



## Kharafi National wins Tejari Power Buyer Award for Q1 2008

*- Over 12,000 online auctions conducted each year since 2004 -*

Tejari's e-Leaders Club has recently awarded Kharafi National the Tejari World Power Buyer Award for the first quarter of 2008.

Commenting on the award, Mr. T. Baladhandayutham, Procurement Unit Head,, Kharafi National said: "In this ever-changing business scenario, we are proud to have made the strategic decision to shift from traditional methods of procurement to e-Procurement by being a member on the Tejari portal."

Having been a member since July 2004, Kharafi National has launched more than 40,000 online auctions/RFQs, which

average approximately 12,000 auctions per year. Trading on the online platform has helped create an automated procurement process for Kharafi National, thereby increasing efficiency and reducing procurement cycle time and transaction costs.

"We conducted a high level spend analysis on our procurement data based on strategic importance, complexity, repeat purchase & price, and noted that 16 - 20% of our spend belongs to low complex and low strategic materials. We also noted that we are spending more than 80% of our time in the procurement



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process of low complex & low strategic materials”, said Mr. Ali Ahmad Sakhijha, Procurement Department Manager - Corporate, Kharafi National. “In order to concentrate more on strategic purchases which contribute to more that 80% of spend; we have decided to automate the procurement of low complex & low strategic materials through Tejari, which has proved extremely beneficial.”

The Power Buyer group consists of top buyers on the Tejari marketplace who maintain a consistently high volume of monthly buying activity and rank as the

most successful companies in terms of sourcing and awarding business.

Kharafi National is a leading developer of infrastructure projects in water, wastewater treatment and reclamation, district cooling, solid waste management and enhanced oil recovery as well as a leading contractor to the petroleum, chemicals, power, water and commercial sectors in the Middle East and Africa. An important addition to the Kharafi National Corporate Procurement KPIs is e-procurement through Tejari.

Mr. T. Baladhandayutham has over 20 years of experience in project



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management, procurement & supply chain management. He said: "The concept was new to the Kuwaiti market and we are proud to be the first contracting company in the country to use e-procurement. The implementation of e-Procurement and Integration with our ERP System has streamlined procurement process and we hope to maintain this momentum in the future."



**Company name:** Kharafi National

**Company Profile:** Since it was established in 1976 Kharafi National has developed from a local contracting company into a world-class pan-Arabian Infrastructure Project Developer, Contractor and Facilities Management Service Provider capable to undertake a wide range of challenging projects.

**Contact Person :** Mr. Ali Ahmad Sakkhijha, Procurement Department Manager

**Summary :** Mr. T. Baladhandayutham, Procurement Unit Head said:

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