

Buyer Platform

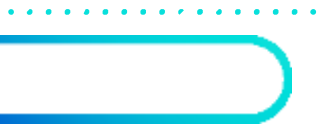


What is Buyer marketplace?

The **industrial machinery spare parts sector** currently experiences a significant **gap** between **customers and suppliers!!!**

Customers often **struggle** to find specific machine parts, while suppliers aim to **increase their profits**.

Buyer marketplace is designed to efficiently bridge this gap by connecting customers with suppliers.



Problem:

Small and medium-sized companies are left in the digital dark ages, **struggling** to connect with suppliers

Why?

due to the **absence of** dedicated **electronic services**.

Consequences on customers:

- Long time to get spare parts
- Unsuitable products
- Restricted competition

What about suppliers?

- Stuck in small networks
- Unable to reach bigger markets.



Solution Added Value

Buyer marketplace

For customer:

- Find **suitable** products and meet the **required** industry needs.
- **Simple** and **fast** process
- **Wide range** of choices
- **Expert consultation services** make procurement easier.

For Suppliers:

- Get **access to more customers** and markets.





Market Size for the Machinery and Equipment Market

Saudi Arabia (2020): Local market value: **22 billion \$** and expected to reach **31 billion \$** by 2030.

Middle East and Africa (2019): **47 billion \$** and expected to reach **71 billion \$** by 2030

Global market (2019): **3.78 trillion \$** and expected to reach **5.85 trillion \$** by 2030

For more info :
<https://daleel.gov.sa>

Our Target (4 stages):

- Local market in Saudi
- Gulf Reagon
- Middle East and Africa
- Global market

Competitors



Comparison	Online	Search Time	Quota Duration	Price Comparison	Online Search tools	Customer Guide	Product data (Global standard)	Customer Evaluation
Saudi Valves Company	✗	48 Hr 	48 Hr 	✗	✗	✗	✗	✗
Anabeeb Company	✗	48 Hr 	48 Hr 	✗	✗	✗	✗	✗
Altamimi Company	✗	48 Hr 	48 Hr 	✗	✗	✗	✗	✗
	✓	1 Min 	24-48 Hr 	✓	✗	✗	✗	✗
	✓	1 Min 	2-8 Hr 	✓	✓	✓	✓	✓



Customer Journey



Features

- Cartridge
- Balanced
- Independent of direction of rotation
- Stationary multiple springs
- Springs and pin located on the atmospheric side

Product S/N: MA290 / MA291

Supplier Location: KSA, JUBAIL

Request a personalized quote 📄

Width	x
Length	x
Outside diameter	x
Inside diameter	x



Part Specifications check



Vendor quotation request



Order Conformation

Payment and Delivery





Business Financial model

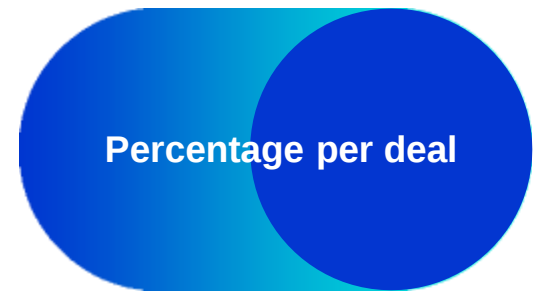


Suppliers Subscriptions

Expert consultation services

Advertisements

Percentage per deal





Our Progress

Database for more
than 80 000 items

Wide range of networks in
Jubail industrial city

Phase 2 in Misk program
and expecting to have
governmental support



Our Team



Abdulrahman Saleh

AI researcher at KFUPM institute,
master in computer science, more
than 4 years experience in software
product management



Radhi Alshammari

Rotating Mechanical
Engineering Support &
Cataloging team Leader with
experience for more than 10
years with Sabic company



Thanks!

Welcome for any questions?

