



Procurement and Supply Chain optimisation

Services offered by KPMG Caucasus and Central Asia

2025

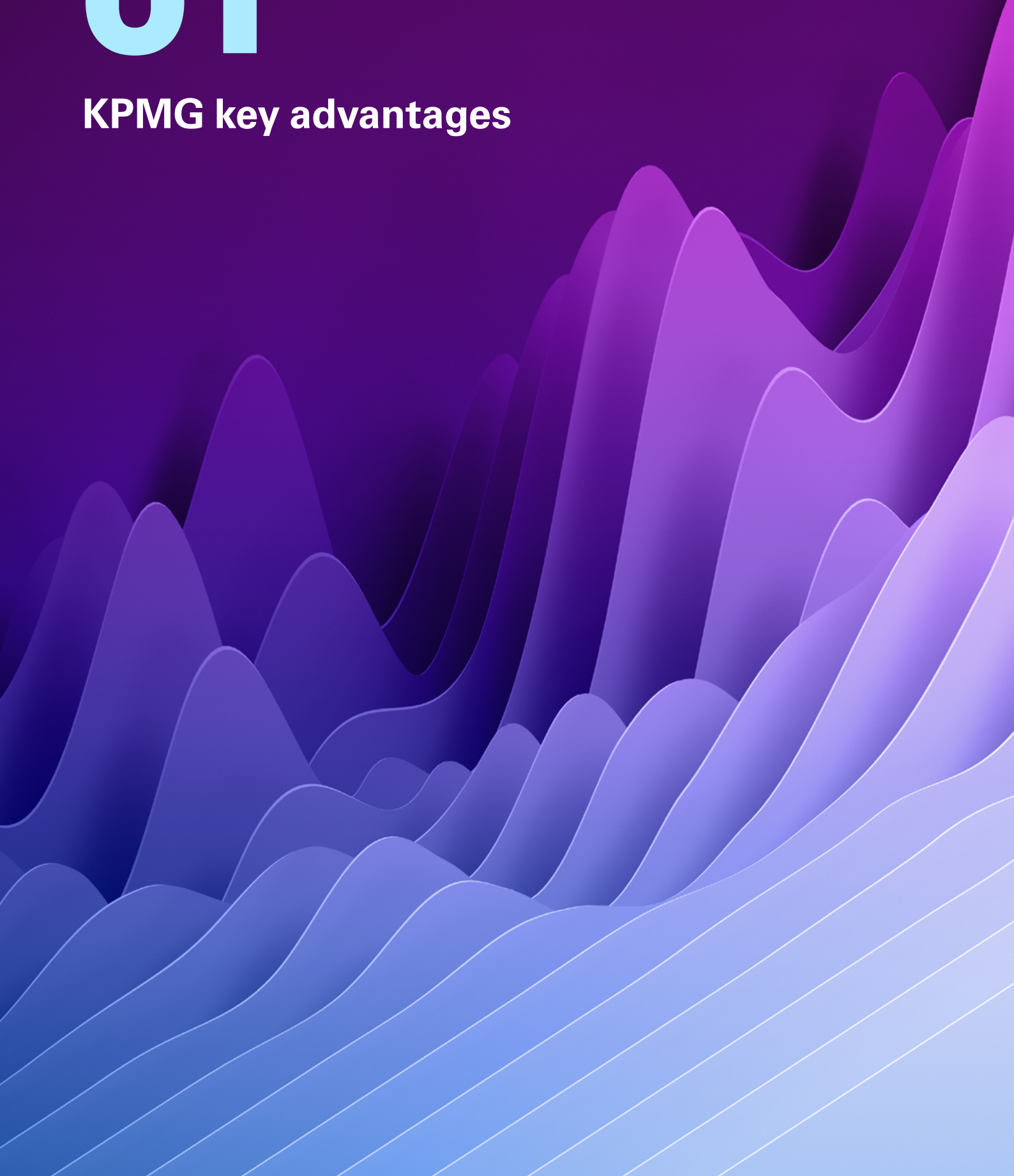
[kpmg.kz](https://www.kpmg.kz)

Contents

01	Key advantages of KPMG	3
	Our advantages	4
	Key success factors	6
02	Our services	7
	Procurement and Supply Chain optimization	8
	Comprehensive diagnostic of Procurement and Supply Chain Management functions	9
	Materials Master Data Management	10
	Development of a Procurement and Supply Chain Management target operating model	11
	Procurement Category Management	12
	Automation of the ERP-based Procurement and Supply Chain Management processes	13
	Design of an end-to-end supply/logistics process	14
	Logistics Management	15
	Inventory Management	16
03	Who we are and our strengths	18
04	Our team	18

01

KPMG key advantages



Our advantages

KPMG is a market leader in delivery of the procurement management services both domestically and globally.

We are sure that many years of our successful work experience and constantly growing customer base have proved the practical effectiveness and advantages of our approach to implementation of the projects of that type.

The following key factors distinguish KPMG in the market:

01

Practical experience

We have an in-depth understanding of approaches to improvement of Procurement and Supply Chain Management obtained as a result of operations in Central Asia and Caucuses.

02

Team of professionals

Our well-balanced team of experts has the best practice in providing services to improve supply chain and procurement management.

03

Understanding of country specifics

We have extensive experience of working with major state-owned and private companies.

04

Our methodology

We use KPMG's proven Procurement and Supply Chain Management methodology.

05

Integrated approach

To provide services to our clients, we form cross-functional teams of specialists with unique competences and expertise, working in sync with one another. We offer our customers an expert advice from the entire Central Asia and Caucasus market pool of experts as well as professionals with international experience, who combine a strategic vision, project management know-how and global best practices to offer a comprehensive and cross-functional approach to solve client problems.

06

Knowledge base

We possess a unique knowledge base of complex cross-functional transformation projects delivered, including practical experience in developing procurement category management strategies, implementing ERP systems at major companies, and applying innovative technology and approaches. We maintain a vast library of benchmarks for various business functions of the largest companies.

Our advantages

For the time of its operation in the Central Asia countries, KPMG has gained considerable experience in execution of Supply Chain Management and Logistics projects. In recent years, 36 projects covering various areas in Supply Chain Management and Logistics have been completed.

Of the projects implemented, the following can be mentioned:

01

Category management

- Eleven projects implemented
- Clients: major banks, the biggest metals and mining companies, investment institutions, leading fertilizer producers, railway companies, container freight exporters

02

Warehousing and transportation logistics

- Five projects implemented
- Clients: a baking factory, the largest gold mining company, a railway company, private investment group, vaccine distribution operator

03

Procurement function transformation

- Twenty-six projects implemented
- Clients: an oil company, insurance and finance companies, gold mining companies, mining and smelting companies, the largest international tyre manufacturer, EBRD, the UN Development Programme

04

Deep automation of procurement function

- Five projects implemented
- Clients: a leading manufacturer of phosphatic fertilizers, gold mining company, oil company, petrochemical company

05

Enhanced performance and cost optimisation

- Four projects implemented
- Clients: a major mining and metals company, container freight exporter, private investment group, large agricultural holding

06

IT Sourcing

- Four projects implemented
- Clients: major insurance company, large financial services company, a major petrochemical corporation, and investment holding company in Kazakhstan

Examples of benefits from the projects implemented in the past

10%

As a result of the procurement procedure conducted jointly by the Client and KPMG project team, the Client's savings totaled 10%, or USD 800,000 compared to the previous tender held without KPMG participation.

17%

Inventory turnover grew 17% in the first year. According to preliminary estimates, inventory is expected to reduce by 20%.

Examples of benefits from the projects implemented in the past

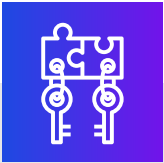
1-2.5%

A category management strategy in procurement of multimodal freight transportation services has been developed. The expected effect of implementation is saving 1-2.5% of expenses on the purchase of multimodal services per year.

+4 months

The demand forecast horizon has been significantly extended (up to 4 months). It enabled the client to influence the scenario planning process over a 4 months plus horizon.

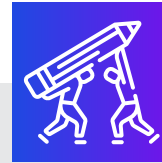
Key success factors



We have implemented a number of turn-key projects to transform the largest supply systems in Central Asia and Caucasus: from developing a concept to delivering a project.



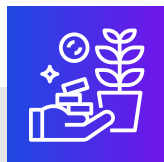
We are the largest team of procurement practitioners in Central Asia and Caucasus, comprising reform professionals, functional experts, IT specialists, and category managers.



We have a sophisticated knowledge of procurement: we don't just follow the trends, we set them.



We promote digital business. We feel proud that we led ambitious digital projects for the major companies in Central Asia and Caucasus.



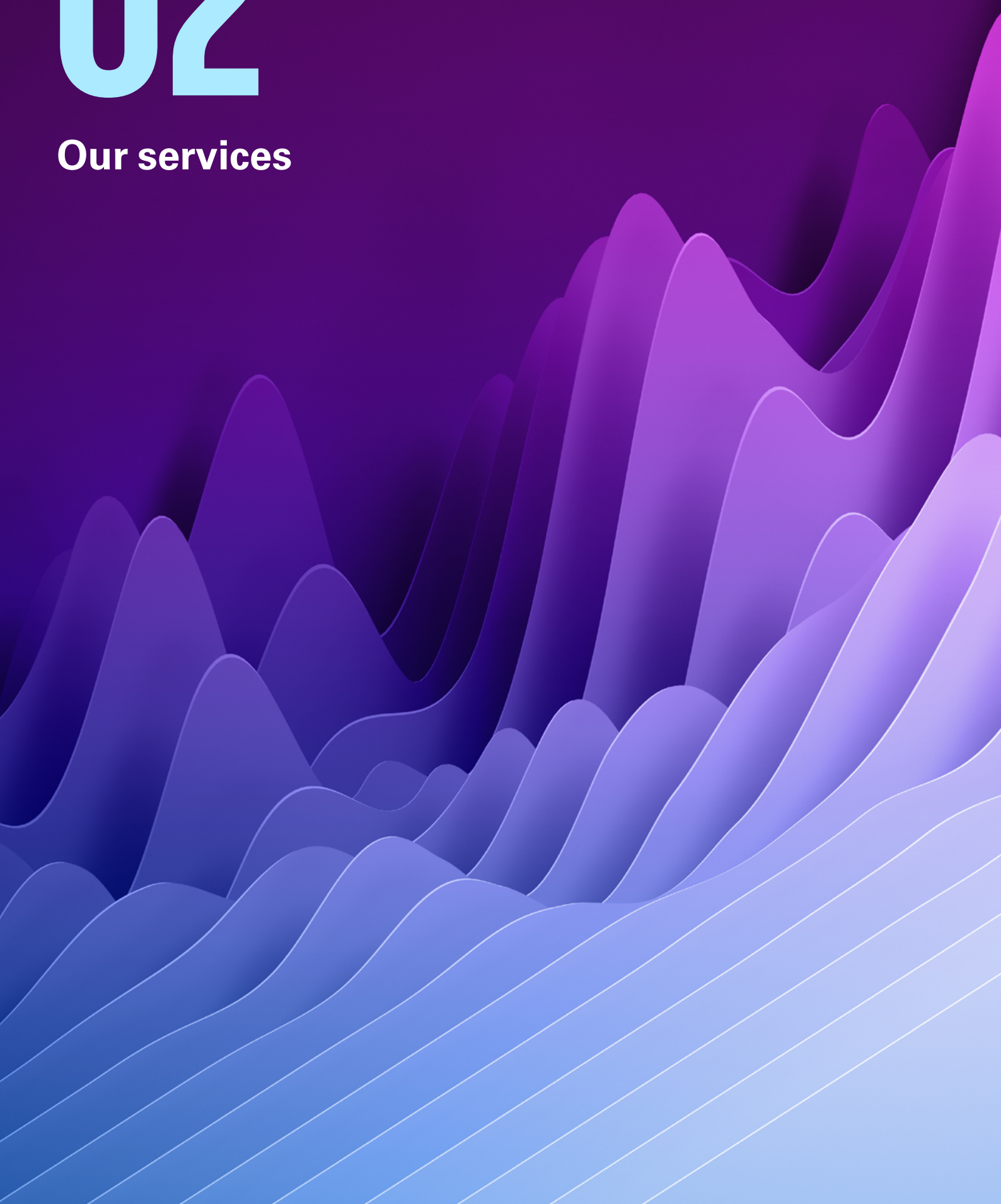
We are the client-oriented company bringing real benefits to, and creating additional value for, our customers.



We possess an unrivalled expertise in delivering projects to streamline procurement processes with further automation thereof.

02

Our services



Procurement and supply chain optimisation

Key service lines:



01 Comprehensive diagnostic of Procurement and Supply Chain Management function



02 Materials Master Data Management



03 Development of Target Operating Model for Procurement and Supply Chain Management



04 Digitalisation of the Procurement and Supply Chain Management process



05 Procurement category management



06 Inventory management



07 Logistics



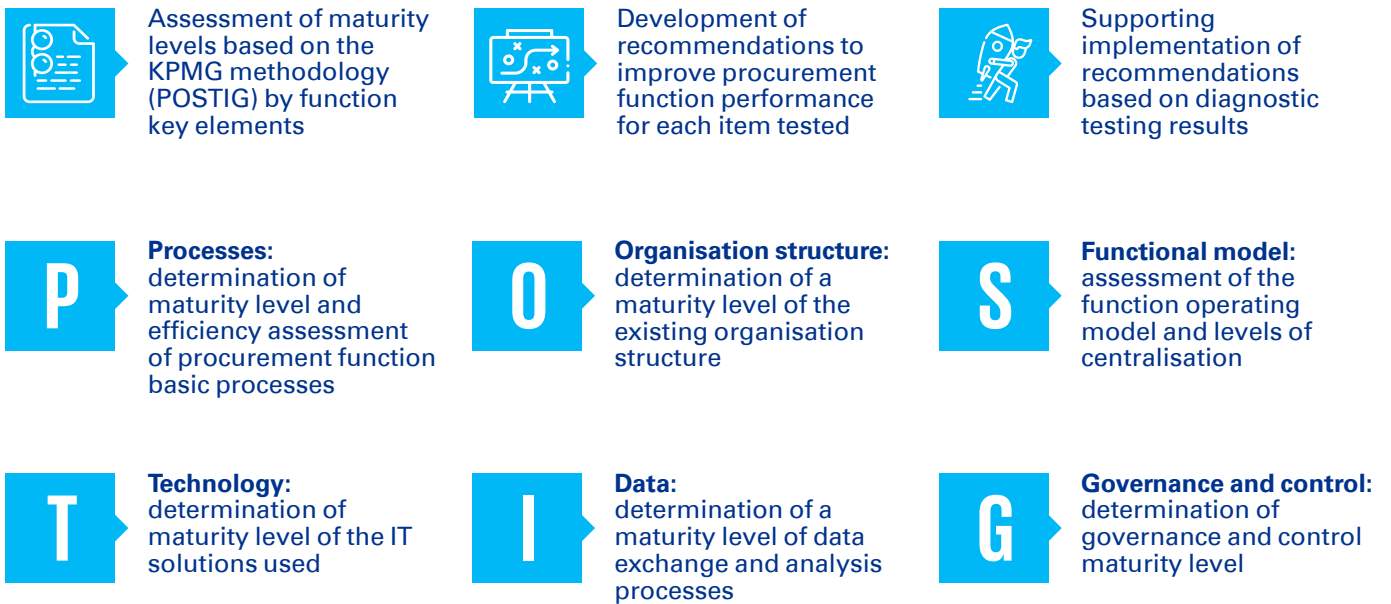
08 Design of end-to-end supply/logistics process

Comprehensive diagnostic of Procurement and Supply Chain Management function

Key effects for your business:



A scope of services of the service line:

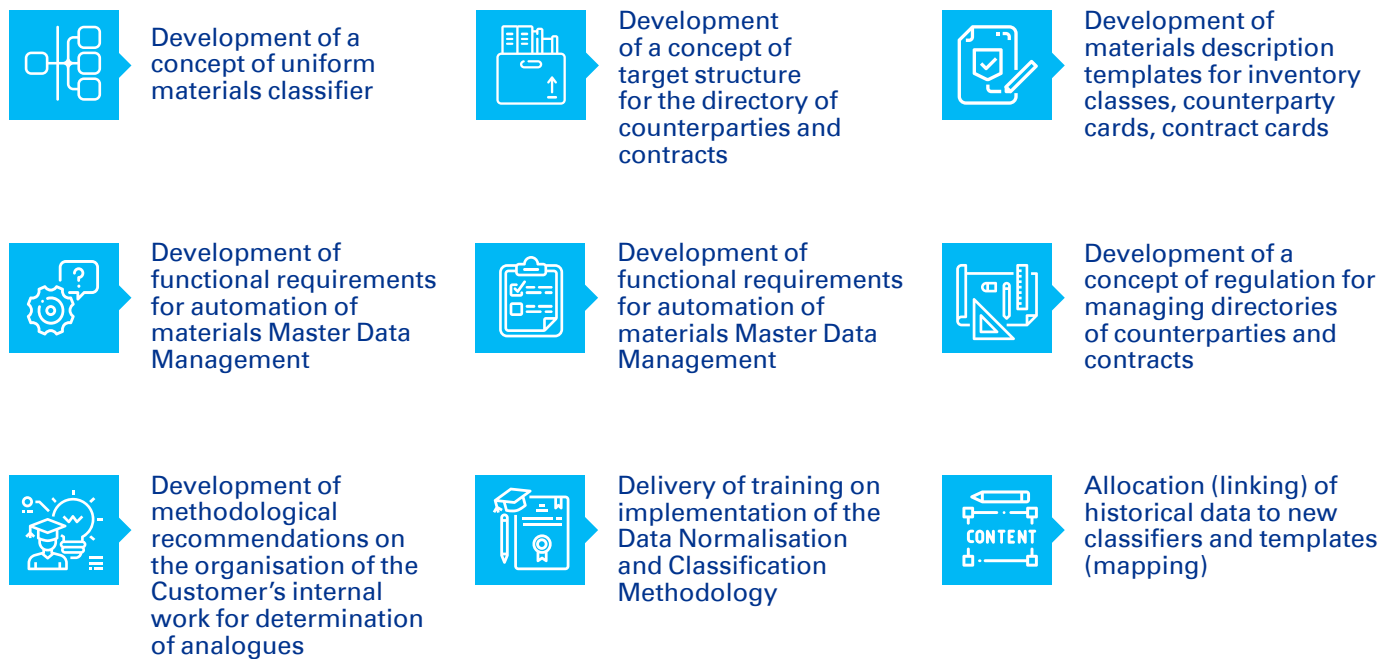


Materials Data Management

Key effects for your business:



A scope of services of the service line:

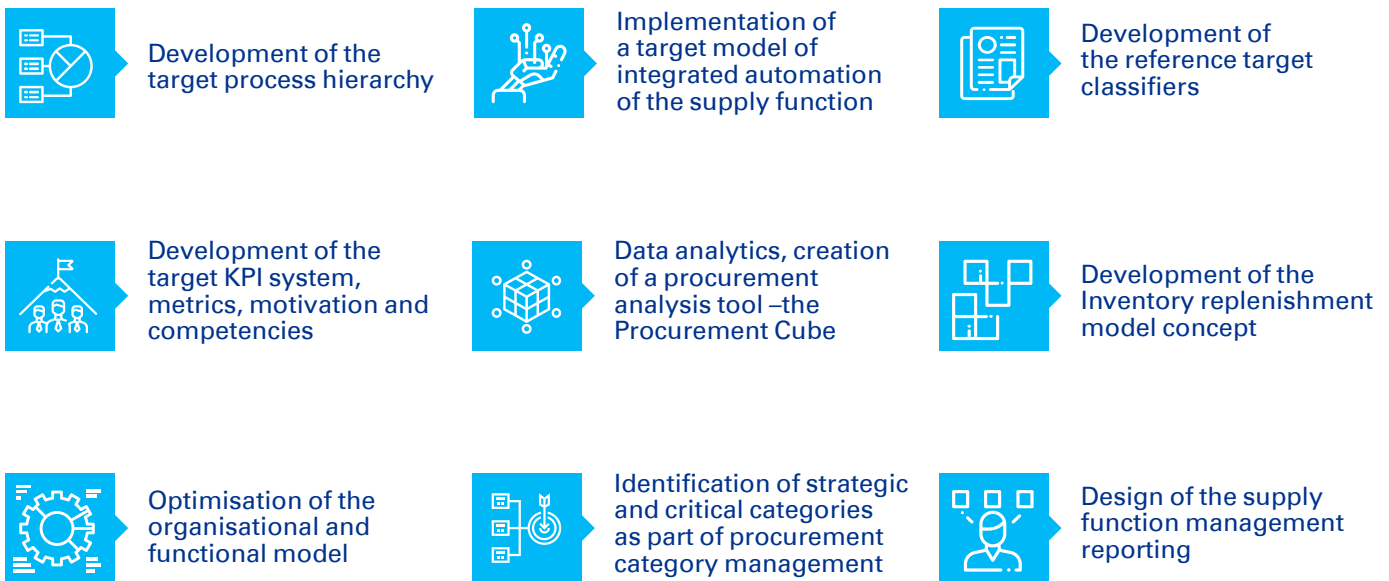


Development of a Procurement and Supply Chain Management target operating model

Key effects for your business:



A scope of services of the service line:



Procurement Category Management

Key effects for your business:



A scope of services of the service line:



Design and launch of category management processes



Development of category-based strategies



Support in implementing of the developed category-based procurement strategies



Supplier performance management



Implementation of TCO models in procurement



Implementation of integrated IT solutions in procurement (Procurement 365 Digital)

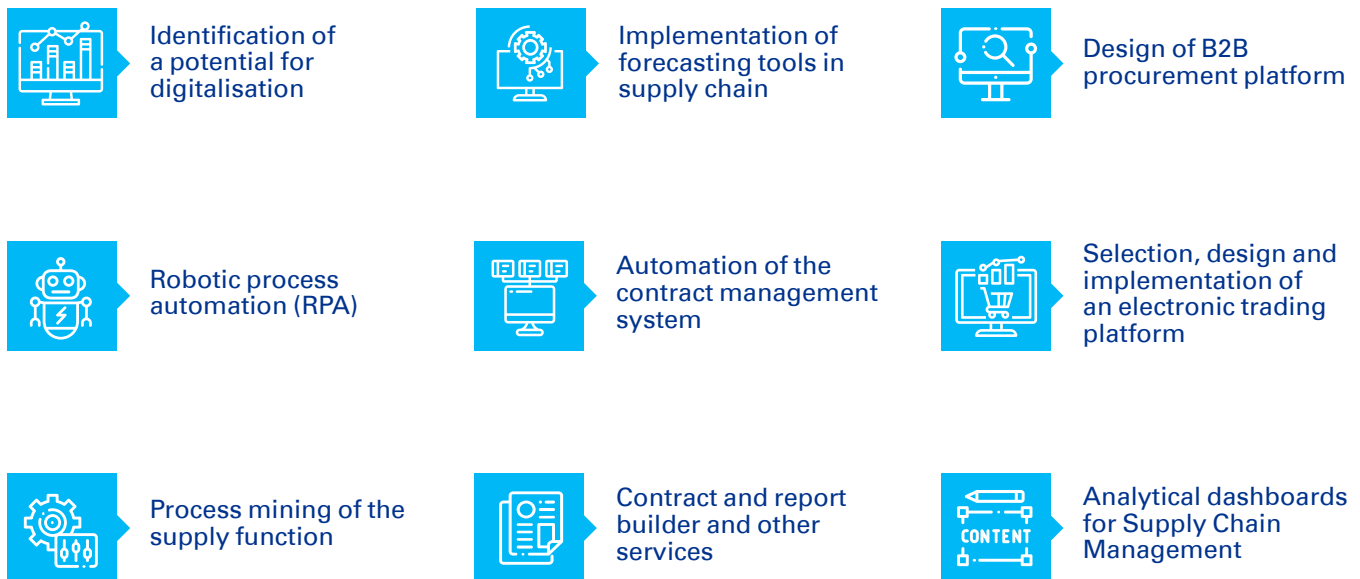


ERP-based automation of Procurement and Supply Chain Management processes

Key effects for your business:



A scope of services of the service line:

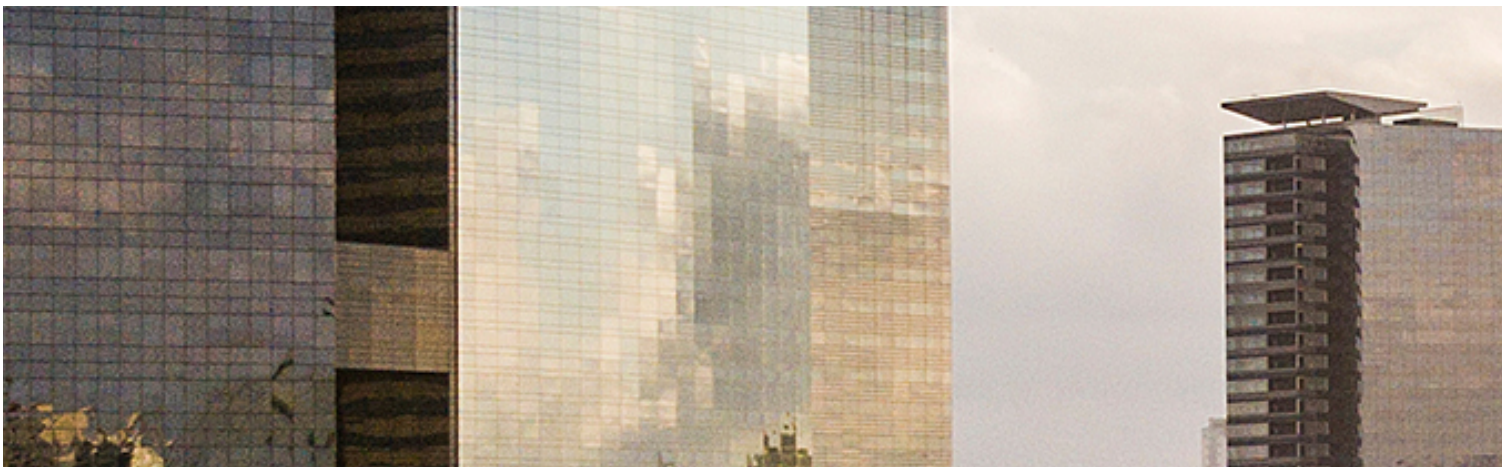
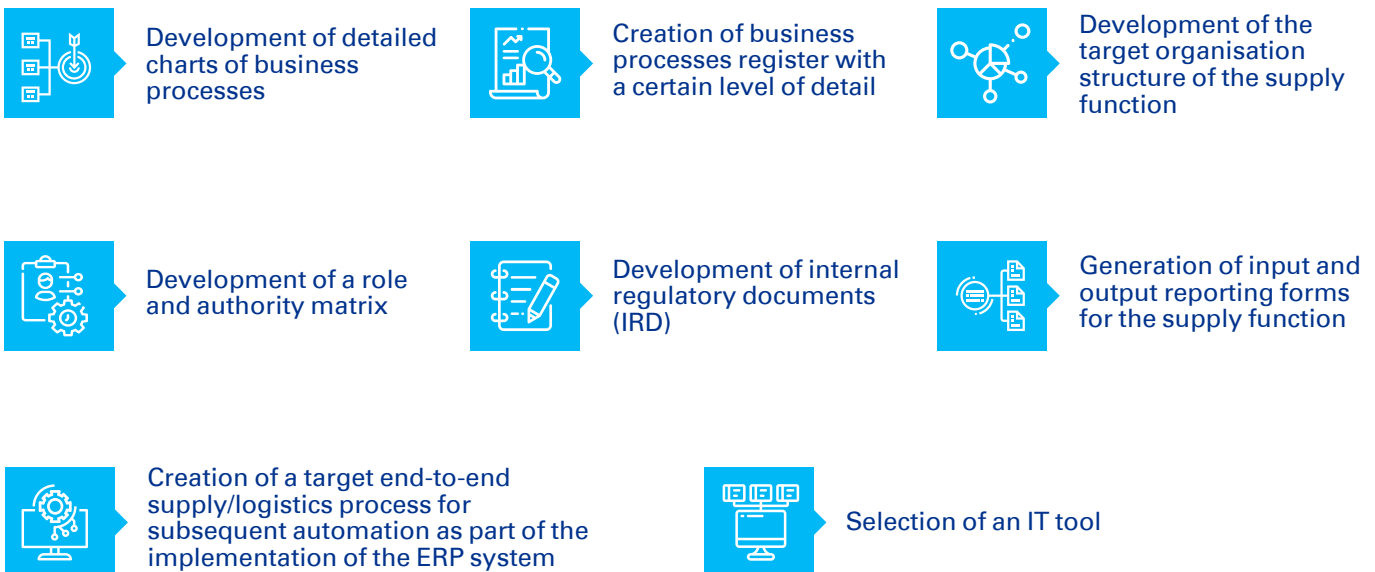


Design of an end-to-end supply / logistics process

Key effects for your business:



A scope of services of the service line:

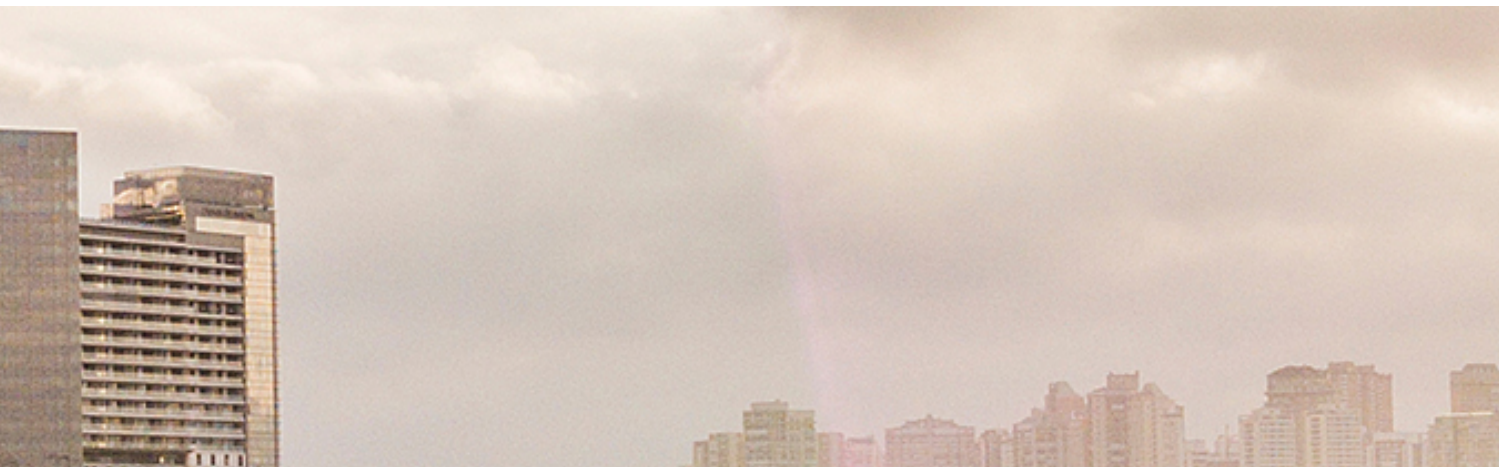
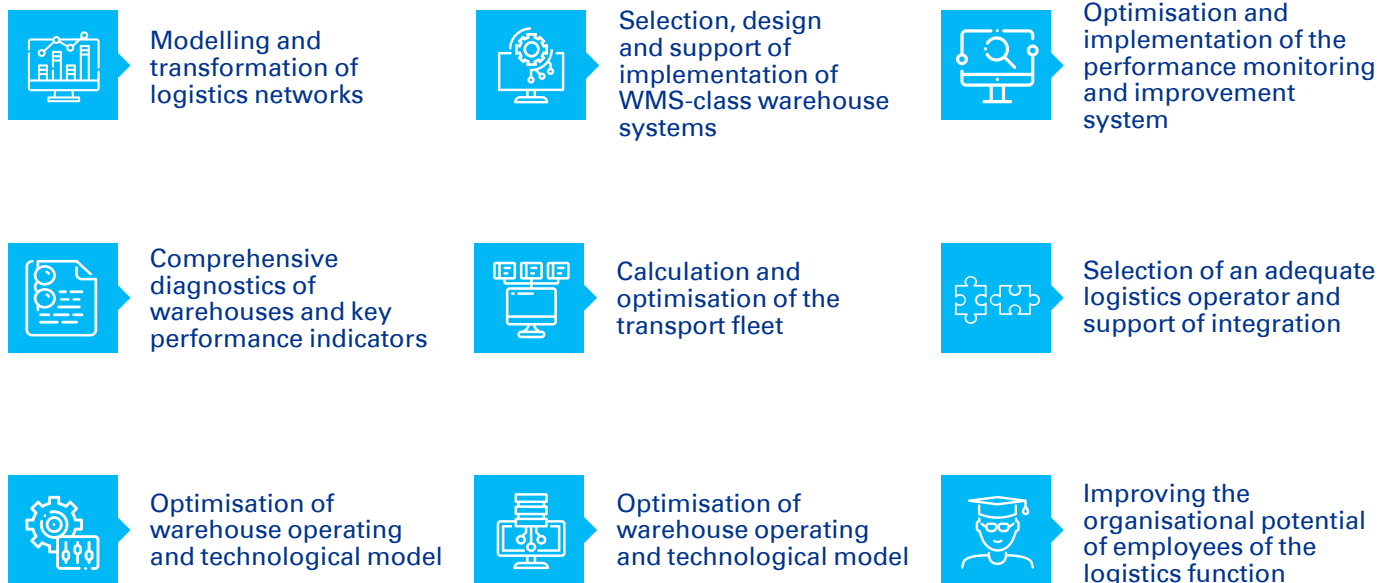


Logistics management

Key effects for your business:



A scope of services of the service line:

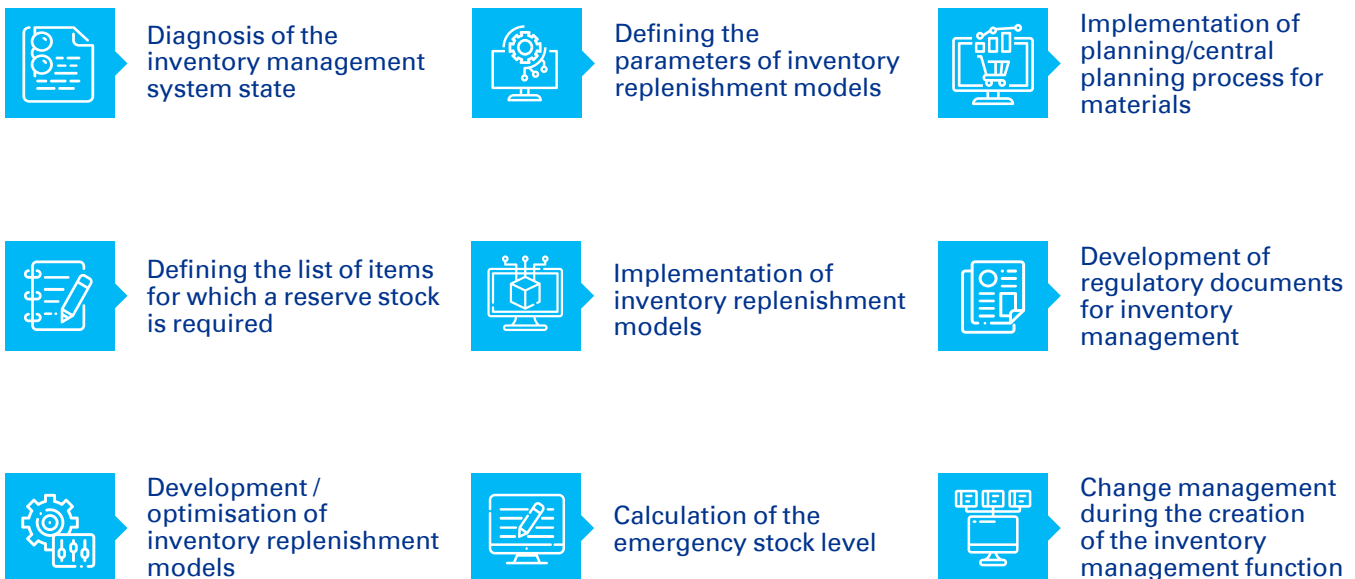


Inventory management

Key effects for your business:



A scope of services of the service line:





Who we are and our strengths

01

Members of the our team are professional transformers, functional experts, business architects, IT specialists, category managers, and each of them is ready to bring benefits and add value to our clients.

02

By working closely with our clients, we help to optimise processes, reduce costs and improve efficiency of Procurement and Supply Chain Management functions.

03

We select a set of solutions taking into account the specifics, geography and line of business where the company operates.

Our team



Timur Omashev

Partner,
Head of Consulting
Department

T: +7 771 300 07 74
E: tomashev@kpmg.kz



Nuriden Mukashev

Manager,
Procurement and supply
chain management

T: +7 701 065 88 77
E: nmukashev@kpmg.kz



Pulat Mirzaev

Manager,
Procurement and supply
chain management

T: +998 50 155 06 85
E: pmirzaev@kpmg.co.uz



kpmg.kz

The information herein is of a general nature and not directed to any particular circumstances of any individual or company. Although we endeavour to provide timely and accurate information, there can be no guarantee that such information is accurate as of the date it is received or that it will continue to be accurate in the future. No one should act upon such information without appropriate professional advice after a thorough examination of the particular situation.

© 2025 KPMG Tax and Advisory LLC, a company incorporated under the Laws of the Republic of Kazakhstan, a member firm of the KPMGglobal organization of independent member firms affiliated with KPMG International Limited, a private English company limited by guarantee. All rights reserved.

The KPMG name and logo are trademarks used under licence by the independent member firms of the KPMG global organization.