

# LBS CLIENT SERVICES

## VENDOR SELECTION

### Gain access to Pre-qualified International Suppliers and simplify your Procurement Process

The LBS Vendor Selection Service provides Libyan organisations with instant access to pre-qualified and financially vetted International suppliers to help fulfill your turnkey procurement projects. We also provide a number of associated consultancy services to ensure you deal with the most appropriate vendors, source the highest quality products and benefit from a fast and professional sales cycle.

LBS incorporates over 10 years of business experience within several International market sectors. With our on-the-ground presence in Tripoli and in the UK, we have the knowledge and expertise that makes LBS uniquely qualified to help you engage with the most appropriate, qualified International organisations.

Finding the right International suppliers is a timely and costly process which holds an enormous amount of risk to the success of your project. You can ill afford to choose an unsuitable vendor. Our services guarantee that you deal with only the highest quality companies offering maximum profitability to ensure your national and local projects fully benefit your organisation, Libya and its people.

We allow you to access our extensive list of pre-qualified suppliers via our vendor programme. We then shortlist the most appropriate organisations using your own purchasing criteria. We develop tailored company and financial reports, and when you invite a potential supplier to tender in your procurement process, we introduce you to the senior decision makers and manage their participation throughout.

Working with LBS means the procurement process is undertaken as smoothly as possible, with minimal risk and cost to you, vastly speeding up the sales cycle. We enable you to concentrate on your project, allow you to focus on your business and we ensure the best rewards are gained for all parties. The LBS Vendor Selection Service offers you the following services for every qualified procurement opportunity that you engage with us:

- The selection & introduction of pre-qualified International vendors
- Provision of market and industry intelligence
- Provision of company specific business and financial reports
- International trading advice and business consultancy
- Business and skills training for clients and vendors

### An extension to your Procurement Team

For LBS to provide our procurement resources, you should be an established Libyan-based organisation or government agency. The project you enlist us for should be a live project, you will have budget approval and have the procurement timescales agreed. You should also have responsibility for signing the procurement contract.



### Our Commitment to selecting the right Vendor

- LBS undertakes an initial meeting with the client to establish project goals, the sales process and timeframes.
- Business training is provided to the selected vendors to educate them on Libyan trade values, legal aspects and business culture.
- Logistical arrangements are made for on-line meetings, or face-to-face meetings with the Libyan purchasing organisation(s).
- LBS can administer any legal requirements, non-disclosure agreements and assist in contract negotiations.
- LBS are on hand throughout the procurement cycle.
- These activities are undertaken immediately - we can provide the introductions usually within two weeks of our involvement.

#### BENEFITS AT A GLANCE:

- Using our vendor selection service is free to use and minimizes your risk on the complete project.
- Every LBS accredited vendor is certified following a strict criteria of capability and performance - we also recommend organisations based on your own purchasing criteria.
- Vendor partners are shortlisted and pre-qualified by revenue, sales growth, profitability, credit rating, suitability and expertise - all shortlisted organisations are visited in person.
- The vendor selection service shortens your sales cycle, helps you to focus on your project and takes away the administrative burden.
- Full business and financial reports are provided on each vendor selected for the procurement process, plus information on previous experience, project knowledge and intent to trade within Libya.
- LBS can manage all sales logistical tasks and legal requirements such as contract negotiations

MARKET SECTORS COVERED	
<b>Infrastructure &amp; Construction</b>	<b>Appliances &amp; Tools</b> <b>Communications Equipment &amp; Services</b> <b>Agricultural Machinery</b> Construction Supplies, Fixtures & Raw Materials <b>Construction Services</b> <b>Fixtures, Fittings &amp; Office Equipment</b> <b>Iron &amp; Steel Fabrication, Supply &amp; Services</b> <b>Real Estate Operations</b> <b>Security &amp; Safety Systems &amp; Services</b>
<b>Oil &amp; Utilities</b>	Oil & Gas Operations Oil Well Services & Equipment Containment & Dispersal Electrical Utilities, Instruments & Controls Waste Management Services Natural Gas Utilities Water Utilities & Transportation
<b>Healthcare</b>	Pharmaceutical Products Medical Equipment Biotechnology & Drugs Chemical Manufacturing Healthcare Facilities Hospitals & Patient Care
<b>Education</b>	Schools, Colleges & Universities Libraries Job & Skills Training Vocational & Rehabilitation Services
<b>Banking &amp; Finance</b>	Savings & Commercial Banks Investment & Financial Services Insurance - Accident & Health Insurance - Property & Casualty Insurance - Life & Business
<b>Retail</b>	Clothing, Apparel & Footwear Department & Discount Grocery & Foods Speciality & Technology Restaurants
<b>Professional &amp; Business Services</b>	Specialist Staffing <b>Office Services</b> <b>Courier &amp; Transport</b> <b>Warehousing &amp; Distribution</b> Hotels, Tourism & Travel
Based in Tripoli, London & Manchester, LBS has over 10 years experience of dealing in International and Libyan markets, giving you access to a unique blend of knowledge and expertise.	