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7 NEW TEAM MEMBERS
Procurement Ambassadors’ Training

As part of the rollout plan for the Center of Spending Efficiency’s new procurement law, Strategic Gears designed and executed a two-phase training program for all government entities. The first phase, which targeted 1,500 procurement professionals from over 600 government entities, focused on training the employees on the new law and its regulations from a procedural perspective. The second phase, targeted procurement managers from every government entity, and trained them on the fundamentals of change management with regards to the new procurement law. Those who passed both training programs were given the title “Procurement Ambassador” in their respective entity, and are currently supporting the Center of Spending Efficiency in transferring the necessary knowledge to their peers. This effort was part of Strategic Gears’s engagement with the Center of Spending Efficiency to design and execute the new procurement law change management plan covering all of the kingdom’s government entities.

New Retail Standards and Regulations Manual Workshops

After completing the development of the “Retail Standards and Regulations Manual”, which was approved by the Minister of Municipal and Rural Affairs, Strategic Gears led workshops to rollout the manual’s implementation. The series of workshops introduced the Ministry’s inspection officers from different sectors to the newly adopted regulations to the law, as well as briefed them on the checklist requirements needed to license retail stores. This effort will be one of the final steps in the development of the manual before it will be ready for full implementation.
2020 Budget Report

Strategic Gears released its annual budget report for 2020, which highlighted the key insights for Saudi Arabia’s budget.

1. Fiscal Outlook:

The fiscal outlook of Saudi Arabia has been noticeably revised downwards this year due to fluctuations in oil prices, however, they are counteracted by elevating non-oil revenues and the implementation of spending efficiency strategies.

2. Economic Outlook:

The Kingdom showed great improvements in three economic indicators i.e. (unemployment rate, private consumption growth and foreign direct investment), however, economic growth rate followed the global trend of dipping in 2019.

3. Initiatives in-focus:

During 2019, many major initiatives took place that had a significant impact on the economic and fiscal outlook, such as the Tourism Visa, the Premium Residency program, the Aramco IPO as well as the new government tender and procurement law.

4. Achievement and Expectations:

The report also highlights the major accomplishments of governmental bodies in 2019, and their expectations in 2020.
Strategic Gears’s Year End Event

Strategic Gears celebrated its most successful year in its nearly 5-year journey. Holding true to its tradition of hosting influential guest speakers, this year’s event was adorned by a speech from His Excellency, the President of the General Authority For Statistics, Dr. Fahad Bin Sulaiman Al Tekhaifi.

Where he brought to light the understated impact that management consultants have had in decision making, and how the data output produced by the General Authority for Statistics have played a major role in that.

The event closed with a showcase of this year’s most challenging undertakings, an awards ceremony which gave appreciation to the gears who’ve had the most impact on the year’s projects, and promotions.
NEW PROJECTS

Ministry of Finance

Finance and Accounts Affairs New Policies
Strategic Gears is continuing its partnership with the Ministry of Finance with its new engagement with the Finance and Accounts Affairs Deputyship.

The project aims to study the impacts of implementing new policies regarding the management of the government’s cash resources, and measuring its potential effects on the banking sector and government entities. The project also entails preparing the government entities in implementing the new policies and procedures.

Regulatory Framework of Fines, Penalties and Forfeits
Additionally, Strategic Gears has begun its engagement with the Ministry of Finance’s Deputy Ministry for Revenues Affairs.

The engagement activities include: encapsulating and analyzing all the descriptive data relevant to government fines, and document the full lifecycle of each fine, as well as measure the proximity of implementation to the writ of execution given to each fine. This endeavor will result with requirements for each government entity to rectify their shortcomings in the implementation of their respective fines’ lifecycles.

Ministry of Education

Strategic Gears is proud to announce the addition of the Ministry of Education to its clientele family. In this new engagement, Strategic Gears will identify and evaluate possible gaps in the previous phases of the ministry’s higher education scholarship program, and redesign the students’ journey throughout the program stages to ensure the output’s quality and its compatibility with the Saudi labor market, as well as develop the communication plans and execution frameworks for the new changes.

Jeddah Chamber of Commerce and Industry

Strategic Gears is currently engaged with Jeddah Chamber of Commerce and Industry (JCCI) to develop their new corporate strategy. JCCI is the first chamber of its kind in the kingdom and was pioneered towards the business innovation and economic growth of Jeddah since its inauguration in 1944. As a priority to pursue this vision, the newly formed board of directors decided to engage with Strategic Gears to develop the corporate strategy and operating model.
Rayan Ghulam  
Partner

Rayan comes with 12 years of a uniquely mixed experience in general management, product development, customer-oriented solutions, and Go-to-Market strategies to solve complex challenges across different industries tackling different client needs.

Rayan has extensive experience in labor economics, and has delivered several relevant projects in that field, helping clients such as the Ministry of Labor and Social Affairs, and achieving major results impacting employers and employees alike.

He had also helped establish new government entities involved in the transformation plans and Saudi Vision 2030. His implementation work has entailed multi-stakeholder alignment and engagement. Rayan also has led several product/brand development engagements for government initiatives and private companies which covers various strategies delivering several strategic objectives. Rayan is a former Partner at Elixer Management Consultancy (part of McKinsey & Company), and holds an Industrial Management Engineering degree from October University of Cairo.

Hani Bin Mahfooz  
Senior Consultant

Hani has delivered successful projects related to integrated governance, successful partnership growth, and other supply chain projects. His main expertise are in governance, cost-saving initiatives, operation execution, strategic sourcing, and supply planning, which have all impacted his clients positively.

Hani gained his experience from working with multinational companies such as Unilever and Mars in Saudi Arabia and UAE as he achieved 22.4 Million dollars behind cost saving projects, and improved service levels with his main partners Panda & Othaim to 94%.

Hani holds a Bachelor’s degree in Industrial Engineering with honors from King Fahad University of Petroleum and Minerals. He also holds a CPIM certificate from APICS Institution in Supply Chain Management.
Strategic Gears is a Management Consultancy based in Saudi Arabia, with presence in Riyadh and Jeddah, serving clients across the country. Strategic Gears’s clients include the biggest public and private sector organizations, including a number of ministries, authorities, financial institutions, and companies. The company utilizes its top notch local consultants, and global network of experts to offer strategic solutions in the fields of Strategy development, Strategic marketing & communication, Research & Analytics, and Operational Excellence, and have a proven track record with multiple clients in each.

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