



Etihad Airways saves up to 20% in procurement costs through Tejari portal

As Etihad Airways continues to expand to international destinations, it is looking for alternative suppliers to extend its procurement network and gain access to a wide variety of competitively priced products. Registering with Tejari has made this possible for Etihad's procurement department, who to date have saved up to 20% on numerous transactions through Tejari. Etihad have purchased a variety of different products through the Tejari portal including technology equipment such as Laptops, PCs and servers.

"Using Tejari's service is a relatively simple process that gives us many more options to choose from. Moreover, it can be accessed worldwide 24 hours a day. Through the Tejari portal, Etihad is able to compare a variety of options, both in terms of products and pricing before making a decision", said Ali Abdalla Ahmed, Sourcing Manager, Etihad Airways.

The use of Tejari's services has benefited Etihad Airways as follows:

- Transparent procurement process
- Easy online access 24 hours a day
- Excellent pool of suppliers enabling the company to extend its procurement network
- Enhanced product selection at very competitive prices

- Bargaining leverage, resulting in further savings.



Company name: Etihad Airways

Company Profile: Set up in July 2003, Etihad Airways is the National Airline of the United Arab Emirates. Based in Abu Dhabi, it started with the twin objectives of creating an airline that would bear the UAE flag and extend true Arabian hospitality to its guests. The name reflects its spirit: 'Etihad' is Arabic for 'united', and hence a symbol of the bonding among the seven emirates that constitute the UAE

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Summary : Etihad Airways was looking for alternative suppliers to extend its procurement network and gain access to a wide variety of competitively priced products. After registering with Tejari, Etihad's procurement department achieved savings of up to 20%.