

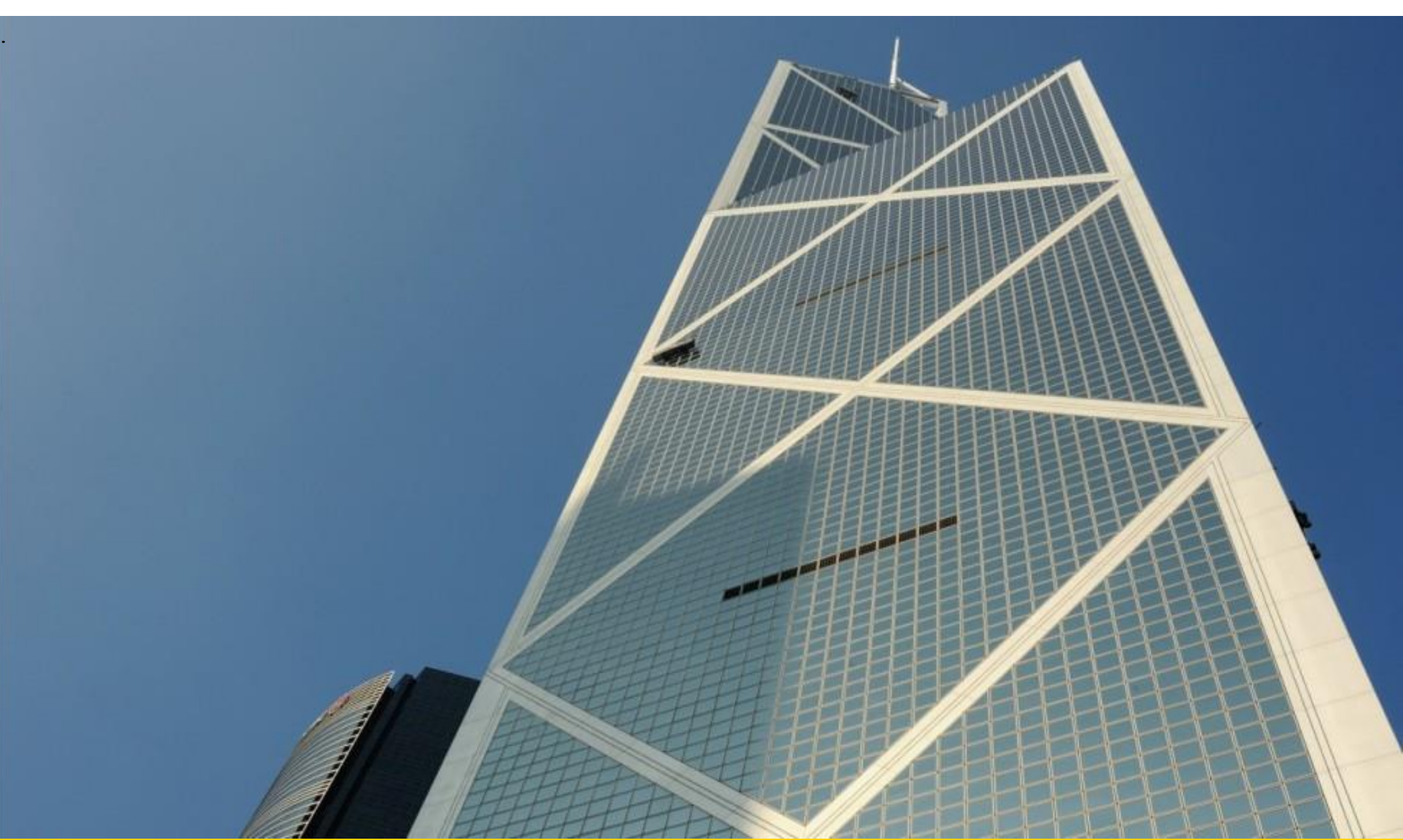


# BUSINESS PROFILE

*Always in the moment  
there for you, questioning  
a better way to do things*

**HOP**

HOUSE OF PROCUREMENT  
*Creating Sustainable Profit Centers*



# HOP AFRICA GROUP

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HOUSE OF PROCUREMENT  
*Creating Sustainable Profit Centers*



**HOUSE OF PROCUREMENT**  
*Creating Sustainable Profit Centers*

## OUR MANTRA

*INTEGRITY+COMPETENCE+LOYALTY*

*of teams, partners, suppliers, technology, processes, policies, strategies, stakeholders, regulations*



**GOVERNANCE +  
PERFORMANCE + GROWTH**



## WHO WE ARE



### 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)



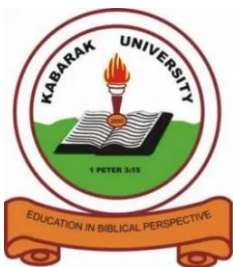
**SUPPLY CHAIN BUSINESS  
SCHOOL OF AFRICA**  
Excellence In Supply Chain Education

### **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.



# OUR BUSINESS

**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**

# OUR TOP FIVE PROCUREMENT PRIORITIES

We have identified five key procurement priorities that shape the procurement function's mandate today and will continue to influence supply chain management through 2025. Business leaders must take charge of their Supply Chain if they want to succeed as CEOs, and Entrepreneurs, if they want their organizations to succeed their supply chain must succeed too



## 1. Realizing Cost Savings and Optimizing Working Capital

Delivering commercial benefit to the business is a core element of procurement that will continue to be crucially important from today through 2025. However, procurement leaders are looking to realize these goals in new ways in the future. Improvements in real-time data availability allow for more dynamic decision-making, which can in turn support cost savings and enable procurement to more efficiently manage cash. For example, procurement can combine real-time demand data with historic trends to predict stock outages before they happen and direct replenishment. Improved technology can also allow for real-time insights into invoice approval status and facilitate faster

While not a new trend, procurement professionals describe reducing the number of suppliers and third parties in their supply chains as a high priority for the future. Simplifying supply chains creates business efficiencies and can help to reduce uncertainty and risk. A more streamlined supply chain increases the importance of each supplier relationship, creating incentives for companies and suppliers to collaborate on development opportunities and innovation projects. It is also critical that this rationalized set of suppliers is fit for the future, keeping pace with technological advances and aware of how global trends are shaping their businesses. Working with a smaller number of suppliers creates the conditions under which traceability, supplier partnership, and supplier-enabled innovation can flourish.



## 2. Rationalizing the Supply Base



## 3. Improving Risk Prediction and Management

Risk mitigation will continue to be paramount for procurement leaders through 2025, but the approach to delivering on this priority is changing. Legal requirements and stakeholder expectations for risk screening and due diligence are increasing, and procurement leaders will need to leverage more sophisticated tools, triangulate information and data from more sources, and scan for risks in deeper parts of the supply chain than ever before. In the past few years, there has been tremendous growth in the number of tools and technologies available to support supply chain risk prediction, and many of these include sustainability dimensions, such as environmental, ethical, and human rights risk monitoring. Procurement leaders are working to understand and test the capabilities of these tools and considering integration into and interoperability with existing systems across the business

CEOs increasingly look to CPOs to understand market dynamics, support business agility through foresight, and enable differentiation through innovation with suppliers. In 2025, the role of the CPO may include even more focus on providing this kind of strategic foresight to the business, understanding forces of change and uncertainty, and translating weak signals about supply chains into valuable business intelligence.

Oxford Economics and SAP found that procurement executives among high-revenue-growth companies are more likely to say procurement within their company is becoming more strategic and more collaborative, and also that procurement data and information is being used across the company



## 4. Providing Strategic Foresight to the Business at the Highest Levels



## 5. Innovating and Collaborating with Suppliers

Supplier relationship management is at the heart of many leading procurement organizations today. Looking to the future, procurement teams will increasingly look to suppliers for innovation in products and processes, and to partner on areas of mutual benefit. For example, companies describe opportunities to strengthen demand planning and inventory management in tandem with suppliers. Others highlight a need to enhance their supplier development platforms in order to achieve public-facing sustainability goals, such as science-based climate targets.

# 10 sobering FACTS for consideration

1. The success of your business is inextricably linked to the performance of your supply chain.
2. Supply chain costs feature strongly in the demise of many companies that become insolvent
3. Supply chain can make or break a business, supply chain strategy should be designed in such a way as to support the overall strategy of your business.
4. Customer satisfaction is highly dependent on the supply chain. The performance of your supply chain will absolutely impact customers' perception of your business
5. Excessive inventory in the system can tie up working capital and stifle cash flow.
6. Investigate the costs of serving your customers ,emphasis should be on trimming away processes and activities which add no value.
7. Your suppliers hold your business success (or lack of success), in their hands. Enterprise and Supplier Development (ESD) is a key HOP program
8. Association with unethical suppliers might very well lead to financial disaster; explosion in the number of commercial brands suffering tarnished reputations.
9. Your supply chain Talent & Strategy must be at the center of management attention.
10. Integrity and Competence of your supply chain teams, processes, partners, technology, stakeholders equals to performance and governance.

**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, we help supplement the skills within your organization and are an extension of your team through our experts, technology and networks we help you to address your critical supply chain issues and challenges.**

Sources; House of Procurement Academy & BSR Future of Supply Chains 2025 | Contact us: [info@hop-global.com](mailto:info@hop-global.com), [programs@hop-global.com](mailto:programs@hop-global.com)

## OUR PARTNERS



*A School with a View*



**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.





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