

# CAPABILITY STATEMENT

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## CREATING A SUSTAINABLE IMPACT!



### CORE COMPETENCIES

#### RESEARCH

- ✓ Feasibility studies
- ✓ Benchmarking
- ✓ Gap analysis
- ✓ Case studies
- ✓ Surveys
- ✓ Market analysis

#### CONSULTING

- ✓ Policy, Strategy & Action Plans
- ✓ Strategic Sourcing & Category Management
- ✓ Capability Assessment & Market Intelligence
- ✓ Sustainability & ESG
- ✓ Inclusive Procurement
- ✓ Government Contracting

#### TRAINING

- ✓ Customized Training (On-Site & Virtual)
- ✓ Masterclasses
- ✓ Mentorship & Coaching

#### SPEAKING

- ✓ Conferences & Seminars
- ✓ Public Lecture & Roundtable Discussion
- ✓ Breakfast Discussion
- ✓ Podcast

**Principal Consultant: Dr. Marcus Ambe**

**Name: Marcus Ambe Consulting**

**Unique Entity ID: VGF1XEUK2142**

**CAGE Code: 9KUJ8**

### ABOUT US

As a global and specialized consulting firm, Marcus Ambe has expertise in transforming and advancing procurement & supply chain management for corporate and government agencies. Our programs strengthen their competitive positioning, provide business results and create economic opportunities for small and diverse businesses.

Founder, Dr. Marcus Ambe is a scholar-practitioner with more than 21 years of experience in procurement and supply chain management who has executed numerous projects in Africa. Marcus Ambe extends its expertise to the US market and the global community; from strategy development to implementation support, with custom-tailored solutions that meet each organization's individualized needs.

### PAST PERFORMANCE

- ✓ President & Chief Executive Officer at AISCR: Dr. Ambe successfully streamlined numerous supply chain management projects, formulated procurement and sourcing strategies, and built long-term partnerships. He managed global procurement teams.
- ✓ Head of the Procurement University of South Africa, Dr. Ambe transformed UNISA's procurement with 2 Billion Rand (\$118 million) per annum spending.
- ✓ Dr. Ambe developed a sourcing program for youth and women-owned minority suppliers which enhanced the capability of 250 minority suppliers per annum over three years.
- ✓ Procurement & Supply Chain Independent Consultant for the National School of Government, South Africa, Dr. Ambe trained 3 tiers of government officials; reduced inconsistencies and price escalations by eliminating the performance barriers in the bid committees.
- ✓ Dr. Ambe developed supply chain management standards and competencies for professional practice for the Interim Supply Chain Council South Africa and developed a Contract Management Training Guide,
- ✓ Dr. Ambe implemented a framework for Municipalities, supported by GIZ and SA National Treasury.

### DIFFERENTIATORS

- ✓ Marcus Ambe Consulting specializes in Procurement and supply chain management.
- ✓ Our lead expert Dr. Marcus Ambe is a seasoned procurement & supply chain professional with 21 years of experience, and 100+ publications including 3 textbooks.
- ✓ Our services are backed by leading benchmarking reports and best practices repositories that keep us current on new developments.
- ✓ We are scholar-practitioners positioned to re-engineer your procurement process and improve supply chain efficiency.
- ✓ We advocate for inclusive procurement, sustainability, and innovation, vital components in successful supply chains.
- ✓ We are guided by our basic core values of quality, integrity, professionalism, passion for work, and ethical conduct.

### NAICS SPECIALIZATIONS

- ✓ 541611 Administrative Management and General Management Consulting Services
- ✓ 541614 Process, Physical Distribution, and Logistics Consulting Services
- ✓ 541618 Other Management Consulting Services
- ✓ 541720 Research and Development in the Social Sciences and Humanities
- ✓ 541910 Marketing Research and Public Opinion Polling
- ✓ 541990 All Other Professional, Scientific, and Technical Services
- ✓ 611310 Colleges, Universities, and Professional Schools
- ✓ 611420 Computer Training
- ✓ 611430 Professional and Management Development Training
- ✓ 611513 Apprenticeship Training
- ✓ 611710 Educational Support Services
- ✓ 813920 Professional Organizations