

Supply Chain Optimization & Spend Negotiation

6 August 2025

Why supply chain costs matter



305 Million people in need



35-45% ODA cut expected



\$47 Billion in aid required



20-30% downsizing (UN/NGOs)

60-80% of humanitarian operations budget
driven by supply chain

We help non-profits **generate cost savings** in their supply chain

Why partner with us

Field-Proven | Humanitarian First | Tech-Driven



Humanitarians at heart

Deep sector knowledge with a hands-on, field-based approach—our team understands the realities on the ground, our solutions are field-proof.



Consultancy Meets Action

We blend strategic consultancy with real-world humanitarian experience, ensuring every recommendation is actionable and delivers measurable impact.



Tech for Impact

We leverage advanced analytics and digital tools to optimize supply chains and help organizations reach more people—faster and more cost-effectively.

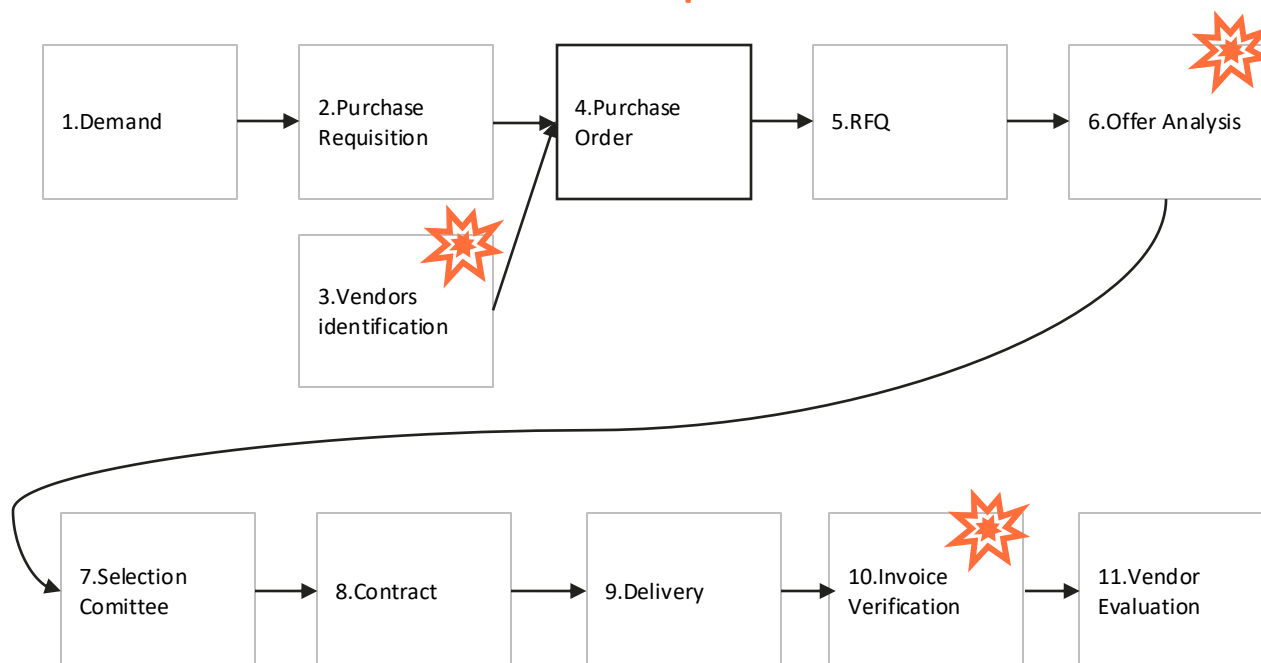


User Case Customer A – purchase of hygiene kits

The challenge

- Urgently purchase of hygiene kits for DRC
- Needed within 6 weeks
- Under-staff procurement team
- Low supplier tech literacy

The current process



Pain Points

Up to
40 %



Saving potential
(compared to baseline)

Market research & vendor identifications

- Outdated vendor list
- Manual & time consuming process
- Complex donor due diligence request

15%
✓ Automatization
✓ Increased competition

Analysis & Negotiation

- Lack of category management approach
- Manual / Excel analysis
- Selection based on 1st & cheaper offer received (no negotiation)

12-15%
✓ Transparent negotiation process
✓ Alternative to RFQ
✓ Digital portal for quote & analysis

Invoice Verification

- Complex multi-layer approval process
- Field confirmation of reception with limited visibility, time & connectivity
- Delaid payment factored into bidding price

10%
✓ Simplified process
✓ Digitalized final approval process

How we can help

*Every Case is **Unique** - So is Your Journey With Us*

In-Country Supply Chain Diagnostic

- **Map your supply chain** from the field up, starting at beneficiaries' handover points
- Identify bottlenecks where it matters most

Examples of Projects



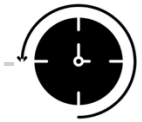
Expand Vendor Competition

- AI tool finds new vendors (even on social media)
- Mobile supplier portal: fast registration, easily vet & sort your new suppliers



Smarter Procurement

- Category management: not all buys need RFQ
- Unlock value through expert negotiation
- Vetted supplier lists



Faster, Transparent Payments

- Simplify payment process
- Digital field confirmation speeds up invoices

User Case Customer B – Port operation to Last Mile

The challenge

- The country is expected to **receive 2x annual volume over a period of 4 months**, in 3 ports and 4 warehouses across the country.
- High scrutiny from stakeholders (donors) on cargo movements
- Disconnect between Purchasing center (HQ/Region) & Last Mile logistics (Country office)



Pain points

Lack of visibility & SC planning

- Reactive supply chain
- Over/under purchase
- Last minute asset negotiation (warehouse/trucks..)

Poor cargo tracking & reporting

- Delayed last mile delivery information
- Outdated & inaccurate stock report



Up to
30 %

Potential savings

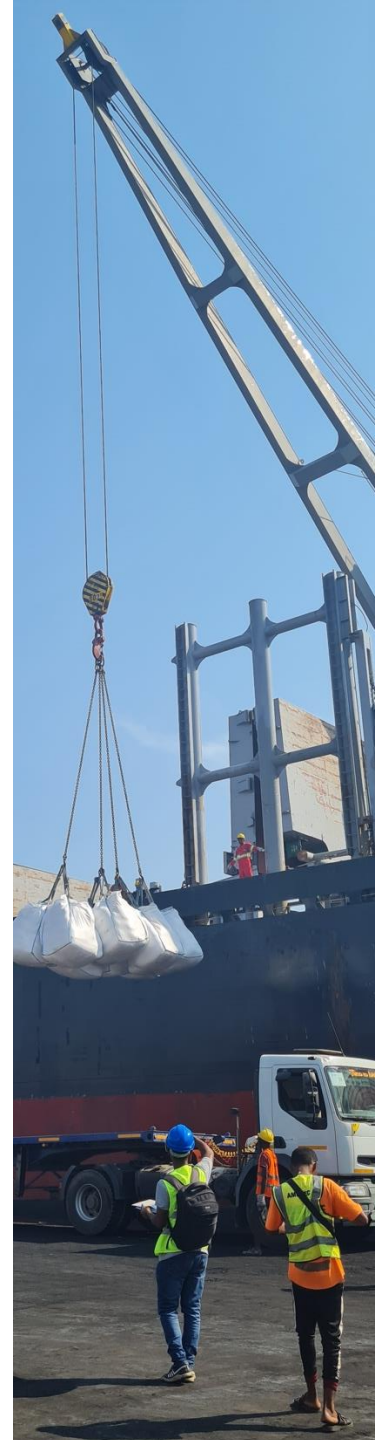
(compared to baseline)

15 -20 %

- ✓ Proactive risk management
- ✓ Informed purchasing & contracting decision ("what ifs")
- ✓ Optimized logistic network

10-15 %

- ✓ Data-driven suppliers performance management
- ✓ Reduced manual stock reconciliation



How we can help



Examples of Projects



Demand forecasting & visibility

- Demand planning & forecasting using simple processes & algorithms
- “All in one” dashboard pulling multiple data sources allowing automated projections & alerts.

Last mile cargo tracking

- GPS & QR scanning with offline capability; Integration into ERP for accurate report
- Route planning & optimization – using tracking data, manage your transporters’ performance.

Team & Partners



Mara Lang
Founder

Swiss humanitarian with 10+ years of supply chain experience across the **UN, NGOs, and private sector** in Africa and the Middle East.

In 2023, she moved to the **UAE** to deepen her knowledge of global shipping and founded **Arche**. She is fluent in **Arabic**.



Sinem Furtana
Supply Chain Planner

A supply chain expert in humanitarian logistics and **emergency operations**.

She worked in both the **public and private sectors across the MENA region** — combining operational excellence with a mission-driven approach.



Habib Ben Balla
Retail & Sourcing

A senior executive with deep expertise in **international retail & FMCG sourcing**, across Europe, MENA & Asia.

Habib specializes in **supplier strategic negotiations, agile procurement systems & category management**.



Ladina Schlatter
Data Analyst

A **data-driven Information Management professional** with expertise in statistical analysis, data science, and visualization.

She supports decisions making through data analytic & **predictive modeling**.



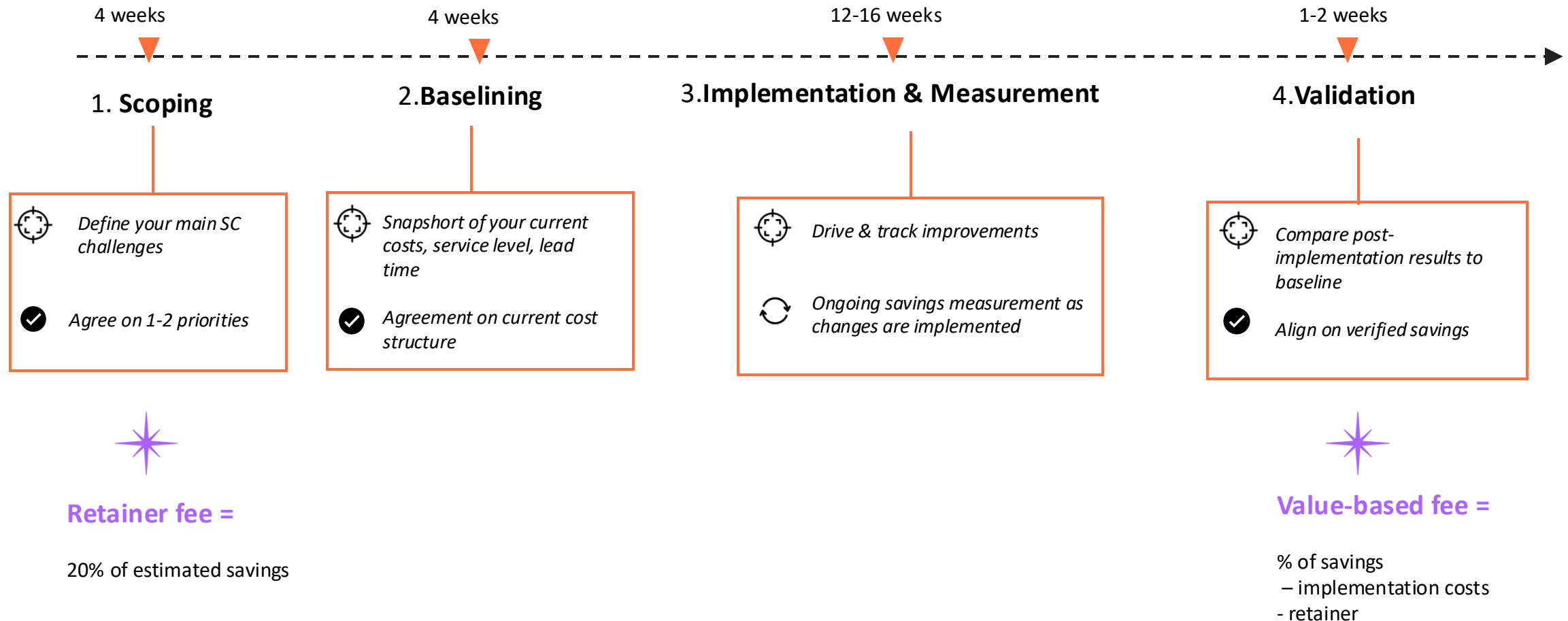
Consulting company based in **San Francisco** (USA) focused on **Supply chain process automation**



Based in **Johannesburg** (South Africa), specializes in **Network Modeling and Last Mile Optimization**

Engagement model – flexible & value-driven

Because resources are scarce – most of our *fees come from the saving we generate*



Freeing Up Resources to Increase Your Reach

Let us amplify your impact

solutions@archeconsultancy.com

www.archeconsultancy.com