

NEWSLETTER

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Strategic Gears
Management Consultancy





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NEWS

Strategic Gears's partnership with George Washington University:



Building upon one of our core values (Learning) we are pleased to enter into a partnership with the School of Business of George Washington University (GWSB) to offer our team access to graduate-level courses on-ground in Riyadh. All of our full-time consultants will be taking courses in Strategy, Finance, Leadership, and Marketing, given by the world class professors of GWSB. The training is going to be 1-2 years long and was specially designed for Strategic Gears's needs and approach.

This week, the first of the seminars, Finance for Executives, kicked off at the Marriott Hotels & Resorts under the tutelage of professor Tom Geurts, an associate professor in Real Estate Investment and Finance. The Strategic Gears team is looking forward to applying the knowledge imparted to add even more value to our clients.

Infath Approval:

Execution & Entrustment Center “Infath” is a new up-coming entity that is considered to be one of the initiatives aiming to support governmental work and help achieve vision’s 2030 goals and objectives. The center focuses on coordinating the work between the governmental & non-governmental sectors by adopting the supervisor’s role in liquidating all types of assets; all through an integrated electronic platform. Strategic Gears worked on establishing the center from the ground-up, including developing its core services, long and short term strategy, operating model, process flows, governance, organisational structure, and resource requirements; even developing training modules for all of its core personnel to ensure optimal operations. All of the work finally culminated in the center being approved by the Council of Ministers earlier this year.

Strategic Gears looks forward to the launch of the Center and platform in the coming months and will support it in the years to come in order for it to achieve its vision of being the leading platform used to liquidate any standing assets in KSA by 2023.



Premium Residency Program launch:



The premium residency program was officially launched in May 2019 and was previously announced by the Crown Prince in 2016. The program was stemmed from the mandate of the Vision 2030, which aspires to provide better living conditions and opportunities for expats in the Kingdom.

Strategic Gears was involved in this endeavor since its concept stage. Our engagement included a benchmarking study, qualitative and quantitative studies to understand expat needs and existing opportunities, price sensitivity analysis, and countless interviews and workshops with many stakeholders, including government officials, business owners and others.

Our efforts also included an economic impact study, as well as a legal impact study.

The program offers several benefits for expats which includes conducting businesses, freedom of exiting and returning to the Kingdom, provision for switching jobs without the sponsors permission in the private sector, real estate ownership, real estate utilization in Mecca and Madinah, visiting visa for relatives, recruitment of housemaid and use of airport lanes of Saudis.

The premium residency program also aids in fulfilling other objectives of the Vision which includes:

- Improving the labor market environment for expatriates, to attract and retain skilled workers and exceptional talent
- Promoting foreign investment opportunities to support the growth of the local economy
- Contributing to non-oil revenues

Strategic Gears is proud to have been a part of the visionary program from the beginning; including landscape review, product design and impact assessment.

EVENTS

Ministry of Finance's 2020 Budget Forum:



Under the slogan of Partnership and Enablement, the Ministry of Finance held the Budget Forum 2020 to enable government entities to share the challenges they face while setting their fiscal budgets and increasing their capabilities in budgeting related topics. Strategic Gears was entrusted to design and supervise the execution of the forum which included designing the forum strategy and objectives, choosing topics and speakers, identifying target audiences, and executing the event on-ground.

In its second version, the forum focused on a group of fiscal axes: Spending efficiency, Regulating revenues and Digital transformation. The forum's activities included dialogue sessions, presentations and short films of success stories. In addition, a workshop was also attended by fiscal leaders of government entities which discussed standards of the The Fiscal Excellence Reward whilst another discussed public initiatives for achieving fiscal balance.

Labor market demand workshop with Misk Academy:



Strategic Gears is currently collaborating with Misk Academy to identify jobs in-demand in the Saudi labour market to feed into designing tailor-made programs to bridge the demand/supply gap. The project started with the identification of high-potential sectors before conducting field research to study the reality of the job market needs in the Kingdom. As part of the latter's efforts, we conducted a workshop with 40 HR professionals from 35 different companies representing Information & communication, finance & insurance, transportation & storage, Manufacturing & Retail sectors. The outcome of the workshop will directly lead to developing Misk Academy's strategy for training programs which in turn will enhance the employment prospects of the talented Saudi youth.

EVENTS

Recruitment Events:

In-line with the firm's rapid growth, Strategic Gears continues to implement aggressive recruitment plans, implementing several initiatives, and participating in local and global job fairs, all in search of top talents. Our talent search visits in -2018 2019 so far included 2 visits to KFUPM (Spring and Fall semesters), Princess Noura University and Effat University, all of which were fruitful, resulting in valuable hires!



NEW PROJECTS



الهيئة العامة للترفيه
General Entertainment Authority

Strategic Gears is proud to announce its involvement in the development of policies and procedures for the **General Entertainment Authority (GEA)**. The engagement includes the design and setting of GEA policies and procedures framework, as well as an implementation methodology for it, which includes training. The engagement also involves the development of the value chain for the core processes, as well as a documentation of said processes and their integration points.



وزارة المالية
Ministry of Finance

Strategic Gears is currently working on the development of the Macro Fiscal Policy Unit at the **Ministry of Finance** along with a team of experts from Adam Smith International. MFPU is a unit at the Ministry of Finance that was recently established with the objective of developing the macro fiscal policy of the country to achieve economic and development objectives. The unit reports directly to the Ministry of Finance on international and national economic trends and economic and fiscal policies. A team of Strategic Gears consultants is currently helping in developing MFPU strategy, operations and organizational structure



أكاديمية مسك
MISK ACADEMY

Misk Academy, a subsidiary of Misk Foundation, is an exciting new professional education body whose primary objective is to enable job-readiness through cutting-edge, career-focused educational experiences in three areas: leadership development, creative digital media, and technology. Programs are delivered in KSA by leading professional educators with proven track records in career advancement and employability. Strategic gears' team is helping Misk Academy in identifying new training opportunities to be introduced by Misk Academy to Address current and future job seekers training needs in the Saudi labor market.

NEW TEAM MEMBERS

Seniors



Bassel Bassil
Senior Consultant

Bassel has more than 10 years of experience in financial and management consulting within the public sector in the US and Saudi Arabia as consultant with Deloitte's advisory practice. He is experienced in measuring financial and strategic impact of policy change, with his most recent engagement in KSA being with the Ministry of Interior.

He holds a Master of Science in Finance from The George Washington University (Financial Engineering programs) and a Bachelor of Science in Finance from George Mason University, US.



Yazan Sharari
Senior Consultant

Yazan has 8 years of experience in delivering IT Services Management (ITSM), focusing on people, processes and technology, and information perspectives of providing business solutions within the IT infrastructure. This includes all aspects of ITSM best practices and methods from analysis, architecture, and design to planning, implementation and support.



Abdulrahman Alkhayyat
Project Manager

Abdulrahman is a PMP certified project manager who possesses the values of passion, integrity, hard work, and professionalism. Furthermore, he has the ability to consistently understand, analyze, plan, and execute until achieving the targets and objectives.

Abdulrahman has a Bachelor's Degree in Electrical Engineering from the University of Jordan.



Ahmad Abzakh
Consultant

Ahmad has worked in data/business analytics, operations and optimization experience at Careem as a Performance Analyst and then as a Performance Lead. Previously he extensively worked on the subject of change management during his Master's at King Fahd University of Petroleum and Minerals (KFUPM).

Ahmad holds a BSc in Civil Engineering and an MSc in Construction Engineering and Management from KFUPM focusing on the subject of Change Management.

NEW TEAM MEMBERS

Seniors



Ghaith Alaydi
Consultant

Ghaith is a veteran management consultant, having worked with firms like KPMG and Palladium. At KPMG he worked as a business transformation project analyst, while his work as a senior consultant with Palladium exposed him to strategic development and balanced scorecard design.

He holds a bachelor's degree in manufacturing engineering from the German Jordanian University.



Fatima El-Mubarak
Consultant

Fatima has +5 years of experience in sales and operations in the technology and transportation sector, having worked in start-ups such as; Unifonic and Careem in Riyadh. She has also attained experience in public management and change management for the public sector through her Masters degree.

Fatima holds a Master's of Science in Public Policy and Management from the University of Glasgow and a Bachelor's in Electrical and Computer Engineering from Texas A&M University.



Sadeq Alkamel
Consultant

Sadeq is specialized in organization excellence, has worked in various consulting projects in both government and private sectors. Sadiq has managed and consulted several projects in the field of business process development, focusing on architecture design, process redesigning and implementation.

Sadeq holds a Bachelor of Science degree in Information systems from King Saud University.



Juniors

Our New Associate Consultants and Analysts (From left to right, top to bottom):

Yazan Hammo, Rami Almusaabi, Osama Alhalbouni, Ahmed Alhajar, Mohammed Ziyad, Abdulaziz Alqahtani, Faisal Alkahtani, Khaled Alamin, Refaa Sindi, Norah Albawardy, Ali Aldraimli, Mohammed Alkhalaf, Joseph Abou Rahal, Mohammed Majeed, and Deama Muhsen.

Not pictured: Sara Alrasheed, Abdulrahman Elsayed, Turkey Fathaldin and Rony Najem.



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About Strategic Gears

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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