Qreeb – *Revolutionizing Facility Management And Procurement for Complex Enterprises*

INEFFICIENT AND COSTLY FACILITY MANAGEMENT WORKFLOW PROCESS FOR ENTERPRISES

Maintenance Team - for SLAs, service provider approvals and internal documentation

Finance Team - for Approvals and Invoicing

Subsidiary – customized workflow process for each subsidiary

Location – wide geographic coverage

First ISO Certified Digital Facility Management Platform in KSA

Company

General Service

Call Center

Service Provider

Finance Team - for Approvals and Invoicing

Vendors – For Procurement needs

Warehouse – For spare parts needs

Call Center

Project Manager

Supervisor

Crew

Scheduler

Foreman

INEFFICIENT PROCUREMENT WORKFLOW PROCESS FOR ENTERPRISES

Procurement Team - for SLAs, vendor approvals, POs, and internal documentation

Finance Team - for Approvals and Invoicing

Subsidiary – customized procurement needs for each subsidiary

Location – wide geographic coverage

Company

General Service

Call Center

Supervisor

Pickers

Packers

Customer Service

Finance Team - for Approvals and Invoicing

Vendors – For Procurement needs

Warehouse – For spare parts needs

Vender

Call Center

CUSTOMIZABLE DIGITAL WORKFLOW PROCESS FOR ENTERPRISES

All stakeholders fully integrated with dashboards for various relevant teams

Service Provider

Corporate

Vendor

Digital e-ticketing system

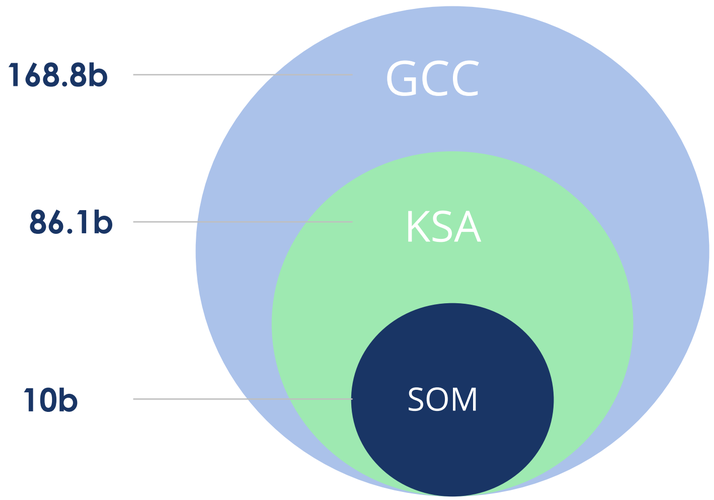
Digital marketplace and e-catalogue

ERP

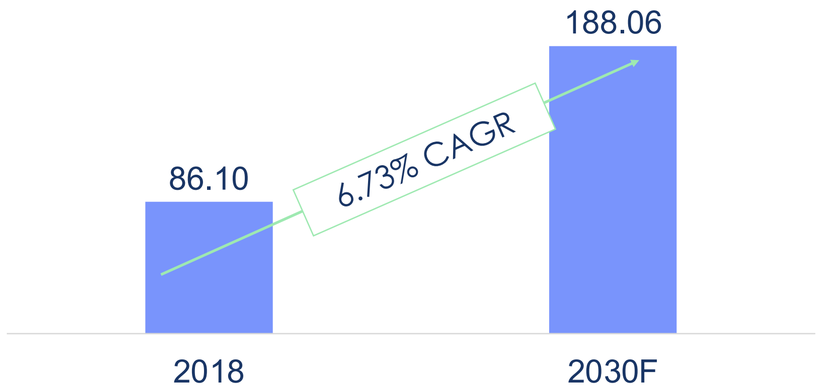
MARKET SIZE IS HUGE AND GROWING

Facility Management

Market Size as of 2018 (SAR Billions)



KSA Market Outlook (SAR Billions)



Enterprise Procurement

Estimated enterprise procurement volume and needs within KSA exceeds well over **SAR 100 bn**

Source: Facilities Management and Cleaning Market, TechSci Research

SAMPLE CLIENT AND PARTNERSHIP DETAILS

Clients

Partnerships

UNBELIEVABLE IMPACT FROM USING QREEB PLATFORM

Enterprise Client (E-Catalogue)

Reduce the procurement and middle-management costs by **50% min**

Reduction in errors for procurement orders within pre- qualified specification

Reduce the process to placing a ticket and closing from **25 steps** down to **6 steps**

Vendor / Merchant

Reduce the operations and management costs by **10% min**

Increase in connectivity to enterprise bulk volume

Improved KPIs and efficiency for each technician and staff member

Live decision making ability for management through **real time dashboards**

Facility Manager

Removal of physical warehouse for further cost reduction to service providers

Reduce unqualified and unneeded manpower and supervisor cost **30 to 50%**

Reduce the process to placing a ticket and closing from **42 steps** down to **6 steps**

Reduce the operations and management costs by **20 - 25% min**

Enterprise Client E-Services

Reduce the time needed form requesting the service to closing it from **3 weeks to 1 days**

BUSINESS MODEL – DIVERSIFIED REVENUE SOURCES

E-ticketing (service providers)

Per ticket

Spare Parts Commission

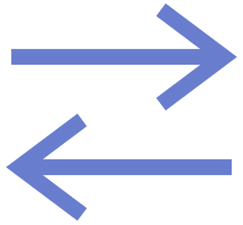
E-Catalogue (procurement)

Per ticket

Merchandise Commission

TRACTION SINCE NOVEMBER 2019

E-ticketing (service providers)



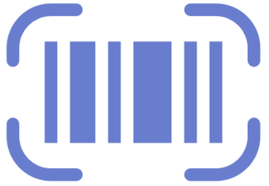
30,000+
Transactions

4m SAR GTV in the first 4 months of testing

15+ corporate contracts signed
GTV shown is only from 1st client onboarded

E-Catalogue (procurement)

10m SAR - GMV in 1 month



12,000 SKUs

2 billion SAR
annual recurring procurement contract

THE AMAZING TEAM BEHIND OUR SUCCESS

Team Overview

Abdulaziz AlAbdulkader
Founder & CEO

Abdulrahman Alomair
Co-Founder and BDO

Hassan Ikram
Co-Founder & Advisor

Yousuf Altehaini
CTO

Technology Team

Mounshig
Project Manager

Ahmad Alital
Data Analyst

3 DATA ENRTY

IT Team
[8] Insourced and In-House Developers

Board of Directors

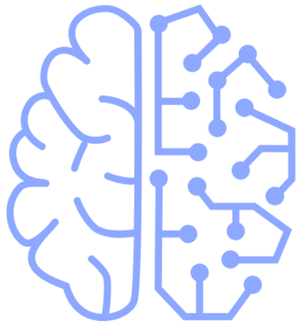
Abdulaziz AlAbdulkader	**Hassan Ikram**	**Khalid Abu Nayyan**	**Khalid Al Tamimi**

USE OF PROCEEDS – SAR 5 Million for 15 months

5 Million SAR

- **IT Team Salaries and Cost**
- **R&D Tech and Product Development**
- **Servers Development and Expenses**
- **Salaries**
- **Sales and Marketing**
- **G&A**
- **Capex**

DEVELOPMENT PLAN



Artificial Intelligence and Machine Learning for Better Decision Making

Become Total Facility management (TFM) through digital means

Become full fledged outsourced procurement arm for corporates