the general population,
- There are three main reason for this and these are the main areas we would want to address together with **MOFCOM** and leading **Chinese Enterprises** into a **deliberate program with intent** to ensure China and Chinese companies have a long lasting almost eternal social license to operate in Africa;
 - **Local Sourcing** for set a side category pf goods, works and services available in-country, this must be a deliberate program
 - **Localization** and local content through enterprise supplier development and diversity programs to embed socio-economic impact in key population and business demographics. This will also bring the feeling of inclusion with **15-30%** of business and or contract values for the **predetermined, reserved, ring-fenced and set aside categories assured for the local pre-approved business population**. There must also be a deliberate training, technical and knowledge transfer programs on top of recruitment and succession planning and road maps.
 - **Transparency and visibility** of qualification and award of all local contract and partners through **FURSA Token** and or Blockchain etc. Other means could also be **FURSA Procurement portal** for all tenders and partnership opportunities across Africa

- These programs will give a sense of ownership and belonging to the populations and will ensure security of these projects and longevity of
- China's presence and investments in and through Africa, with the population supporting it, there's no one who can challenge it and no amount of sovereign guarantee can match this investment security.
- An automatic socio-economic boost will also ensure that local African governments have the ability to collect more local revenue and pay off the debts from the businesses directly impacted by these programs.
- The fear of country **assets being confiscated** by China will be completely defused and similarly for China this is not a sustainable plan to recover debt or gain influence at one point there will be fatal resistance and this is not good for business and transformation of Africa,
- Our gut feeling is that this so **simple 3 programs** or so ways will increase the Chinese influence in Africa especially in the businesses plus governments and will be deeper than any other power in the world now and before Africa's independence,
- This project is to implement from a global level with **MOFCOM** and leading Chinese Enterprises once it is owned and promoted by the Chinese Government its success shall be guaranteed at **90%+** with quarterly and annual performance reports,
 - **China, world leaders call for transparency in Belt and Road project-**
<https://www.theeastafrican.co.ke/business/transparency-infrastructure-projects/2560-5088786-p78b49z/index.html>
 - The leaders, who spoke during the official opening of the Second Belt and Road Forum (BRF) in Beijing on Friday, emphasized the need for equal development in a push to contribute to the United Nations 2030 Sustainable Development Goals (SDGs).
 - <https://www.theeastafrican.co.ke/business/China-to-adopt-sustainability-framework-to-prevent-debt-risks/2560-5088002-g5011yz/index.html>

- We have we have initiated a program known as **FURSA** on how we would like to partner with leading **Telcos and Banks** due to their large network and financial muscle to support **Very Small Enterprises (VSEs)** , **SMEs, Youth, Women and People with Disabilities** doing business with **risk approved** public and private sector corporations, project companies and INGOs.
- This is a deliberate program under the **Enterprise Supplier Development and Diversity initiative** both with the private sector and public sector under the **Access to Government Procurement Opportunities** (AGPO) and for mega projects.
- Currently and traditionally the primary partners are banks and other traditional funding agencies and value chain financial technology organizations , given the **Mobile Money and Bank** networks the **FURSA** program is capable to reach all counties and people doing business in any corner of the Nation **24/7**.
- This will also work with mega projects across sectors from **Oil and Gas, Infrastructure, Construction, Energy** etc. for their **Localization programs** for them to achieve not only the local content obligations but also secure compliant, competent and competitive suppliers from within the counties and localities where they operate in and nationally.
- Looking at the current innovations and products portfolio at leading Telcos and Banks as well as the size and capacity of the companies we believe that this space of **Enterprise Supplier Development** is an area that the **Banks and Telcos** can support the socio-economic impact of public and private sector corporations by stepping in as **funding partners** through the traditional branches and enhanced versions of **Mobile Money, Online banking & Mobile Banking APPs** on a fully new program **FURSA** to meet the funding needs of organizations and suppliers in this program which is based on **non-collateralized funding with a guaranteed future cash flows from the contracting organizations**,
- One of the critical success factors and core consideration for **public and private sector corporations, INGOs and mega projects- EPCMs & IOCs** is getting the **Local Communities, Youth, Women, People with Disabilities** and **SMMEs** to participate in the value chain of their businesses and projects as much as possible.
- We have developed and are promoting **FURSA** across East Africa that aims at supporting projects, corporations achieve their **local sourcing, supplier diversity/development and local content targets/obligations** as well as secure **social license to operate and security** for their operations and projects.
- ❖ This will benefit organizations beyond the Banks and Telcos customer base to suppliers of leading public and private sector corporations and mega projects anywhere in the country which will naturally grow the number of their business/corporate clients as well as individual customers from within the organizations under FURSA.

The main pillars to this program are

- ❖ Suppliers technical and business capability development,
- ❖ Access to funding plus appropriate financial products and services,
- ❖ Preference, preservation and ring-fencing of identified categories of goods, works and services for Youth, Women, People with Disabilities and SMMEs,
- ❖ Supplier diversity (e.g. increase youth, women, people with disabilities in the supply base), corporate citizenship and Suppliers' enterprise development
- ❖ Access to projects procurement/tender opportunities,
- ❖ Create an integrated pool of procurement ready, compliant and financially capable Women and SMMEs,
- ❖ Social and Enterprise development
- ❖ Talent acquisition and development

Our key Initiatives include but not limited to:

1. Category management and supplier development
2. Business Development Services and Support (BDSS) – Access to Markets & Tender/Project Opportunities,
3. Corporate/Project Value Chains' non-collateralized lending to emerging and established Youth, Women, People with Disabilities (**Owned and Led**) businesses, VSEs and SMMEs.
4. Preferential procurement and supplier development with prequalifying/registering the right Women and SMMEs,
5. Our program is a combination of Preferential Procurement, Supplier Diversity, Supplier Development and Enterprise Development programs to service business and the project needs,
6. Access to appropriate Funding and Financial Services e.g. Working Capital, Pre and Post contract performance funding, Vendor Managed Inventory (**VMI**) programs
7. Technical and Business capacity and capability building programs etc,
8. Training and Awareness Workshops and Seminars with Women and SMMEs C-Suites and Owners,
9. Establishment of Enterprise Supplier Development and Local Content regional information & registration centers (Partner Bank Select Branches/County offices) etc.
10. On job and onsite risk assessment and coaching
11. All trainings, seminars and workshops are certified by Kabarak University Business School

FURSA Procurement Portal

The African Vendor & Supplier Portal

- The main objective of **FURSA Procurement Portal (The African -Vendor & Supplier portal)** is to provide **accessibility, information, business/partnership/tender opportunities to African businesses by their local governments, corporations, multi-nationals, international project companies, development partners and Global Sourcing for participation in global RFP/Tenders.**
- Our **FURSA Portal** development strategy is closely related to **supplier discovery, diversity, development, relationship and partnership management** and is the process of working with groups of suppliers across categories and countries to improve their performance for the benefit of the **local and global buying organizations**, the community and the local economy.
- Procurement and supply chain strategies are set to be in the forefront of critical issues plaguing private and public sector corporations, INGOs project companies especially with the current focus on Sustainability, Local and National content policies.
- To achieve this, our team have come with areas, opportunities and parameters we should look at for **FURSA** programs in order to deliver better supply chain value: These include but not limited to;
 - ❖ Need for New or Improved African Suppliers Performance
 - ❖ Searching for Competitive African Suppliers for local and global RFPs
 - ❖ Establishing Performance Metrics and Assessing Suppliers
 - ❖ Supply Base Rationalization and Optimization
 - ❖ On-site Risk Assessment & Performance metrics by Cross-functional Team- where possible and critical
 - ❖ Feedback, Information Sharing , Maintaining Momentum and Qualification
 - ❖ Supplier Integration in New Product/Project/Policy/Process Development
 - ❖ Establishing Integrated Pool of **Procurement ready** Supplier Network and Group buying
 - ❖ Give local and international buyers access to a **pre-screened** Pan African supplier database and networks
 - ❖ Give local supplies and opportunity to participate in localization programs and global tenders/RFPs

- Managing a deep roster of diverse suppliers is crucial to the viability and strength of your supply chain, while leading to questions such as;
 - How do you quickly and efficiently source potential new suppliers?
 - How can you audit potential suppliers to ensure that their skills are a good match for your needs?
 - In these areas, our supplier discovery tool can make a tremendous difference to your supplier diversity team.
- FURSA Supplier discovery is an automated process that places key supplier data at the fingertips of the supplier diversity and procurement professional. Backed by a constantly updated database as well as a supplier portal that allows businesses to update their information, an effective vendor management software automates mundane tasks, so that you can build those supplier relationships and access both local and global opportunities to buy and or sell.

What to look for in our supplier discovery tool, data enrichment and analysis :

- ❖ Ability to search and filter by diversity, category, material, service, works, certification, source, origin, commodity, area of expertise, geographical location, etc.
- ❖ Customizable supplier registration portal
- ❖ Up-to-date company and supplier contact information
- ❖ Internal ability to share supplier information
- ❖ Ability to track certification status, mergers and acquisitions, certificates of insurance, information on privately owned companies, and joint ventures, as well as parent-child family connections etc.
- ❖ Detailed, current reports of utilization of diverse suppliers within the existing corporate supply base
- ❖ Updated certifications or classification status of diverse suppliers
- ❖ Identification, removal of duplicate supplier records and Consolidation of vendor information
- ❖ Procurement Intelligence in FURSA portal delivers you insight into categories and markets to enable effective procurement decision
- ❖ Granular analysis and customizable reporting
- ❖ Economic impact modeling

Crypto tokens represent a particular fungible and tradable asset or a utility that is often found on a blockchain. Crypto tokens are special kind of virtual currency tokens that reside on their own blockchains and represent an asset or utility.

FURSA TOKEN UTILITIES

- Pre-requisite for suppliers qualification and or registration for tenders or vendor databases- (Annual reviews)
- Tenders- must have APC Token or extra point on evaluation for having APC Token, added weight to the average score
- Quick access and subsidies for Government services
- Specific Tax breaks (exemptions) and priority at the port (s) for clearing and forwarding needs
- Pre-requisite and subsidy to joining Industry associations
- Pre-requisite and subsidy to joining Professional associations
- Pre-requisite and subsidy to joining Members Clubs
- Rebates and or Discounts on Airtime, Money Transfer and Internet costs from Telcos and ISPs
- Access to procurement opportunities, tenders, supplier development and diversity programs across all sectors

❖**Discounts** at;

- Coffee shops
- Movie Theatres, Concerts, Plays etc
- National parks and tourism sites
- Retail Chains/Supermarkets
- Hotel packages (meals, accommodation, meetings/conferences and events)-(sing-up hotel chains)
- Restaurants
- Fuel stations
- Flights tickets and upgrades
- Loans Interest rates by a % or so
- Insurance premium by 0.5% or so
- University/Colleges subsidies and or scholarships,
- Taxi discounts...Uber points etc, Discounts and Access to training programs, conferences, seminars etc.

- Other utilities could include Subsidies on stocks for a select agreeable corporations
- Pre-requisite and subsidy when renting new premises or renewal of leases,
- Access to tender portals, Access to Career portals, Added points on Business profiles and CVs ,

The procurement leaders of tomorrow will have to adopt a different worldview than their counterparts now and in the past. To adapt to this evolution, we must already start thinking about ways to find and nurture the next generation of procurement leaders, which will require us to assess their intellectual and geographic diversity and recruiting sources:

- **New blood:** Procurement teams will expand and attract more people with backgrounds in education and professional services, making it one of the more intellectually diverse organizations within the enterprise.
- **New cultures:** Geographical shifts into new or emerging markets will require procurement teams to recruit a more diverse workforce that can design buying strategies that will be more relevant to local social and cultural dictates.
- **New mindsets:** Doing business in a more transparent society will require procurement organizations to go far beyond “corporate social responsibility” and actively participate in a wholesale reevaluation of the corporate-social relationship.
- **New profiles:** The profile of the traditional buyer who counted success through hard-won negotiations that “didn’t leave any money on the table” will be replaced by procurement teams that adopt a multidimensional approach to managing the supply chain. While reducing costs will continue to be important, it will not be the overarching factor in all negotiations.
- **Our Supply Chain Management Practice** serves organizations by providing proactive assessment and recruitment of top-level professionals. Our executive level placements are individuals who are successfully leading companies through integration, change management and innovation. Our mid-management placements are visionary officers, directors & managers who create medium to long-term strategy, lead departments, and thrive in highly competitive environments.
- *From the outset, we hire for ourselves and for clients talented, young and experienced employees and consultants who can develop and demonstrate knowledge and exceptional expertise in one or a number of categories. We have partnered with colleges and universities to provide internship and graduate programmes for students in various Supply Chain disciplines plus other complimenting disciplines.*

EAST AFRICAN PROCUREMENT MANAGERS ASSOCIATION-EAPMA

Transforming Africa Through Procurement excellence and education; & To Influence and Control 30-90% of SPEND (Turnover and Budgets)

ABOUT EAPMA

•The **East African Procurement Managers Association (EAPMA)** is growing towards being East Africa's largest association for supply chain management professionals and supply chain service providers. We represent thousands of members, as well as the wider profession, working in roles that cover sourcing, procurement, logistics, operations, supply chain technology, inventory, project and contract management. EAPMA work includes but not limited to setting the standards for excellence and ethics, and aims to be the principal source of professional development and accreditation in supply chain management in East Africa.

Impact of the Supply Chain Profession

•The supply chain management profession makes a significant contribution to East Africa's economy and provides a critical competitive advantage for all enterprises for local, regional and global business bidding and determines of our countries' and regions' global attractiveness to global buyers and investors. Our latest survey reveals that **EAPMA members control more than \$30+ billion in annual spend**. The standard of living we all enjoy through timely, cost-effective access to a range of innovative, high-quality goods and services is directly linked to the professional practice of supply chain management. The profession favorably influences the social and economic success of, not only Canadians, but citizens worldwide.

Mission and Vision

- Mission** – Driving excellence and professionalism in procurement and supply capability.
- Vision** – To be the catalyst for skills development and professional standards while sharing topical good practices.
- Our vision is driven by the mission to *“Support our communities through business support, procurement services, consolidated group buying and giving back 50% of our savings/profit for critical humanitarian programs”*

EAST AFRICAN PROCUREMENT MANAGERS ASSOCIATION-EAPMA

The purpose of this group is to:

- Collaboratively drive the procurement and supply management capability of the sector, through the prime organisations but also through the multi-tiers in the supply chain, working collectively through initiatives to bring this about.
 - Work together to influence the shape, scope and delivery of programmes within the LPSCM Academy, and promote the academy and associated standards within own organisations and those of peers and sub-tiers.
 - Influence the building of SME capability in procurement and supply in the public and private sector, through increasing knowledge and skills in an accessible way to enhance performance and competitiveness.
 - Collectively discuss key topical issues and initiatives that are current and relevant to the sector and where appropriate agree an understanding and position that can be used by individual companies.
 - Influence areas of national interest, standards and practice.
 - Influence the establishment of sub-groups associated with LPSCM to drive forward any of the above agendas.
 - Provide advice and guidance on leading LPSCM professional associations products and services.
 - Act as advocates of leading LPSCM professional associations, promoting and protecting the procurement profession.
 - Provide an unprecedented range of business services, coaching, consulting and training programs
 - Increase business' profitability and liquidity, decrease debt and elevate the circumstances of their employees
 - Present our programs in a consistent manner globally, following a structured framework of approved guidelines that represent sound and proven business methods; avoiding high-risk systems, practices and principles of compromise that are likely to result in failure
 - Identify and provide leading products and services to our clients at competitive prices
 - Provide the best confidential business support available.
-
- ❖ Be the voice of supply chain in **EAST AFRICA**
 - ❖ Engage with industry to unlock the opportunities for supply chain success
 - ❖ Access to talent, advisors, consultants & expertise
 - ❖ Access to procurement opportunities, tenders, supplier development and diversity programs across all sectors locally and globally
 - ❖ Public Private Partnerships and Quarterly or bi annual Presidential Procurement roundtable
 - ❖ Benchmarking , Market intelligence and Purchasing Managers Index
 - ❖ Engagement with the Government and its agencies
 - ❖ Engagement with private sector organisations and the respective Industry and Professional associations
 - ❖ Lobbying and Access to consultancy, market intelligence, advisory, audit service for individual and corporate practitioners
 - ❖ Engagement with Development partners to support best practice and training programs from USAID, DFID, GATES FOUNDATION, UKAID, SNV, UKEF, NRC, USTDA, World Bank, IFC, AfDB, AFD etc.
 - ❖ Group Buying and Humanitarian programs support
 - ❖ E-Learning, Mentorship and Coaching Programs

EAC SCM EXCELLENCE AND SUPPLIER DEVELOPMENT AWARDS

CATEGORIES

Team Categories

- ❖ Best Contribution to Corporate Responsibility
- ❖ Best Contribution to the Reputation of the Profession
- ❖ Best Cross-Functional Teamwork Project
- ❖ Best International Procurement Project
- ❖ Best People Development Initiative
- ❖ Best Process Improvement Initiative
- ❖ Best Procurement Consultancy Project
- ❖ Best Public Procurement Project
- ❖ Best Supplier Relationship Management
- ❖ Most Improved Procurement Operation – Start Up
- ❖ Most Improved Procurement Operation – Step Change
- ❖ Most Innovative Use of Technology
- ❖ Best Procurement Diversity Initiative - NEW FOR 2019-2020+

Logistics and Transport Award Categories

- ❖ Transportation Provider of the Year
- ❖ Warehousing & Fulfillment Excellence Award
- ❖ Supply Chain Innovation of the Year
- ❖ Sustainability Excellence Award
- ❖ Freight Forwarder of the Year
- ❖ Manufacturing Excellence Award

Individual Categories (Sponsored)

- ❖ **EAPMA** Procurement and Supply Professional of the Year
- ❖ **EAPMA** Young Procurement and Supply Professional of the Year
- ❖ **EAPMA** Procurement and Supply Team of the Year
- ❖ Future Leader Award, *Partnered by EAPMA*
- ❖ Innovation Award, *Partnered by EAPMA*
- ❖ Cross-Functional Collaboration Award
- ❖ External Collaboration Award
- ❖ Talent & Development Award
- ❖ The **EAPMA** Supplier Diversity & Inclusion Award, *Partnered by EAPMA*
- ❖ Lifetime Achievement Award
- ❖ Overall Winner

Service Providers Only

- ❖ P2P Specialist Provider Award
- ❖ Procurement Technology Award
- ❖ Procurement Consultancy Project Award

Supplier Development Awards (FURSA)

- ❖ The Newcomer Award
- ❖ The Innovation Award
- ❖ The Nation-Builder Award
- ❖ The Local Manufacturing and Small Supplier Award
- ❖ The Overall Winner

- 1) Events , Workshops, Conferences, Dinners, Breakfasts and Seminars Pan African & Internationally
- 2) Direct Marketing and Lobbying
- 3) Transform Kenya Partnership with Standard Group
- 4) Gain Share agreements
- 5) Digital marketing, Blogging, Direct Emails and Print
- 6) Partnership with Industry and Professional Associations
- 7) Corporate Partnerships and with with the Government and its agencies
- 8) Engagement with respective Industry and Professional associations
- 9) Engagement with Development partners to support best practice and training programs from USAID, DFID, GATES FOUNDATION, UKAID, SNV, UKEF
- 10) African/Kenyan Procurement Guide Magazine and Newsletters
- 11) Traditional Media
- 12) Recommendations and References

The Team



Chairman- Gerald Githinji

- ❖ He is a manufacturing end-to-end supply chain focused director with wide and successful experience in operations and the general management of Pharmaceutical, FMCG, Aerospace Engineering, ICT and Construction industries having living experience in UK, Holland, Kenya and Uganda and extensive international travel. Commercially astute, strong operations background both strategically but also "hands on" implementation with outstanding accomplishments and appetite for challenge.
- ❖ A highly motivated and committed leader, coach and team mentor accustomed to lead & deliver business transformation by fundamental appraisal of business strategy, designing responsive and capable processes and restructuring the organisation and supply chains.
- ❖ He is an analytical, resolute leader who having reached senior management level at leading multinationals, established own business in 2004 to provide consultancy and interim management services. Took on full-time beverage board level position, recently concluded following operating model review. He is adaptable, results orientated having excellent strategic leadership, organisation & planning skills.
- ❖ His aspiration is to create business and social transformations that deliver operational excellence, to accelerate sustainable and profitable growth. Has passion for achievement of organisational & operational excellence and delivering cost effective, customer focused, industry leading revenue growth and profit enhancement.
- ❖ **Specialties:** Business strategy, Business change programme management, manufacturing and supply chain excellence, management consulting, coach & mentor



Group MD Benard Odote

- ❖ He has over 10 years of experience in procurement and supply chain management in industries such as Oil and Gas, Energy, Agriculture, FMCG, Manufacturing, Consulting, Service, ICT and Telecommunications.
- ❖ Benard's core competencies include: Procurement Spend Diagnostics, Project Conception and Modelling, Supplier Development, Supplier Relationship Management, Contract Negotiation, Cost Reduction Initiatives, Leadership & Change Management, 7-Step Sourcing Process Knowledge, Sustainable Strategic Sourcing, Multi-Cultural Team Management, E-Sourcing and Supply Chain technology, Decision Analysis, Cost Modelling, Supply Market Intelligence, Stakeholder Management, Governance and Risk Management, Planning and Logistics Management.
- ❖ His countries of work experience are Kenya, Uganda, Tanzania, Malawi, Mauritius, Mozambique, DR Congo, Liberia, Sierra Leone, Nigeria, South Africa, Switzerland, UK, Guinea, UAE, Zimbabwe and Ivory Coast.
- ❖ He has led various companies such as House of Procurement and Camusat East, Central and West Africa and was the Global Commodity Buyer for Fiber Optic for Camusat Group and has been in-charge of sourcing for all EABL manufacturing sites including KBL, UDV, CGI and EAML based in Kenya; Serengeti Brewery Sites in Tanzania (Mwanza, Moshi, Dar); and IDU and Uganda Breweries both in Uganda. He was also the Regional Strategic Buyer for Nestle' Equatorial Africa where he looked after factories in DRC, Zimbabwe and Kenya

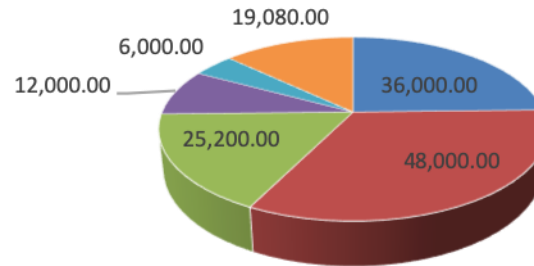


COO Chris Wasike

- ❖ Chris Wasike has over 20 year of progressive senior management experience in strategic procurement, large scale project implementation and business process re-engineering with leading corporations working in complex and diverse business environments in Kenya (Consultancy, Security, Energy, Project Management and Manufacturing and Financial services)
- ❖ Chris has worked as Head of Procurement for Tata Chemicals Magadi Ltd (a subsidiary of Tata Chemicals India), G4S Kenya Ltd, and National Social Security Fund, Nzoia Sugar Company Ltd and currently as Director of Operations with House of Procurement, a Pan-African Logistics, and Procurement and Supply Chain Management (LPS) consultancy.
- ❖ Chris has an MBA in Corporate Management from KCA University in Kenya, a premier private accounting and business university. He is an alumnus of the Centre for Corporate Governance Kenya, a member of the International Academy of Project Management (IAPM) and International Governance Institute (UK) and a Certified International Procurement Professional (CIPP).

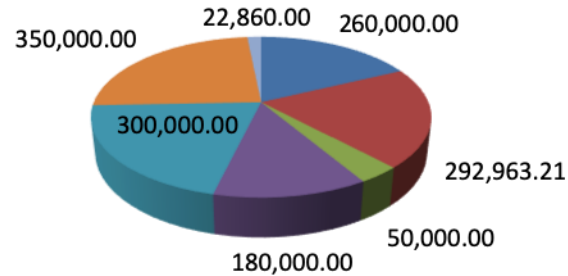
2019 Financials

USD AOP 2019 SPEND



■ Salaries ■ Directors ■ Marketing ■ Rent ■ Operations ■ Overheads

USD AOP 2019 REVENUE



■ Training ■ VMI ■ Events ■ BPO ■ ESD ■ SCD & AUDIT ■ OIE

Competitors-(Sample)

COMPETITOR ONE

- PWC
- KPMG
- E&Y
- PKFEA
- DELOITTE
- MCKINSEY

COMPETITOR TWO

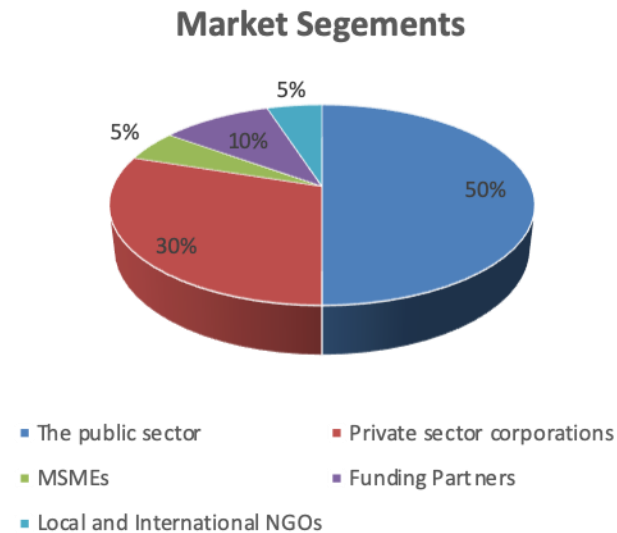
- PPRA
- KISM
- PREA
- SBS
- ESAMI
- CAPS
- KIM

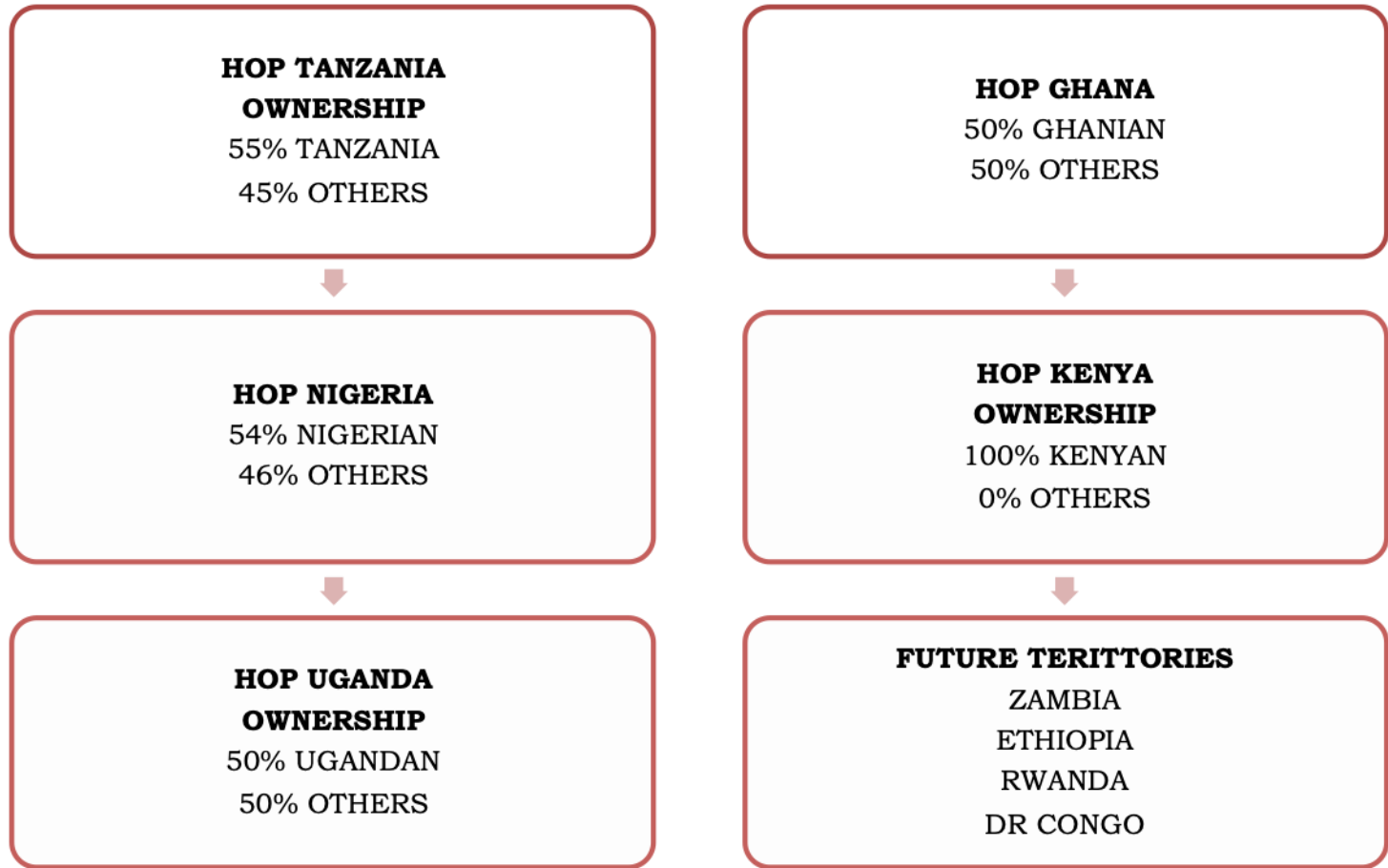
COMPETITOR THREE

- ACCENTURE
- 4C ASSOCIATES
- GENPACT

Use of Funds

- 1) Working Capital
- 2) Marketing & Promotion
- 3) Research & Intelligence
- 4) Operations





HOP has a diverse range of expertise & client base. Our key focus sectors include and not limited to:

- Oil and Gas & Mining
- Public Sector-National and Regional-(Counties/States) Governments
- Manufacturing & FMCG
- Financial Services Sector
- Education Sector –Vocational, Tertiary and Executive
- Non-Governmental Organization – Local & International
- Small Medium Enterprises
- Communications and Media
- Transport & Logistics Sector – 3PL & 4PL
- Information Communications & Technology (ICT) – LPS Tech & Systems.
- Aviation Sector
- Human Resource Sector
- Hospitality, Health and Pharmaceutical Sector
- Agricultural Sector
- Telecommunication Sector
- Energy & Utilities Sector- E.g. Power Generation and Distribution
- Construction Sector
- Retail Sector
- Auditing-Internal, External & Forensic (Proactive)
- Directs and Indirect Services etc.

Focus FURSA (ESSD) Projects 2019>

Below is a summary of the projects we are in advanced stages of discussions and in most have agreements in principle just waiting for final contracts execution once the projects are ready to kick off;

- **RentCo-KENGEN** Mini Power Plants- Project worth at least \$500m (RentCo Sits in our Board) <https://www.nation.co.ke/business/996-3041888-n0dr40z/index.html>
- **Lake Albert and East Africa Crude Oil Pipeline (EACOP) project**-1,445KM pipeline from Hoima to Tanga and Lake Albert Tilenga Oil Fields Development. Approximate value \$3.5b and \$8b respectively
- **GBM Engineering Consortium** for a \$2B dam <https://www.theeastafrikan.co.ke/business/British-firm-gets-nod-to-build-mega-dam-in-Kenya/2560-4787558-n46wom/index.html>
- **BECHTEL Group** for the\$2.1B Expressway Mombasa and Nairobi-
<https://www.bechtel.com/newsroom/releases/2017/08/bechtel-to-build-first-expressway-in-kenya/>
- Incoming mega projects for **Kenya Pipeline Company, Kenya Power and KENGEN** (we need a special C-Suite Meeting for the Energy Sector Bosses)
- **Tulow Kenya (Confidential)** discussions ongoing with us on RFP conclusion and with **Worley Parsons** who are also our EACOP lead EPCM partner- <https://www.worleyparsons.com/news/2018/may-tulowoil-contract> and <https://ugbusiness.com/5686/penspen-worleyparsons-favourites-for-oil-pipeline-supervision-tender/> (See Tulow to spend \$70m in 2019 <https://www.businessdailyafrica.com/economy/Tulow-to-spend-Sh7bn-on-Turkana-oil-this-year/3946234-4938764-bwlnf9z/index.html>)
- **2,100 MW Rufiji Dam and Power Plant Tanzania:** The project is a joint venture between Arab Contractors and Elsewedy Electric Company, according to a press release from Arab Contractor. Approximate value \$2.9b-
<https://allafrica.com/stories/201812120747.html>
- Other projects in the pipeline for heavy pushing include the following;
 - **Women in Supply Chain in Africa e.g. (Safaricom Women) Procurement** plan and Supplier base diversification
 - **Localization** e.g. **EABL Kisumu Plant** project (Business for the LREB region based suppliers and resellers)
 - **Farm Mechanization** project with RentCo with EABL and BIDCO
 - **Government ICT** procurement outsourcing and **Affordable Housing** projects discussions ongoing directly with CS and PS respectively,

OUR PARTNERS



LETSEMA





CONTACT US:
Tel: +254 (719) 172 178, +234 (902) 133 7798,
+256 (752) 600 339, +255 (782) 962 026
Email: info@hop-global.com; programs@hop-global.com
Website: www.hop-global.com



HOUSE OF PROCUREMENT
Creating Sustainable Profit Centers

Thank You

