



Z A E T

Consultancy Services

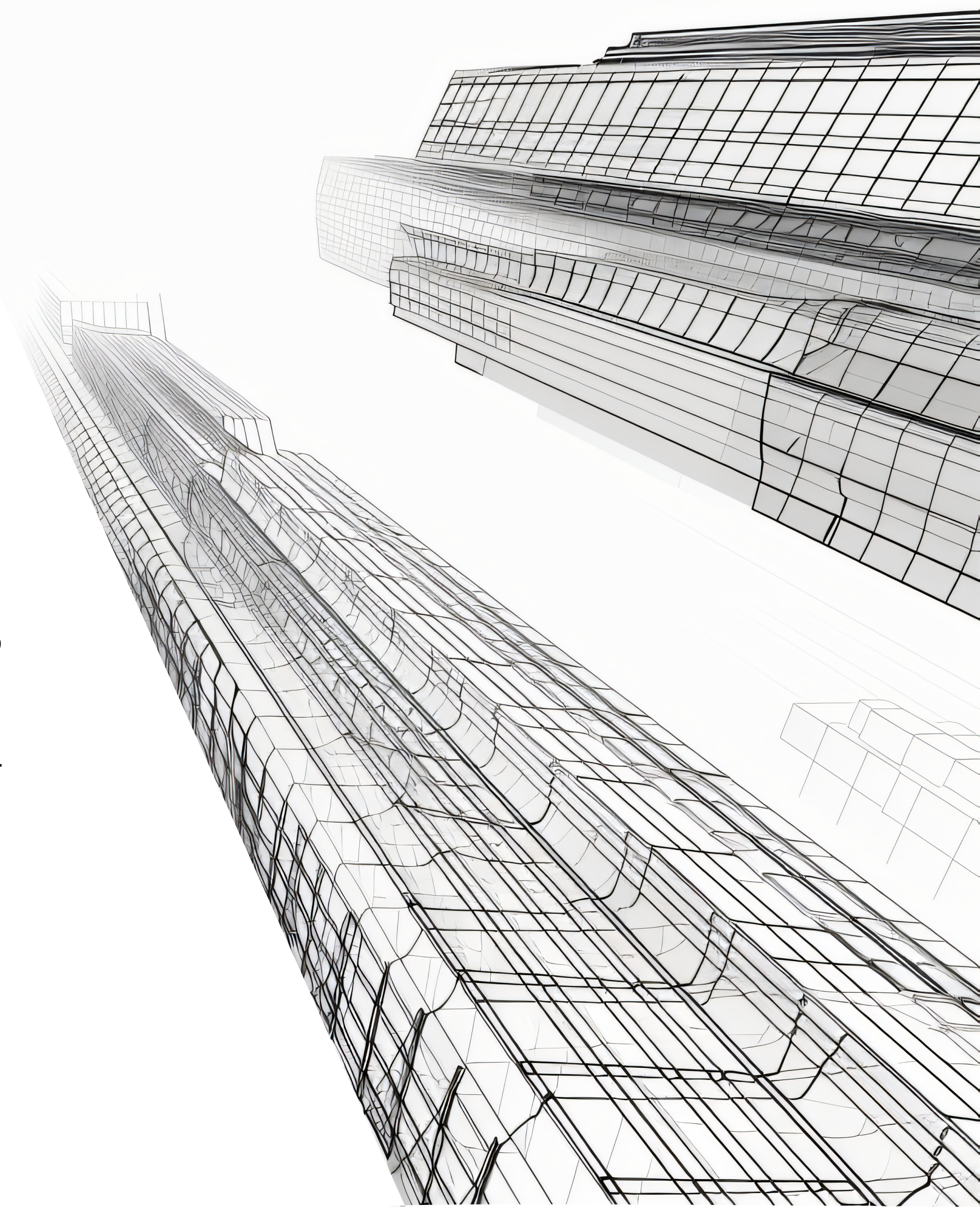
## ABOUT US

Our team combines global and local expertise, drawing from the strengths of large process-driven corporations and smaller family-run companies. In today's business environment, there is a growing preference for hybrid organizational structures that leverage process excellence without sacrificing speed. At ZAET Consultancy Services, we offer the solutions to meet this need.

We are dedicated to helping you succeed in your Middle East business aspirations. Whether you aim to grow or redefine an existing business or launch a new venture, we can partner with you to develop and execute a path to success.

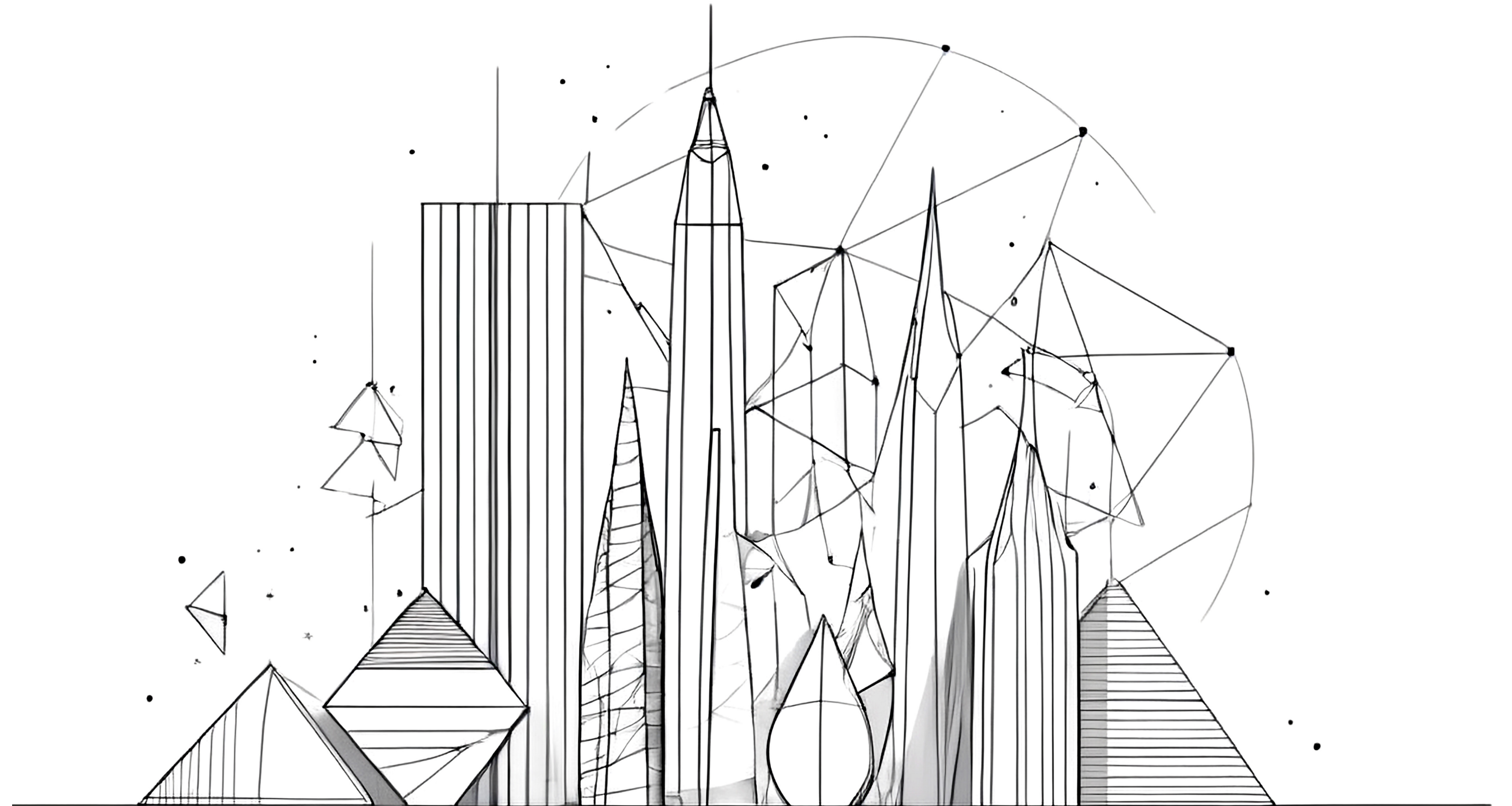
At our core, we excel in navigating regulatory requirements and approvals, ensuring your organization's health and compliance. Beyond that, our team is uniquely positioned to provide you with support and expertise across various fields, offering guidance to overcome challenges and seize opportunities.

Our teams consist of a mix diverse backgrounds and skills enable us to cater to all your needs



## MISSION

To help our clients with their Middle East business aspirations. We are guided by [values] and strive to provide exceptional services tailored to our clients needs. Our commitment to integrity sets us apart in group support services.



**01** **INTEGRITY**  
We are firmly committed to doing the right thing, always

**03** **STRATEGIC INNOVATION**  
We create tailor made solutions to client's unique problems or opportunities

**05** **PARTNERSHIPS**  
By bringing the 'What if?' factor, we ensure the end results deliver tangible and lasting impact

**02** **INCLUSIVITY**  
We foster an environment of collaboration and diversity. Our collective experience and knowledge delivers the best results

**04** **PEOPLE AND COMMUNITY**  
We believe in building strong teams and creating an 'employer of choice' in the local community'



## INDUSTRIES



AEROSPACE & DEFENSE



PUBLIC SECTOR



FINANCIAL SERVICES



AGRICULTURE



HEALTHCARE



REAL ESTATE



AUTOMATIVE & ASSEMBLY



INDUSTRIALS & ELECTRONICS



RETAIL



CHEMICALS



LIFE SCIENCES



SEMICONDUCTORS



CONSUMER PACKAGED GOODS



METAL & MINING



SOCIAL SECTOR



EDUCATION



OIL & GAS



TECHNOLOGY, MEDIA & TELECOMMUNICATION



ELECTRIC POWER & NATURAL GAS



PACKAGING & PAPER



TRAVEL, LOGISTICS & INFRASTRUCTURE



ENGINEERING, CONSTRUCTION & BUILDING MATERIALS



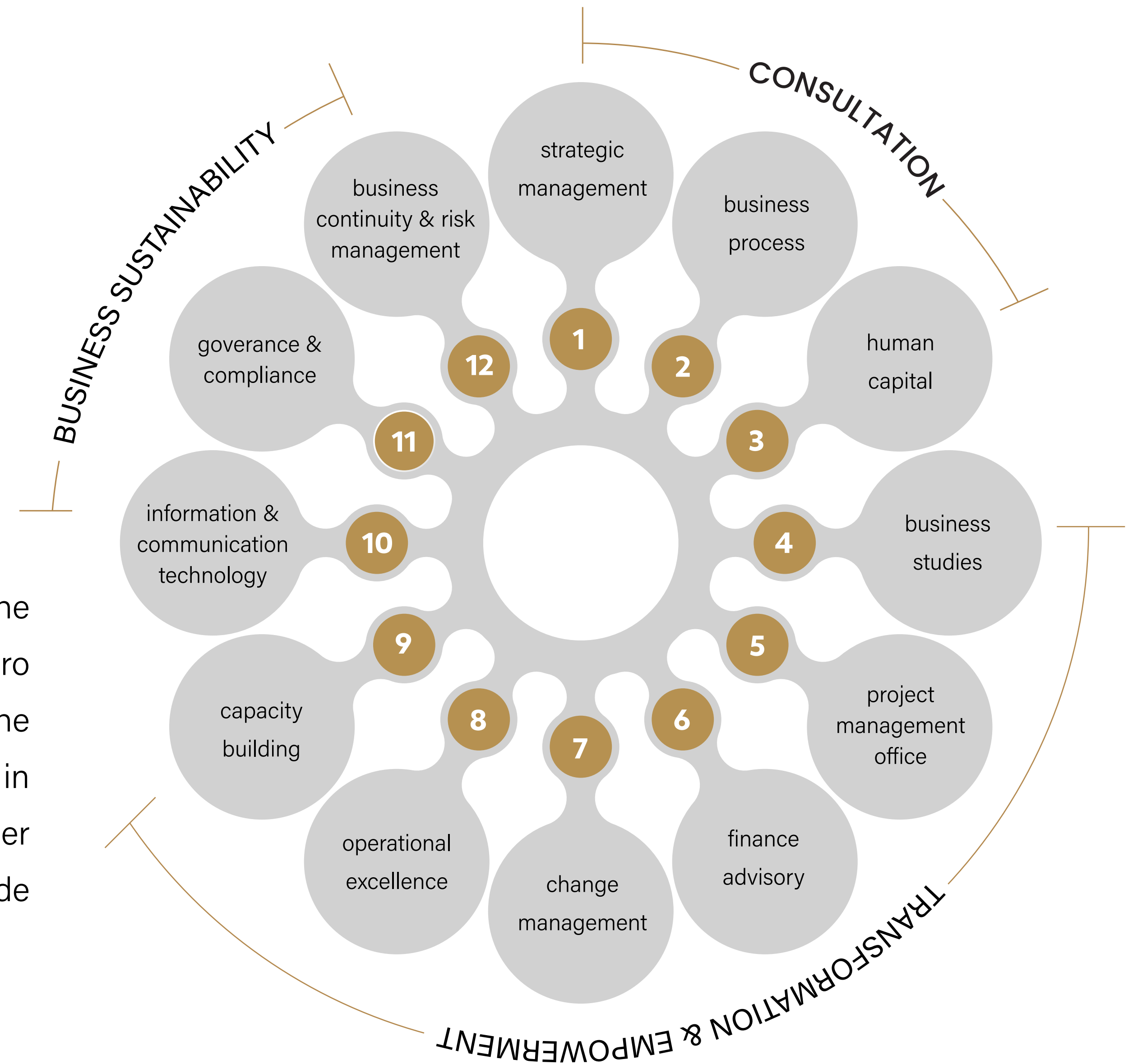
PRIVATE CAPITAL



FAST MOVING CONSUMER GOODS / ECOMMERCE

## ZAET CONSULTANCY FRAMEWORK AND SERVICES

ZAET consultants offer macro and micro-organisational services. If the challenge you face is multi-dimensional, we recommend a macro approach initially and then a targeted micro analysis. Identifying the most impactful changes is where we specialize and have experts in particular fields that also know the interdependencies of the wider organization. We leverage our vast knowledge and experience to guide you on the level of service you need based on your scope of work.





Consultancy Services

## PROCUREMENT AND SUPPLY CHAIN MANAGEMENT

Are you facing challenges in sourcing locally? Do you have an In Kingdom sourcing obligation with your customers? are you facing more recent Supply Chain challenges with a lack of raw material availability, increase in logistics costs, increase in lead times, delayed port operations? Maybe the issues faced are more internal with poor demand planning, excess inventory and low inventory turns, lack of warehouse space, lack of policies and procedures?

ZAET will help define and overcome the challenges you face.

### OUR SERVICES INCLUDE:

#### SPEND ANALYSIS

Analysing an organization's spending patterns, identifying areas for cost savings, and developing strategies to reduce procurement costs.

#### PROCESS IMPROVEMENT

Reviewing and streamlining procurement workflows, implementing best practices, and automating manual tasks

#### TECHNOLOGY IMPLEMENTATION

Assisting with the selection, implementation, and integration of procurement software and tools.

#### SOURCING AND SUPPLIER MANAGEMENT

Helping to identify and evaluate potential suppliers, negotiate favourable contract terms, and manage supplier relationships

#### STRATEGIC PROCUREMENT

Aligning procurement objectives with overall business goals, developing long-term procurement plans, and advising on supply chain optimization

#### COMPLIANCE AND RISK MANAGEMENT

Ensuring procurement activities adhere to relevant regulations, policies, and internal controls



## TECHNOLOGY AND DIGITAL

You aspire to grow, modernize, remain relevant, and delight your customers. Through collaboration with you, we will achieve these objectives and drive significant change through AI-powered digital business transformation.

### OUR SERVICES INCLUDE:

#### DIGITAL STRATEGY AND IT CONSULTING

Guide organizations through digital transformation to enhance operational efficiency, customer engagement and cost reduction

#### CONSUMER INSIGHT & ANALYTICS

Retail Consumer Profiling and analysis. Lifetime Value Determination. Website and Marketing Personalisation Infrastructure.

#### SALES FORECASTING & MODELLING

Sales Projections, and modelling of the impact of changes to elements of the business

#### DIGITAL TRANSFORMATION CONSULTANCY

Assist companies in defining and implementing strategic goals for business growth and transformation.

#### ECOMMERCE SUPPORT & OPTIMISATION

Sales Performance Analysis and Retail Website Optimisation.

#### DATA MONITORING & UTILIZATION

Systems to monitor Data Quality and error potentials.

#### PROJECT MANAGEMENT EXCELLENCE

Provide comprehensive project management services to ensure successful delivery of complex projects.

#### CUSTOMER SUCCESS AND STAKEHOLDER ENGAGEMENT

Enhance customer success through effective stakeholder engagement and compliance projects.







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## PEOPLE AND ORGANIZATION

Accelerate your organization’s results through your people and teams. We specialize in connecting the power of your workforce to drive excellence and achieve your business goals. Partner with us to create a culture of engagement, productivity, and innovation that boosts your company forward.

### OUR SERVICES INCLUDE:

#### RECRUITMENT & TALENT ACQUISITION SERVICES

- Workforce Planning including analysing current and future staffing needs.
- Candidate Screening and Selection
- Offer Negotiation and Extension
- Recruitment Metrics and Analytics

#### PERFORMANCE MANAGEMENT

- Performance management process
- Rewards and recognition
- Market rewards practices
- Compensation schemes (Employee rewards, executive compensation, sales compensation)

#### PEOPLE STRATEGY

- Strategic Alignment
- Organizational Culture.
- Organization Design.
- Manpower Planning.
- Mergers & acquisitions.
- Nationalization.

#### HR OPERATIONS SERVICES

- Payroll processing and administration.
- Employee onboarding and offboarding
- Benefits enrolment, management, and administration
- Personnel record keeping and documentation
- Compliance with labour laws and regulations
- HR reporting and analytics

#### LEADERSHIP & TALENT

- Develop human resource protocols and structures aimed at advancing the company's success
- Provide backing for job functions and employees who deliver exceptional business impact
- Elevate talent capabilities to fuel expansion





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# OPERATIONS AND TRANSFORMATION

Ranging from Mergers, Acquisitions, brownfield or greenfield, or simply needing a step change in performance, ZAET can help formulate and execute a transformational plan.

## OUR SERVICES INCLUDE:

### ORGANISATION DIAGNOSTICS

- Current state / gap analysis
- Identification of quick wins and medium long-term planning

### ORGANISATIONAL ASSESSMENT / CAPABILITY ANALYSIS

- Metric analysis
- Management oversight structure
- Internal process robustness

### LOAD AND CAPACITY ANALYSIS

- Sales & Operations planning (S&OP)
- Capital investment planning
- Facility expansion planning and lean implementation

### MANUFACTURING STRATEGY

- Make vs Buy strategy analysis
- Process capability analysis

### SITE REMEDIATION / CONSOLIDATION (RIGHT SIZING ORGANISATIONAL FOOTPRINT)

- Business case creation
- Project Management
- Communication strategies



**CONTACT US**



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