




# SAMI Supplier Onboarding



A green right-angled triangle pointing towards the top right, located to the left of the quote.

“Our goal is to localize more than 50%  
of military spending by 2030”

HRH Prince Mohammed bin Salman bin Abdulaziz Al-Saud,  
Crown Prince, Prime Minister

# Playing a Significant Role in the Defense Ecosystem



Educational institutions

Defense & Security Entities

Regulators

Enablers

R&D Institutes



## Divisions, Subsidiaries & JV's







## Our Ambition

to be among the top 25 defense industries companies around the world

## Building Strong & Sustainable Working Relationships with our Partners

At SAMI, we strive to elevate the quality of our services and to build strong, sustainable business relationships that enable our growth and expansion

We work tirelessly to achieve our strategic targets and implement the plans outlined by our ambitious vision for the defense sector. Through our services, we aim to reach advanced levels that align with the aspirations of our suppliers. We are dedicated to realizing mutual interests that ultimately serve the Kingdom and help achieve the vision of our wise leadership, consolidating SAMI's leading position in the defense industry sector.

Eng. Walid A. Abukhaled  
SAMI's Chief Executive Officer



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# Overview of Suppliers Onboarding

SAMI supplier portal ([click here](#))

If supplier fails to submit all valid required documents, registration request might be rejected or delayed

## SAMI Group Supplier Approval Process

### Background

- SAMI current approval process has four different categories
- Each category has a specific process and evaluating team from different departments
- A consensus has to be reached by the evaluating members in order for the supplier to be approved and onboarded into the 'Approved Supplier List'
- The selection criteria for evaluation of suppliers are on the basis of need and scope
- Once the supplier is successfully onboarded then all activities, queries, RFQs, RFPs, etc. can be taken by all of the Group's divisions



# Supplier Categories

## SAMI Group current classification

### Category

- **A: Defense Suppliers**
- **B: Non-Defense Suppliers Type I**
- **C: Non-Defense Suppliers Type II**
- **D: Emerging Companies and Training Centers**

**Note:** Suppliers can upgrade their categories based on scope to be provided and qualifications/ certifications in that scope. This will be done in accordance with the proper evaluation criteria

### Categories Definition

- **A: Defense Suppliers:** Those who will be providing Products and services, whether directly or indirectly, destined to the End User (MoD, MoI, MNG, or any other armed branches)
- **B: Non-Defense Suppliers I:** This category will be based on project scale and scope, and will be determined based on the supplier type as will be explained in the next slides
- **C: Non-Defense Suppliers II:** Similar to the above, the differentiation of B and C will be based on the Category type that will be detailed in the next slides
- **D: Emerging Companies and Training Centers:** This category is targeting small suppliers with a total transaction value, equal to or less than SAR 25,000 per year, and also for Training Centers

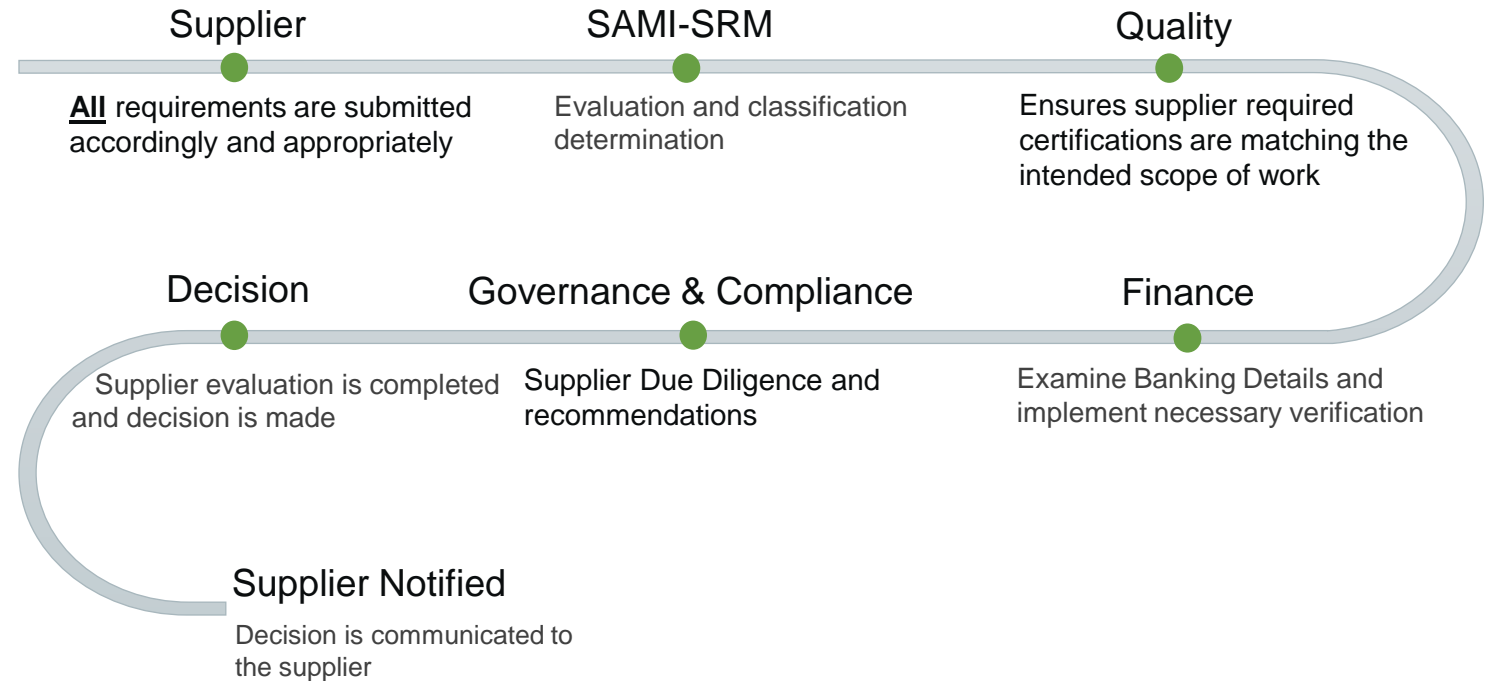
# Category A Suppliers: Defense Suppliers

## Defense suppliers

### To Capture:

- There are 19 items that must be fulfilled for all defense suppliers
- Those items are listed in details SAMI supplier portal ([click here](#))
- Once those items are fulfilled then evaluation will be conducted from various perspectives as reflected on Diagram 1

Diagram 1



**Note:** All types are included here as long as the service will be delivered to the End User<sup>2</sup>. Many of the delays happen due to insufficiency/incomplete of the information provided by Supplier



# Category B Suppliers: Non-Defense Suppliers

## Non-Defense suppliers I

### To Capture:

- For this category of the non-defense suppliers, determination of such classification will be based on Table 1
- Requirements, again, will be included in the portal ([click here](#))
- Process is presented in Diagram 2

Diagram 2

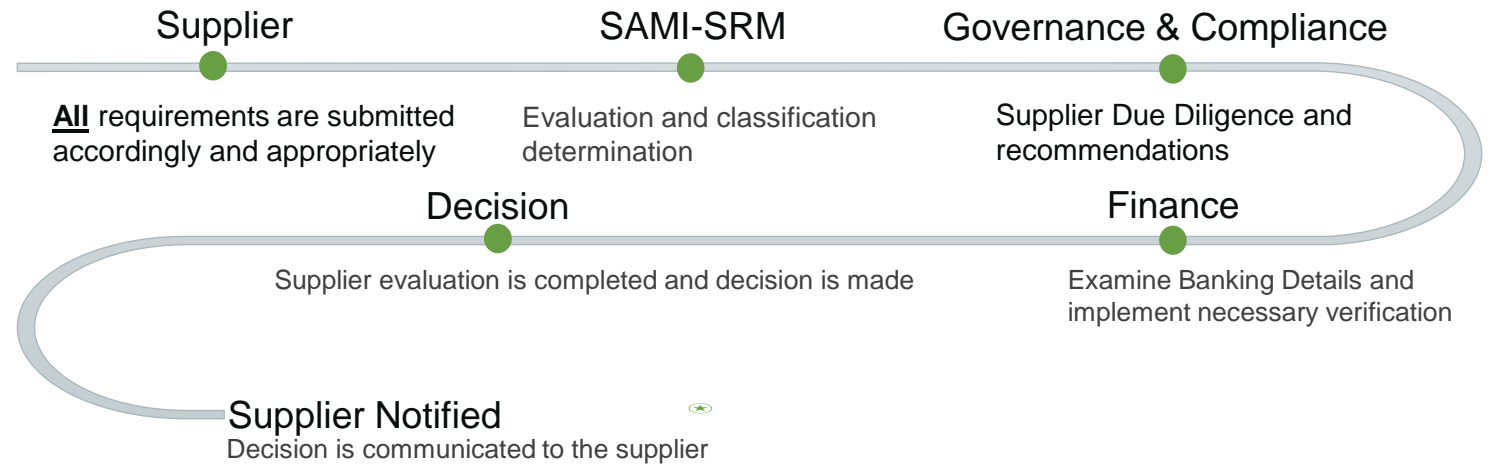


Table 1

Purchasing categories		
1. Chemicals & Gases	11. Insurance	21. Security & Safety Products
2. Engineering	12. Internal Audit	22. Security & Safety Services
3. Environmental Services	13. Legal	23. Shipping & Logistics
4. Facility Management	14. Manpower Services	24. Telecommunications
5. Financial Services	15. Marketing	25. Transportation
6. Human Resources	16. Public Relations	26. Utility
7. Industrial Products	17. Purchase-Goods	27. Consultancy Services
8. Industrial Services	18. Purchase-Services	28. Mechanical Services
9. Information Technology	19. Quality Assurance	29. Electrical Services
10. Inspection, Calibration & Testing	20. Research & Technical Services	

# Category C Suppliers: Non-Defense Suppliers

## Non-Defense suppliers II

### To Capture:

- For this category of the non-defense suppliers, determination of such classification will be based on Table 2
- Requirements, again, will be included in the portal
- The process requires less time given the classification and the scale of project expected from such classification types
- Process is presented in Diagram 3

Diagram 3

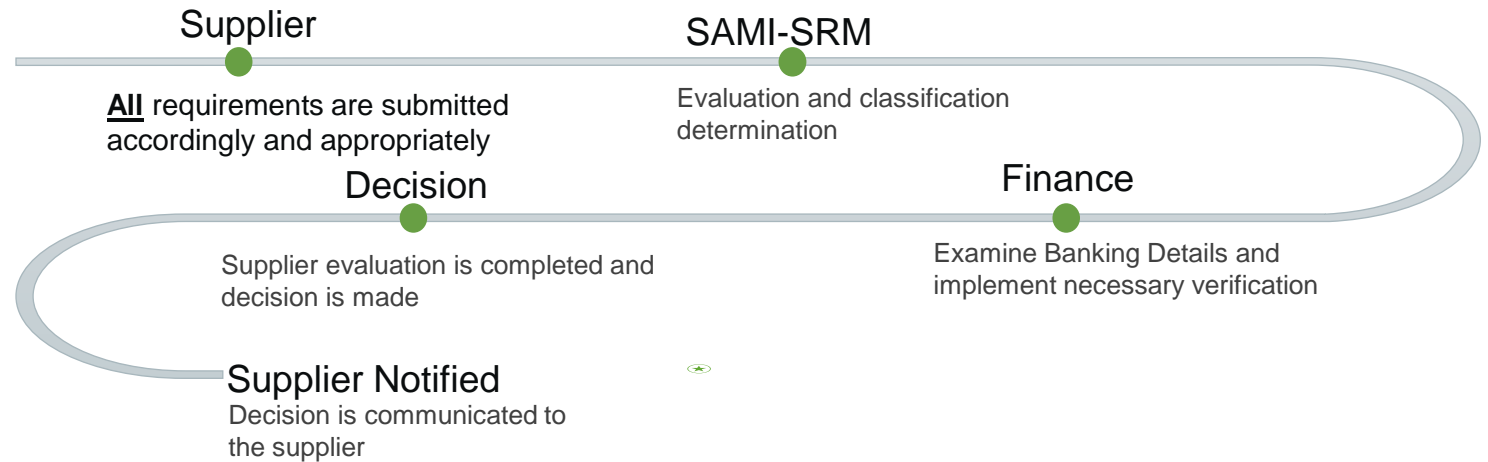


Table 2

Purchasing Categories	
1. Advertising	7. Medical
2. Food & Catering	8. Pest Control
3. Furniture & Office Supplies	9. Rental Services
4. Government Entity	10. Subscription & Books
5. Intra-company	11. Travel Services
6. Learning & Development*	12. Mail Services

# Category D Suppliers

## Emerging Companies and Training Centers

### To Capture:

- This category in Table 3 is made to enable expedited approval process in support of Emerging and small-sized companies
- The process is reflected in Diagram 4
- This classification is capped with value ceiling for those companies
- Also, Training Centers are included in here due to the nature and frequency of their regular activities relevant to the employees

Diagram 4

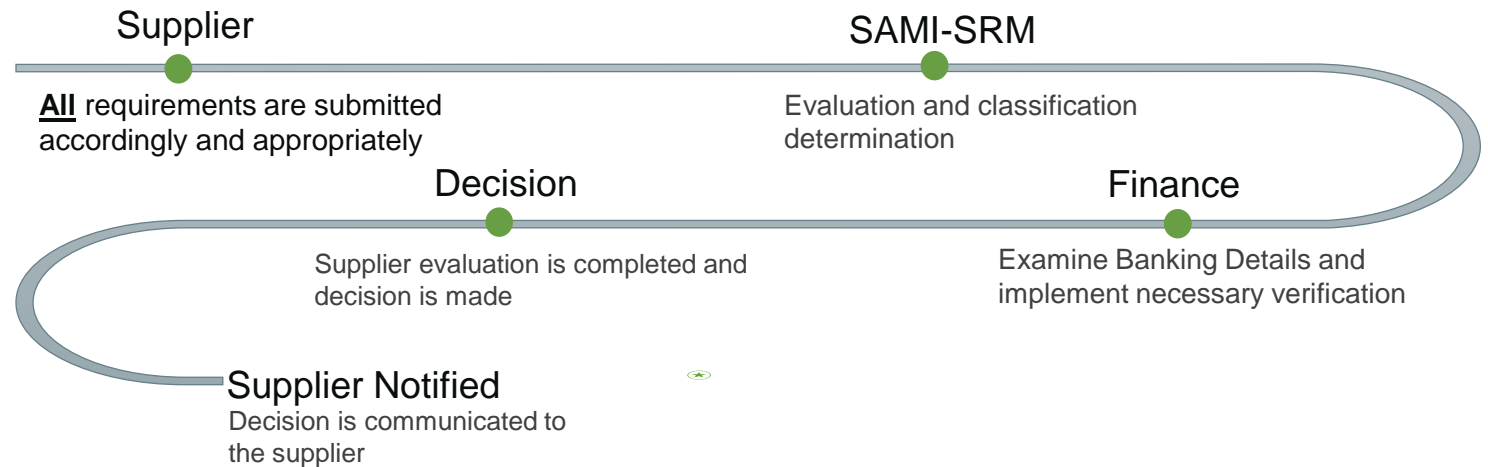


Table 3

Purchasing Categories	
1. Training	2. Small Local Establishment

# Thank You

