

CIPS helps Saudi Real Estate Company (Al-Akaria) to continuous improvement and professionalisation of its procurement function

Saudi Real Estate Company (Al-Akaria) is a real estate and investment company based in Saudi Arabia. They deliver high-quality residential, commercial, and mixed-use projects and have assembled an extensive and diverse portfolio. The decision to invest in the CIPS Procurement Excellence Programme was driven by the need to enhance performance, strengthen governance and reinforce procurement excellence across the organisation.



CASE STUDY PROCUREMENT EXCELLENCE PROGRAMME

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As a result of implementing the CIPS Programme our organisation's end customers will benefit from improved efficiency, consistency, and quality in the delivery of goods and service. Overall, the improvements driven by the CIPS Programme contribute to a more responsive, transparent, and high-performing procurement function, ultimately enhancing the overall customer experience. ”

Abdulmajeed Almogbil,
Director of Tendering & Procurement, Saudi Real Estate Company (Al-Akaria)

Company background

Founded in 1976, the company are owned jointly by the Kingdom's Public Investment Fund and a range of shareholders. This places them in the semi-government sector and makes them the first Saudi stock company active in the real estate sector. Today, they have nearly 200 employees and have several projects in the planning stage, as well as several others under development.

The company acquire and develop land for their real estate concepts and then sell or lease them under contract. They also manage many of these properties, and where possible, make use of sustainable and renewable technology in them. To do this, they have a large workforce that is deployed across core areas of property development and real estate investment services, as well as asset management.

The challenges

In a volatile operating environment, the Saudi Real Estate Company (Al-Akaria) procurement team faced several ongoing challenges:

- **managing cost pressures** driven by market volatility, inflation, and fluctuations in supplier pricing, which directly impact budget control and value for money.
- **supply chain disruption**, which can affect lead times, availability of materials, and overall project delivery schedules. This requires increased focus on risk management, contingency planning, and supplier diversification.
- **increasing expectations** around compliance, governance, and transparency, which require robust procurement processes and continuous monitoring to ensure adherence to policies and regulatory requirements.
- **a growing need to balance speed and efficiency with due diligence** in sourcing and tendering activities, particularly in high-demand projects.
- **digital transformation and system integration** present challenges, as we work to improve data visibility, reporting, and procurement automation.

Finding a solution

These challenges required a proactive, strategic procurement approach focused on resilience, supplier relationship management, and continuous improvement – so Saudi Real Estate Company (Al-Akaria) decided to purchase the CIPS Procurement Excellence Programme “...because it was important to adopt a recognised framework that would help us benchmark our current practices against industry best standards and identify areas for development. The CIPS Programme provides a structured and credible assessment approach that enables us to evaluate our procurement maturity, compliance, and overall effectiveness in a consistent and objective manner. This was a key factor in our decision, as it supports our commitment to transparency, governance, and value for money”, says Abdulmajeed Almogbil, Director of Tendering & Procurement, Saudi Real Estate Company (Al-Akaria).



200 employees



10 procurement team members



\$2.5 - 5 billion turnover

The process

CIPS assessors applied the structured assessment framework and soon identified gaps in various procurement processes that Saudi Real Estate Company (Al-Akaria) were later able to address. One of the main concerns that soon became apparent was a lack of consistency in tendering and sourcing, which was also resolved. This brought the company into much closer alignment with recognised procurement standards and best practice.

Deploying the framework also made it clear that the visibility of the procurement function needed to be improved.

By doing this, it showed how improvement actions could be prioritised and additionally allowed Saudi Real Estate Company (Al-Akaria) to focus on the areas of their business that would deliver the greatest value.

By the end of the assessment process, it was clear that one of Saudi Real Estate Company (Al-Akaria)'s main objectives had certainly been achieved. CIPS' rigorous involvement with the business had enhanced awareness of the strategic role of the procurement function. This made decision-making more robust since more people were actively engaged and also gave clarity and insight to the relationship of the procurement function with stakeholders.

The results

CIPS Procurement Excellence Programme has helped Saudi Real Estate Company (Al-Akaria) in:

- **identifying and closing gaps** in our procurement processes through a structured and objective assessment framework.
- **improving consistency** in tendering and sourcing practices, to ensure greater alignment with recognised procurement standards and best practice. This has strengthened governance, reduced process variation, and improved compliance across the function.
- **supporting better visibility** of procurement maturity and capability, enabling us to prioritise improvement actions more effectively and focus on areas that deliver the greatest value.
- **enabling enhanced internal awareness** of procurement's strategic role, improving engagement with stakeholders and strengthening decision-making.



The CIPS Procurement Excellence Programme is an independent and comprehensive assessment of your procurement team function designed and delivered by world-class, leading experts.

- **Globally recognised award**
- **Demonstrates how well your procurement function is performing against an internationally recognised standard**
- **Helps your organisation build a function fit and ready for future challenges**

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Working with CIPS has significantly strengthened our procurement capability and governance framework. It has given us a clear benchmark against industry best practice and supported the development of a more structured, transparent, and value-driven procurement function. The insights have enhanced decision-making, improved compliance, and reinforced the strategic importance of procurement within the organisation. ”

Abdulmajeed Almogbil
Director of Tendering & Procurement,
Saudi Real Estate Company (Al-Akaria)



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