

Aidiation Case Studies

Our unparalleled procurement expertise spans a wide-range of industry sectors, specialisations and geographies.

Scope

	Construction & Infrastructure	Facilities Management & Operations	Oil & Gas	Consultancy	Financial Services	Private Equity	Public Sector	Pharmaceutical & Healthcare	Sports, Entertainment & Events	Procurement Technology
UK, EU, and rest of the world	✓	✓		✓	✓	✓	✓	✓	✓	✓
Australasia	✓	✓	✓	✓	✓	✓	✓		✓	✓
UAE	✓	✓		✓	✓	✓	✓	✓	✓	✓
Middle East	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
KSA	✓	✓	✓	✓	✓	✓	✓	✓		✓



1 Strategic Procurement Transformation

NEOM & Major KSA Masterplans: Commercial Director

1.1 Challenge

To mobilise and govern multi-billion-riyal procurement within aggressive development schedules for national mega-projects such as NEOM and other confidential Saudi masterplans.

1.2 Approach

Designed end-to-end procurement tracking and implementation systems integrating CAPEX/OPEX governance. Drove engagement with international master planners and consultants. Ensured compliance with Kingdom-level governance standards and client transparency protocols.

1.3 Results & Metrics

2.5 bn SAR of contracts procured and negotiated within 18 weeks. Delivered transparent procurement process meeting highest governance standards. Established cost-forecasting systems linking to FP&A and project controls, replicable across mega-projects.

1.4 Aidiation Insight

Model exemplified agile commercial assurance, a key Aidiation differentiator in driving value, transparency, and accelerated procurement outcomes across large-scale KSA developments.



2 AI-Powered Procurement Enablement

MENA: Principal Consultant & Digital Transformation SME

2.1 Challenge

Regional clients in the MENA region sought to accelerate digital procurement maturity and AI adoption across fragmented Source-to-Pay ecosystems.

2.2 Approach

Delivered AI-driven value engineering workshops for C-suite stakeholders. Integrated Generative AI, RPA, and NLP analytics into ERP/S2P platforms (Coupa, Ariba, Ivalua). Defined new Target Operating Model with centralised procurement services and AI-enabled spend compliance.

2.3 Results & Metrics

Deployed core model in 10+ countries, managing €500 m+ indirect spend. Automated supplier-risk and spend-analysis workflows, cutting cycle times by 30–40%. Delivered measurable uplift in “Spend under Control” and stakeholder satisfaction indices.

2.4 Aidiation Insight

AI transformation frameworks underpin Aidiation’s advanced procurement proposition bridging human expertise and machine intelligence for measurable ROI.



3 Centralised Procurement & Cost Optimisation

KSA & UAE: Procurement & Supply Chain Director

3.1 Challenge

Fragmented procurement and logistics functions across multiple FM contracts in the UAE and KSA lacked scale efficiency, data visibility, and governance consistency.

3.1 Approach

Designed and executed centralised category-based model. Consolidated 40 stores into 1 central warehouse, integrating WMS and Power BI reporting. Automated manual workflows and introduced procurement policy frameworks aligned to ISO standards.

3.3 Results & Metrics

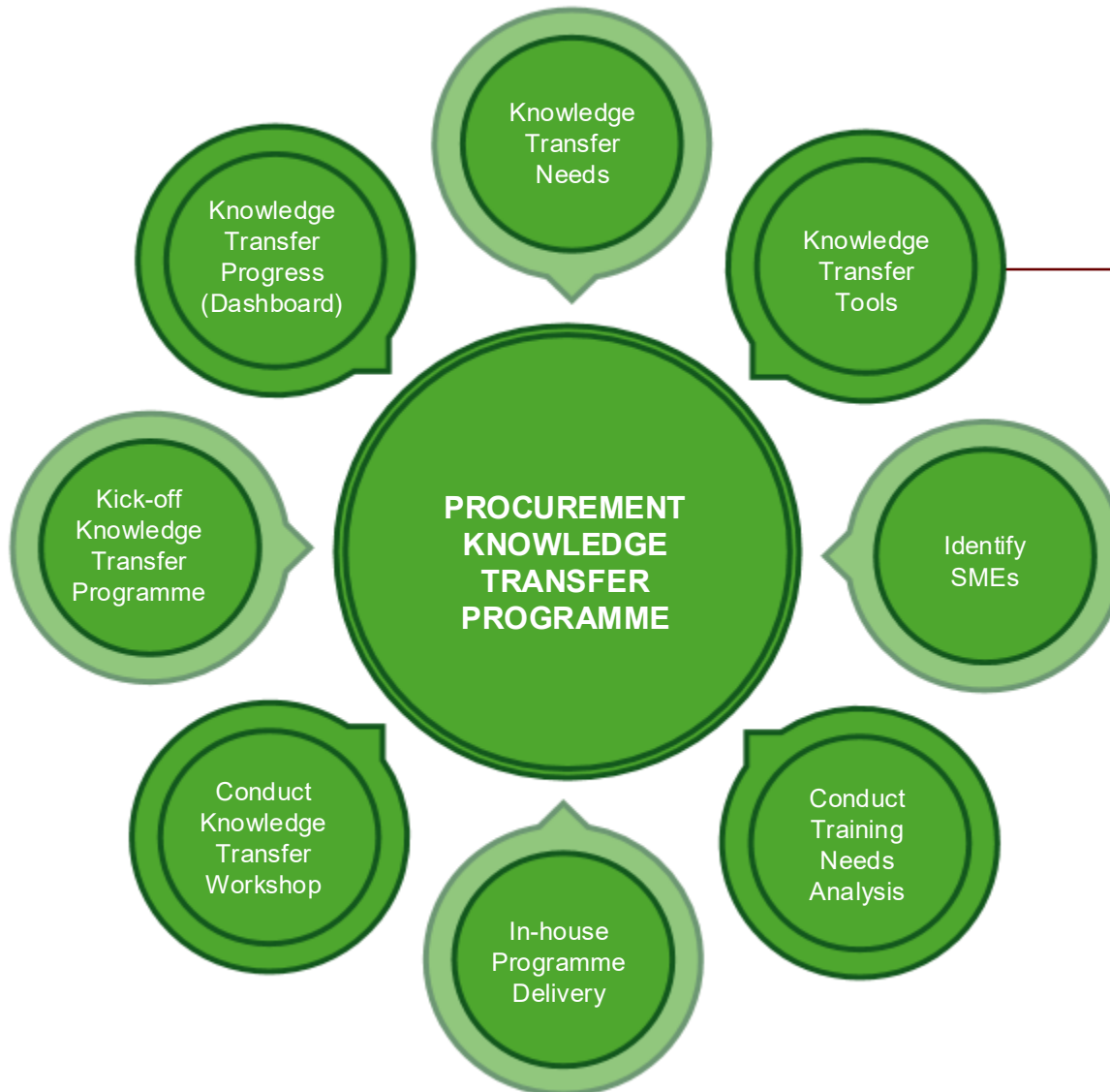
Annual managed spend: SAR 800M (USD 218M). SAR 18M annualised savings. 11% logistics-cost reduction and 35% reduction in paper product consumption. Increased procurement efficiency and governance maturity across 7 geographies.

3.4 Aidiation Insight

Data-driven transformation illustrates Aidiation's approach to operational excellence, by embedding analytics, automation, and category management principals across client portfolios.



4 Governance and Learning Assurance



UK & KSA: Procurement Knowledge Transfer Programme (PKTP) Quality Manager & Learning Development Specialist

4.1 Challenge

To embed procurement knowledge-transfer and capability-development standards within a growing consultancy ecosystem and client-learning platforms.

4.2 Approach

Applied UK-regulated Quality-Assurance frameworks (OfS, QAA) to build Aidiation's internal Procurement Knowledge Transfer Platform. Introduced data-driven performance metrics and LMS-based feedback systems. Facilitated stakeholder engagement sessions ensuring inclusive, auditable learning pathways.

4.3 Results & Metrics

Improved compliance and audit readiness across training deliverables. Increased learner satisfaction and completion metrics by >25% through redesigned curriculum structure.

4.4 Aidiation Insight

Aidiation's experience ensures thought leadership in procurement education governance, aligning continuous learning with measurable outcomes and regulatory confidence.

5 Procurement Talent - Managing Director Focus

UK, Europe, Australia, NZ, UAE & KSA: Procurement Leadership Globally

5.1 Challenge

Drive strategic procurement performance across multiple industries whilst advancing AI-enabled procurement frameworks. Construction & Infrastructure, Healthcare and Energy exemplars cited:

5.2 Approach

Led delivery of SAR 4.7BN in contracts over 12 months for major KSA Masterplan. Designed / implemented Procurement Enterprise PMO for APLNG (\$16BN JV). Designed / implemented AI-enabled consulting model integrating human intelligence with automation tools.

5.3 Results & Metrics

\$10M+ in savings, award winning bulk fuel solution – Integrated Energy. £1M+ annualised client savings from renegotiated subcontractor agreements – Healthcare. CIPS Australia Award for innovation, CIPS ME Awards for innovation, SRM, and cross-functional teamwork.

5.4 Aidiation Insight

Jody's leadership defines Aidiation's DNA, merging Artificial Intelligence + Ideation to re-engineer procurement as a value-creation engine for giga-projects and government transformation programmes.

