



# Strategic Suppliers Forum

January 30, 2020



## Agenda for '1st Strategic Suppliers Forum'

30 Jan 2020

| TIME         | TOPIC                          | SPEAKERS  |
|--------------|--------------------------------|---|
| 8:30 - 9:00  | Breakfast & registration       |   |
| 9:00 - 9:15  | Opening keynote                | Aldar CEO   |
| 9:15 - 9:45  | What's new for our suppliers?  | EDP   |
| 9:45 - 12:00 | Open Discussion with Suppliers | Development, Project delivery ,<br>Assets & Procurement |
| 12:00 - 1:00 | Lunch                          |   |



# OPENING KEYNOTES

Talal Al Dhiyebi

Aldar CEO

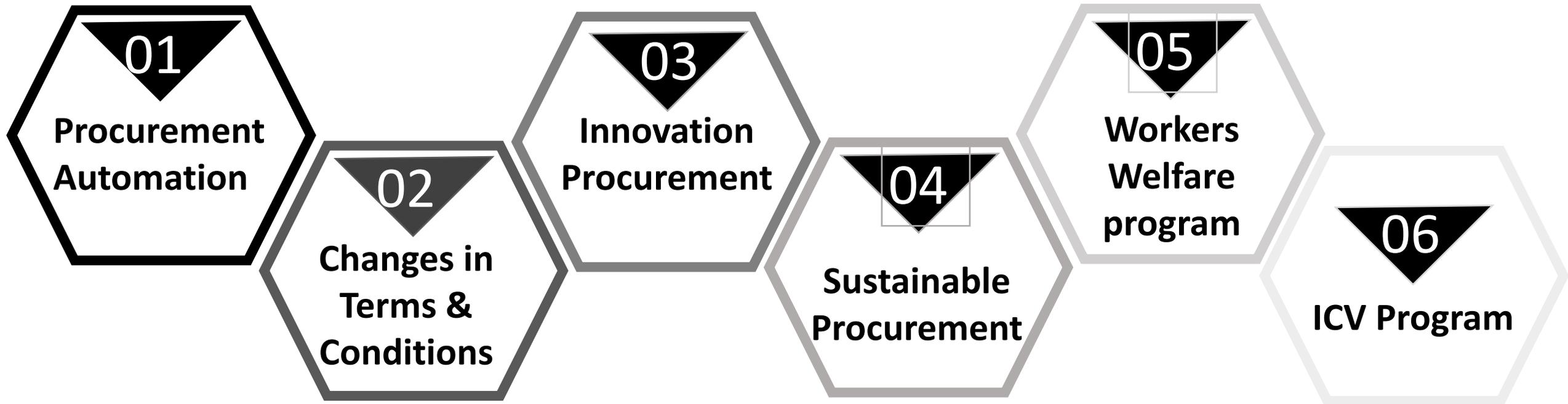


# WHAT'S NEW FOR OUR SUPPLIERS

**Khaled Alrajhi**

Executive Director, Procurement

# What's New for our Suppliers ?

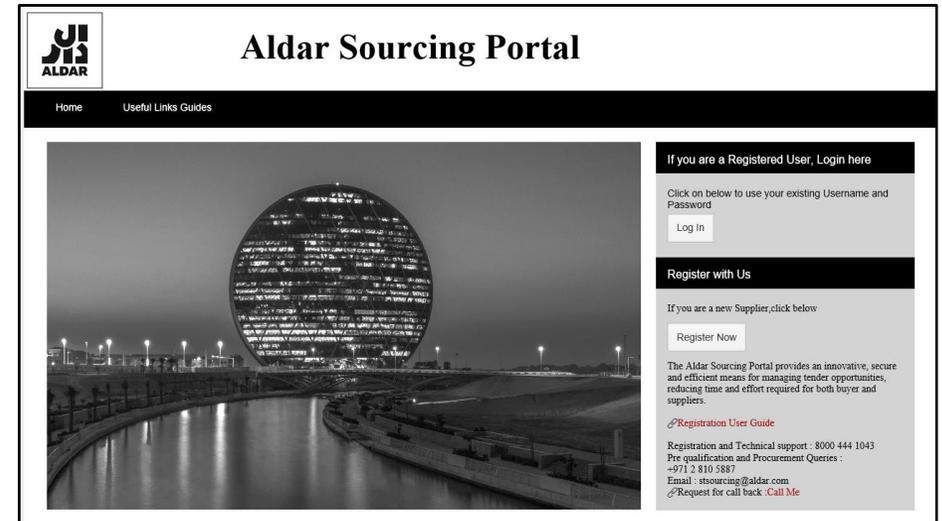


# Procurement Automation



We have adopted automated Procurement (end-to-end) with full Supplier Registration and Sourcing to be undertaken under the SAP Ariba platform.

- Online Supplier Registration went live in Dec'19.
  - Navigate to the ALDAR Sourcing Portal URL: <https://sourcing.aldar.com/index.html>
  - For registration & Technical Support kindly contact 80004441043
  - Email: [st sourcing@aldar.com](mailto:st sourcing@aldar.com)
- e-Tendering to go-live in Feb' 20 and tendering would commence online in March' 20.
  - A presentation/training manual will be issued with every tender.
  - Additionally, queries may be sent to [procurement@aldar.com](mailto:procurement@aldar.com).





# Changes in Terms & Conditions

01

## CHANGE IN LAW

Cost incurred Post contract from change in laws will be considered

02

## DELAYS DAMAGES

Capped at 10% of the contract value

03

## PAYMENT TERMS

-Certified within 7 days  
-Pay within 30 days

04

WHISTLEBLOWERS POLICY  
AND WORKER WELFARE  
POLICY

05

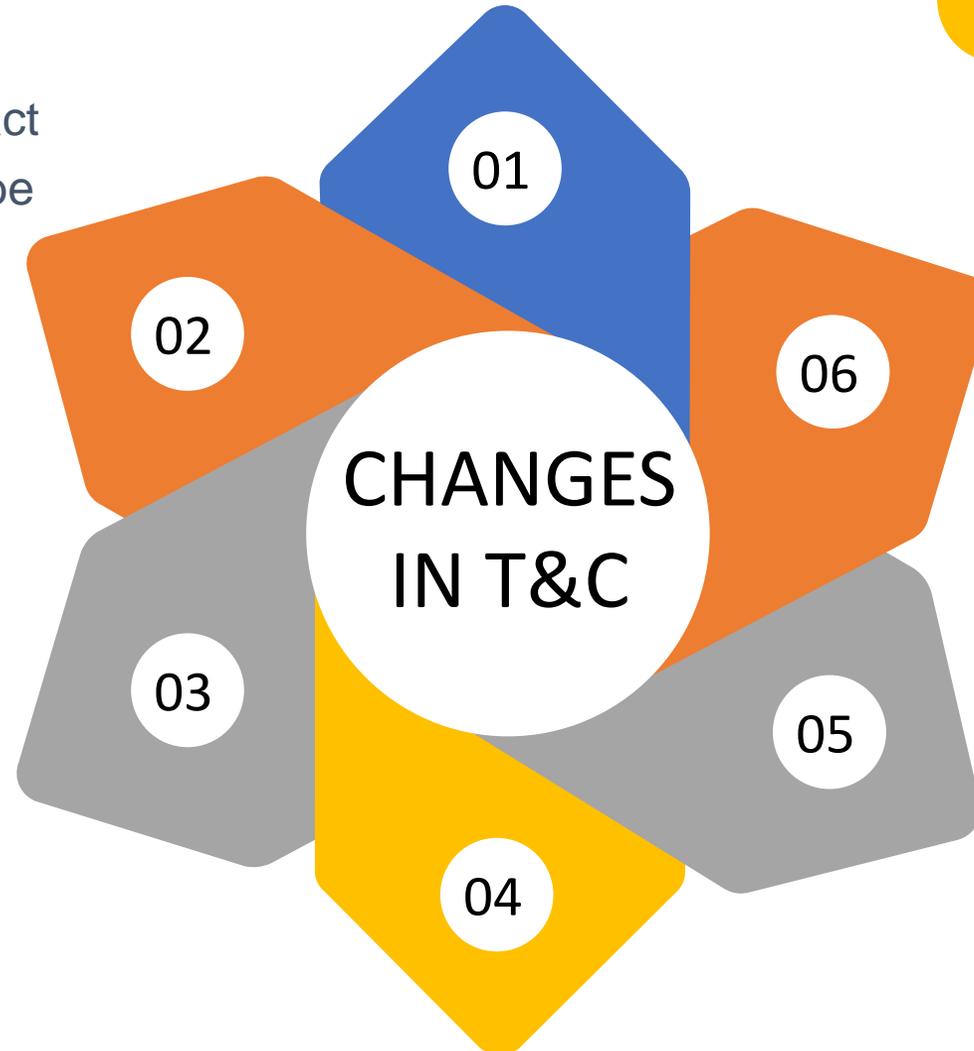
## EMPLOYER'S DESIGN

Critical delay suffered from errors/omissions in design will be considered

06

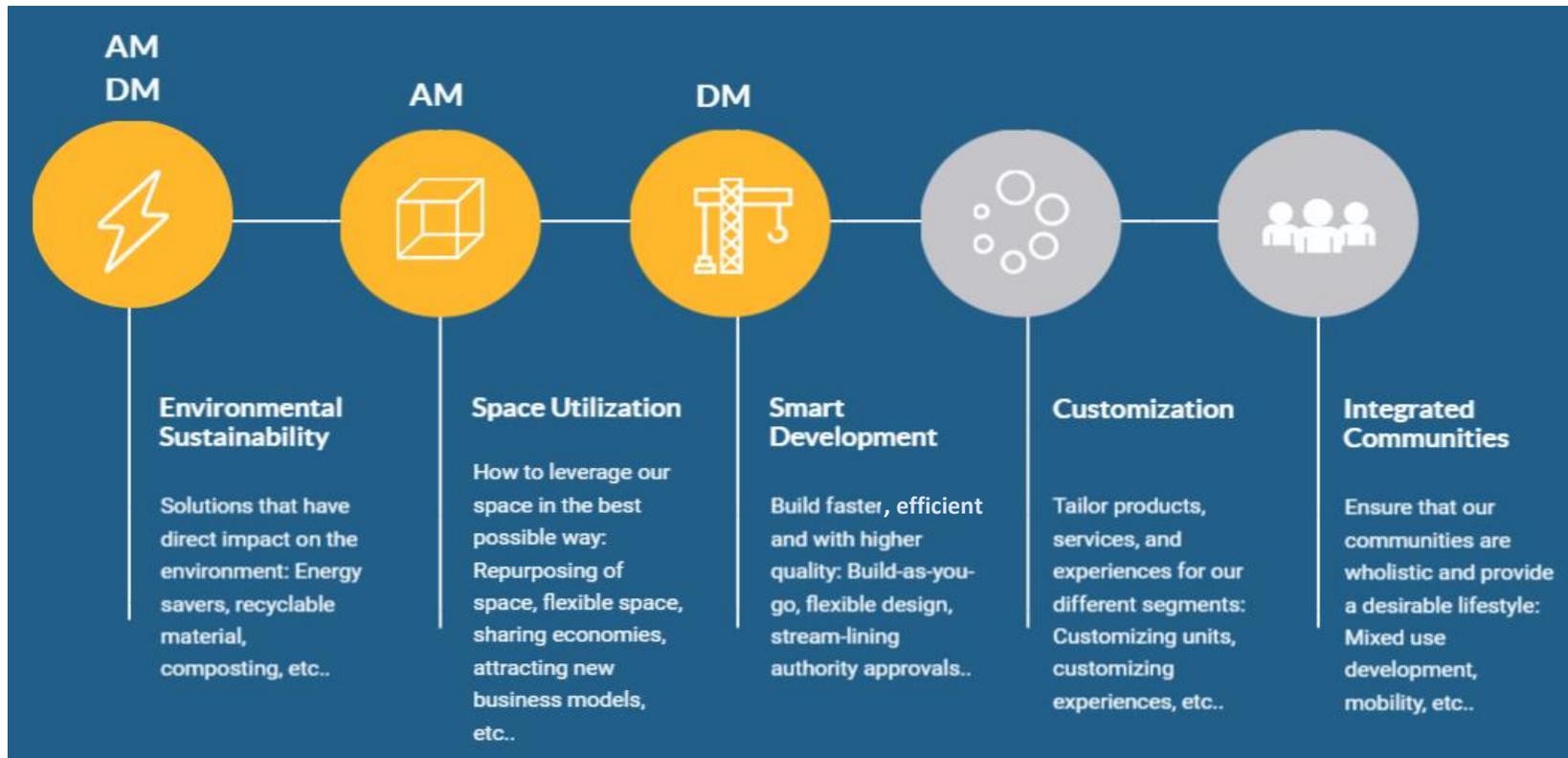
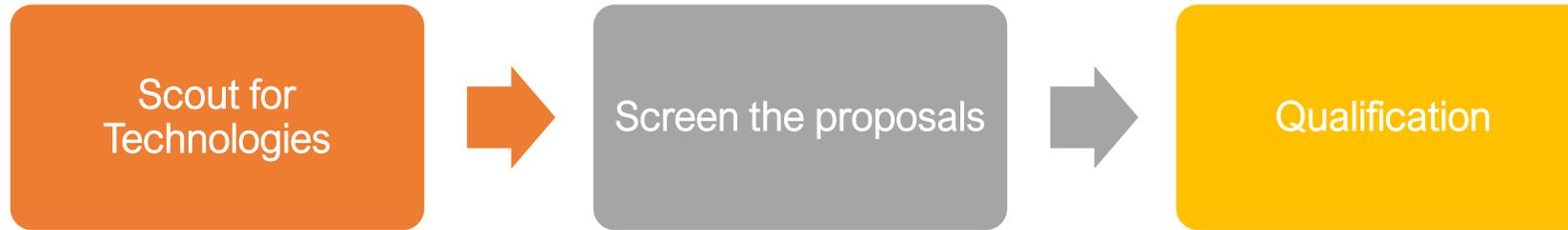
## BACK-TO-BACK PAYMENT

Aldar Devt' Management  
Projects back-to-back  
payment is no longer  
applicable





# Procurement Innovation





# Sustainable Supply Chain

## Sustainable Procurement Principles



TRANSPARENCY



SUPPLIER ENGAGEMENT



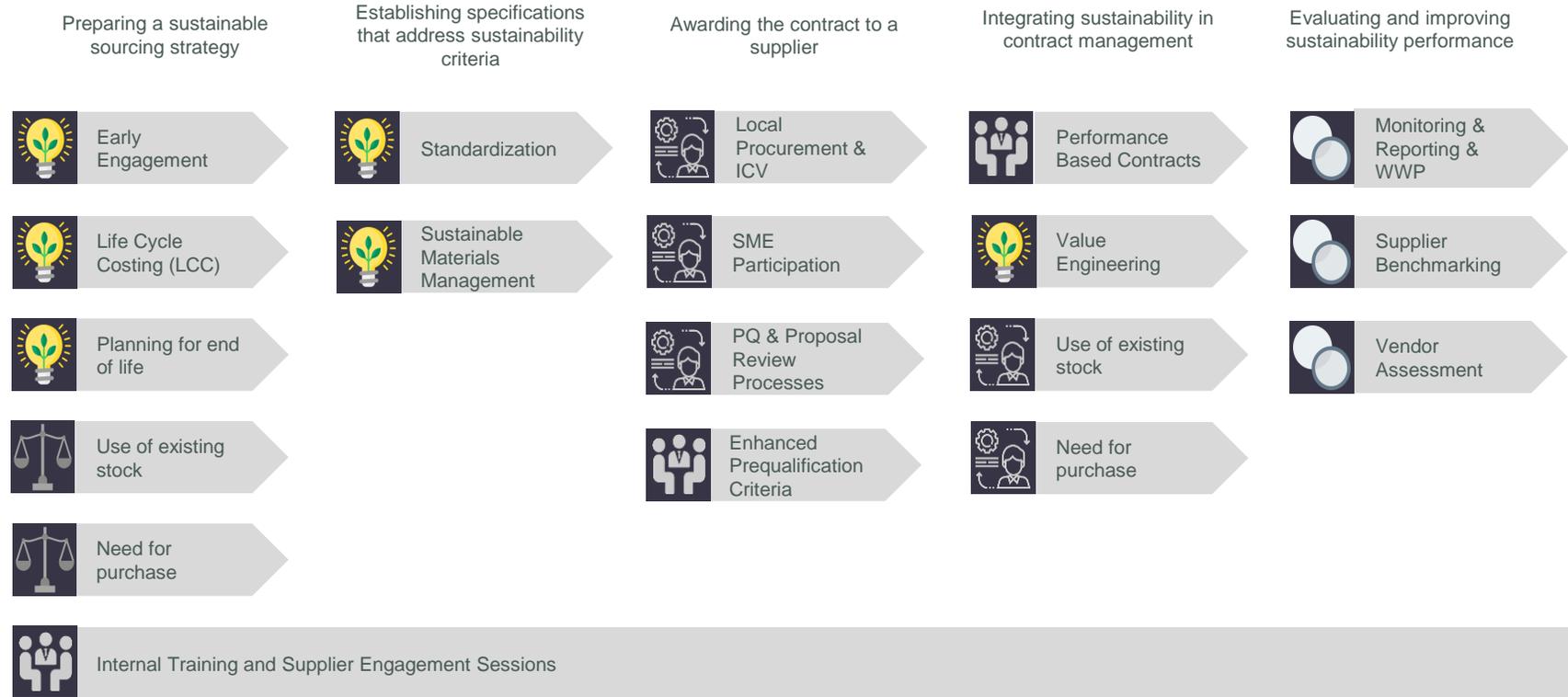
SUSTAINABLE SOURCING



DEMAND MANAGEMENT



FAIR AND EQUAL OPPORTUNITY



Principles :



Sustainable Sourcing



Supplier Engagement



Transparency



Demand Management



Fair & Equal Opportunity



# Workers Welfare

**“We are committed to the welfare of all workers involved in the construction, operation and maintenance of our projects and assets.”**



## WORKERS WELFARE

### Our Commitment

We are committed to the welfare of all workers involved in the construction, operation and maintenance of our projects and assets. This policy defines our commitment to the health, safety and dignity of our directly employed workers as well as those employed by our contractual partners.

Our policy and principles are founded in the laws and regulations of the United Arab Emirates but also incorporate best practices from International Labour Organisation Fundamental Conventions and recognised international frameworks including the United Nations’ Sustainable Development Goals and the Dhaka Principles, as developed by Institute of Human Rights and Business’.

|   |   |  |  |  |
|---|---|--|--|--|
| <p><b>1</b> <b>FAIR &amp; EQUAL TREATMENT</b></p> <p>Workers receive fair and equal treatment and opportunity and are free from discrimination or harassment in any form.</p>               | <p><b>2</b> <b>NO FORCED OR CHILD LABOUR</b></p> <p>All work is voluntary, and no one is forced to work on our projects. No one is employed under the age 18.</p>                             | <p><b>3</b> <b>EMPLOYER PAYS FOR RECRUITMENT</b></p> <p>Employers follow the ‘employer-pays’ principle; no worker pays for their employment and contracts are transparent.</p> | <p><b>4</b> <b>NO WITHOLDING PERSONAL DOCUMENTS</b></p> <p>Workers’ identity documents or other valuable items, including passports, are not confiscated by employers.</p>   | <p><b>5</b> <b>WAGES PAID DIRECTLY &amp; ON TIME</b></p> <p>Workers receive their full monthly wages and benefits electronically, accurately, on time and in line with their contract.</p> |
| <p><b>6</b> <b>SAFE &amp; DECENT WORKING CONDITIONS</b></p> <p>Workers’ hours do not exceed those permitted by law and are provided with safe, secure and healthy working environments.</p> | <p><b>7</b> <b>SAFE &amp; HEALTHY LIVING CONDITIONS</b></p> <p>Employer-provided accommodation and food is hygienic, secure, safe and healthy, and transport is air-conditioned and safe.</p> | <p><b>8</b> <b>RIGHT TO SPEAK UP</b></p> <p>Workers have access to multiple grievance reporting mechanisms and may report without prejudice, with anonymity respected.</p>     | <p><b>9</b> <b>GUARANTEE OF LEGAL RIGHTS</b></p> <p>Workers are free to exercise their legal rights, without fear of retribution, and receive education on their rights.</p> | <p><b>10</b> <b>FREEDOM OF MOVEMENT &amp; WORK</b></p> <p>Workers have unrestricted movement, are free to change employers and are not subject to employment bans.</p>                     |

## In-country value could positively transform construction in the UAE

17 NOVEMBER 2019 9:12 AM | BY COLIN FOREMAN ([HTTPS://WWW.MEED.COM/AUTHOR/COLIN-FOREMAN/](https://www.meed.com/author/colin-foreman/))



Localisation will create barriers to entry and move the market away from awarding work to lowest priced bidders

Abu Dhabi's move to introduce the in-country value (ICV) programme into sectors outside of oil and gas could positively transform the UAE's construction sector.

# In Country Values (ICV)



**GDP Growth**  
Supporting UAE GDP diversification through sourcing more Goods and Services within the UAE

**Emiratization & Expat Manpower**  
Creating additional employment and development opportunities for Emiratis in the private sector & credit for Expats

**Investments**  
Encouraging Investments in the UAE

# Something to look forward to...

- **Dispute settlement and VO process**
  - Process been reviewed to resolve within 60 days
  - Payments on account for VOs
- **Incentives and penalties**
  - Considering program to reward timely and quality completion
- **VAT Application**
  - Ongoing discussion with relevant authority to consider adjustment of application
- **Digital Transformation**
  - Introduction of smart technologies across the project life cycle
  - Advancement in the Procurement Innovation
- **Modern Construction Method (MCM)**
  - Alternative construction method
  - Alternative contracting strategy



THANK YOU

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