

**COMPANY
PROFILE**



YVESPRO
CONSULT



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A MESSAGE FROM OUR MANAGING DIRECTOR

Hello,

Selecting a procurement services partner is a foundational decision with the potential to create a lasting impact throughout your organization for years to come. It carries immense significance in inspiring myself and my team to bring our very best to each engagement. We do not initiate conversations with a sales pitch. Instead, we invest time in understanding your needs, goals, business objectives, and your technical challenges.

Over the years, our team has continually learned and grown with our customers by providing proactive and trusted services. With such experience comes patience, knowledge, and a comprehensive toolkit that provides adaptable solutions to meet the evolving needs of businesses.

We view our self as a genuine partner to your business. A partner that brings good news but is also prepared to deliver the difficult news and proactively assist in finding solutions for challenging issues. A true partner that consistently looks towards the future, offering recommendations that strategically position your organization for long-term success. A partner that is committed to building lasting partnership that adds sustainable value to your business.

Best regards,

THANDIWE NSABWE KAPHANTENGO
Managing Director and Founder
YVESPRO CONSULT





WHO WE ARE

INTRODUCTION

YvesPro is a leading and rapidly growing procurement consulting firm committed to ensuring that procurement processes adhere to legal requirements and organizational policies, minimizing the risks of non-compliance. We offer a wide array of high-quality procurement services, including audits, forensic audits, technical support, advisory roles, global sourcing, and procurement intelligence. Operating globally with consultants across Africa and beyond, we partner with organizations seeking expert guidance in managing their procurement needs.

When providing technical support, YvesPro maintains independence by refraining from auditing its own work, ensuring unbiased audit opinions. We specialize in procurement advisory support for diverse clients, including public, private, and non-governmental organizations, as well as service and manufacturing companies. In response to the growing economic challenges, annual procurement audits have become imperative for transparent contract allocation. YvesPro conducts forensic audits when standard audits reveal signs of criminal activities in the procurement cycle, promptly addressing issues. Our compliance audits and forensic audits uncover a range of procurement-related concerns, including collusion, corruption, unfair practices, theft, and the use of substandard materials. YvesPro is dedicated to working closely with clients, fostering a collaborative partnership to achieve exceptional outcomes.

Based in Malawi, YvesPro serves clients not only in Malawi but also across the Southern African Region, steadily expanding its footprint in the region. We have established a strong reputation in procurement consulting, auditing, service provision, and agency contracts, particularly in the Common Market for Eastern and Southern Africa (COMESA) Region. Our team brings substantial experience in African procurement reviews and audits, as evidenced by collaborations with international agencies and organizations. We have worked on assignments with the International Procurement Agency of the Netherlands, A.H Consulting of Uganda, and Ayala Consulting, among others. Our consultants possess expertise in various aspects of the supply chain and logistics, providing a competitive edge in delivering comprehensive services to our clients.

GREEN PROCUREMENT AMBASSADORS



We're thrilled to unveil our latest offering at Yves Pro Consult: comprehensive support for Green Procurement. Committed to sustainability, we now provide tailored awareness sessions and training programs, empowering your team with the expertise and tools to navigate eco-conscious procurement practices effectively. Our dedicated consultants will lead you through the transition to greener strategies, ensuring compliance with regulations while fostering an ethos of environmental responsibility and innovation. Together, let's shape a more sustainable future, one procurement decision at a time.

OUR MISSION, VISION, VALUES & PHILOSOPHY

“

**It's easy to dodge our
responsibilities, but we
can't evade the
consequences of our
responsibilities.**

-Josiah Stamp



OUR MISSION

Our mission is to deliver outstanding professional services while upholding the highest standards of integrity and professionalism in procurement-related matters.



OUR VALUES

To act openly, honestly, and fairly in all that we do, ensuring that we do it correctly and as a cohesive team



OUR VISION

Our vision is to evolve into a world-class procurement-to-pay process by generating value through strategic thinking, efficient processes, technology system integrations, and exceptional customer care.



OUR PHILOSOPHY

By staying current with the times and thoughtfully addressing the evolving demands of procurement needs, we embrace challenges and work tirelessly to enhance corporate value and service stability. Ultimately, we aim to contribute to the realization of a prosperous society.



OUR EXECUTIVE MANAGEMENT

At YVESPRO, we are proud to have a team of highly skilled professionals. Our team members have a diverse set of expertise and work together to provide the best possible solutions for our clients. We believe in a team-oriented approach and clear communication, which allows us to work efficiently and effectively on projects of all sizes. We are confident that our team's expertise, experience, and dedication to excellence will provide our clients with exceptional service. We look forward to working with you and exceeding your expectations.

**Ms. Yvonne Kaphantengo -
Technical Director**

Ms. Yvonne Kaphantengo is a seasoned professional with a Master of Science Degree in Supply Chain Management from the University of Bolton, a Bachelor's Degree in Logistics and Supply Chain, and a Certificate in Forensic Audit from the International Institute of Certified Forensic Investigation Professionals USA, Inc. (IICFIP). She has an extensive academic background including roles as a Trainer, Technical Advisor for Donor-funded projects, and a Procurement Auditor. With over 25 years of experience in operational procurement, audit, and technical advisory, Ms. Kaphantengo brings a wealth of expertise to her role as Technical Director.

**Mr. Andy Koloko,
Visiting Technical
Consultant.**

Boasts a Master's degree in Supply Chain Management from the University of Bolton and a Bachelor's degree in Civil Engineering. With a career spanning over 25 years, he has garnered extensive experience and expertise. Mr. Koloko has held various roles, including that of a Trainer, Auditor, Technical Advisor, and Procurement Oversight Agent for Donor-funded projects. His well-rounded background and wealth of experience make him a valuable asset in the field.

**Mr Arnold Chirwa,
Visiting Technical
Consultant**

Arnold Chirwa is equipped with a Master's degree in Supply Chain Management from the University of Bolton. He also holds a Bachelor of Arts in Public Administration and Management Studies. With a remarkable career spanning over 30 years, Mr. Chirwa has held key positions including Acting Director General for the Public Procurement and Disposal of Assets (PPDA), Procurement Auditor, Technical Advisor, and Trainer. His diverse background and extensive experience make him a valuable asset in his field.

OUR PRODUCTS AND SERVICES

1

Procurement / Forensic Audit:

YvesPro specializes in conducting procurement audits to identify potential issues within the procurement process and system, as well as any concerns related to the acquisition proposals themselves. Additionally, we provide forensic audits when indicators of conflict of interest, bribery, misappropriation of assets, and other criminal activities within the procurement cycle emerge.

2

Procurement strategy & risk management services.

YvesPro offers advisory and technical support to organizations, aiming to achieve cost savings through the adoption of procurement strategies. These strategies encompass a wide range of approaches, including cost reduction, green purchasing, risk management, total quality management, and supplier management, among others. In addition, YvesPro provides comprehensive risk management services, covering risk avoidance, risk acceptance, risk transfer, risk reduction, and risk retention, among various other aspects

3

Procurement Agents :

We offer supplier market analysis, organizational spending analysis, supplier financial analysis for contract negotiations, value chain analysis, the identification of market opportunities, and the clarification of supply chain risks, among other services. Our price tracking and forecasting tools provide a comprehensive overview of all the risks to aid in your decision-making process.

4

Global Sourcing :

YvesPro helps companies and organizations source specific items and services from international markets across geopolitical boundaries. This strategic approach aims to achieve cost savings by accessing affordable raw materials and skilled labor from low-cost countries.

5

Procurement advisory services:

YvesPro provides advisory procurement services to companies and organizations, offering comprehensive procurement advice of a complex nature. This often involves in-depth document reviews, assessment of procurement practices, and the preparation of detailed papers and reports.



ADDITIONAL FUNCTIONS AND SERVICES



Yves Pro serves as a procurement and development aid consultant to projects and programs across the developing world. We competitively provide qualified and well-trained professionals on a short, medium, or long-term basis.

Yves Pro excels in the execution of assessments and audits in procurement. Our experts have a proven track record in auditing procurement, contracting, and implementation processes for KFW-funded projects, World Bank-funded programs, IFAD, ADB, as well as various organizations in alignment with Malawi's laws.

Yves Pro has developed proprietary methodologies for data collection and reporting within Independent Procurement Reviews. We have also been actively engaged in fiduciary risk assessments related to budget support, ensuring the maximization of outcomes from donor funding, and the promotion of value for money and fair trade in project interests.

We recognize the complexity of the procurement process, marked by critical intersections in knowledge and information. Our deep understanding of these intricacies enables us to effectively and cost-efficiently manage outcomes, prioritizing a value-for-money approach.





PROCUREMENT INTELLIGENCE SERVICES:

Our Company's Procurement Intelligence Potential:

- Empower Organizational End Users: Yve Pro reduces manual efforts for buyers by introducing automation.
 - Uncover Hidden Savings: We offer up to 20% cost savings to customers through competitive bidding.
 - Mitigate Risks from All Angles of the Procurement Process.
 - More Visibility, More Control: We provide structural data and analytics to the customer.
 - Introduce Alternative Suppliers as Backup for the Customer.
-

Procurement Intelligence Services :

- Supply Market Analysis
 - Spend Analysis
 - Industrial Best Practices Analysis
 - Price Tracking and Forecasting
 - Category Executive Dashboard
 - Value Chain Analysis
 - Supplier Financial Analysis
 - Supplier Ethics Analysis
-





PROCUREMENT INTELLIGENCE SERVICES:



YvesPro serves as an independent procurement agent, representing third parties in the procurement process. We take on the entire buying portfolio of our principals, from the initial needs assessment and specification writing to the final delivery and commissioning of equipment and services. Throughout this process, Yves Pro ensures transparent administration of all transactions and provides regular reports in user-friendly, pre-agreed formats.

At all stages of the procurement chain, Yves Pro diligently protects the interests of its clients. After careful preparation, during which we define service levels, scope of work, and reporting formats, the client entrusts us with the process's implementation. We then manage the entire procurement cycle, keeping the client informed at critical stages and providing meticulous updates on the progress made.

The combination of competitive procurement results and the administrative savings achieved by outsourcing part of the purchasing portfolio often outweigh the costs of our professional involvement within the client's organization.

As procurement agents, our services include:

- Receiving project requirements.
 - Writing specifications.
 - Soliciting offers from potential suppliers in accordance with required procedures.
 - Evaluating offers and preparing a financial evaluation report for approval by the principal.
 - Establishing a client account for payments.
 - Placing orders with the respective suppliers.
 - Maintaining contact with suppliers and overseeing transport, either through bonded warehouses in the Rotterdam area or directly to the final destination.
 - Supervising the receipt of supplies and conducting checks on packing lists and invoices
-



BIDS AND TENDERS



YvesPro Consult offers professional support for companies seeking proficiency in tender and bid document preparation. With our expertise and dedication, we ensure each document meets industry standards, positioning our clients for success in competitive procurement environments.

By partnering with YvesPro Consult, businesses gain access to a team skilled in tailoring solutions to their needs, minimizing oversight and maximizing the impact of each submission. Our service extends beyond document preparation; it represents an investment in credibility, efficiency, and strategic advantage, enabling companies to secure contracts, forge partnerships, and drive growth.

Beyond securing contracts, companies collaborating with YvesPro Consult benefit from a specialized approach that enhances credibility and trustworthiness with procurement entities. Our collaborative ethos ensures each bid reflects the client's value proposition, fostering authenticity and resonance with evaluators. Our streamlined processes optimize resources, allowing companies to focus on core functions while we navigate tender intricacies.

Engaging YvesPro Consult isn't just about winning tenders; it's about fostering relationships and unlocking growth opportunities. Let us facilitate excellence in tender and bid preparations, guiding your organization towards success.



OUR EXPERTISE IS DIVERSE



Procurement and Supply planning, forecasting and risk assessment

Procurement transformation

Quantification and budgeting

Supply chain inventory optimization

PSM strategy development and execution

PSM system assessments

PSM systems strengthening

Capacity building and providing technical assistance

Business process re-engineering

Supply chain monitoring and evaluation

Business process improvement

Stock control, monitoring, warehousing and distribution

Training on inventory management

Logistics management.



TRUSTED

WHY TRUST US?

Benefits of Choosing Our Services:

- Strategic Policy Analysis: Organizations receive in-depth analysis of the relevance and usefulness of their internal policies.
- Fraud Identification: Through forensic audit, we help identify and address any fraudulent activities within the company.
- Ethical Workplace: Our services assist organizations in ensuring a workplace free from fraudulent or illegal operations, including uncovering criminal behaviors such as fraud or embezzlement.
- Effective Negotiations: We provide support for conducting effective negotiations in procurement processes.
- Risk Mitigation: Our expertise aids in the elimination of contractual and procurement risks.
- Market Insights: We help organizations discover market and procurement opportunities, enabling informed buying decisions.
- Value Optimization: With our assistance, organizations can attain value for money in their procurement endeavors.
- Reputation Building: Our services contribute to the cultivation of a good reputation, fostering trust from the public and donors.
- Supply Chain Risk Mitigation: Avoid supply chain risks and distribution challenges.
- Brand and Reputation Enhancement: Protect and improve your brand and reputation.
- Operational Focus: Enable organizations to focus on immediate and core operations.
- Process Optimization: We assist in enhancing internal processes for efficiency.
- Compliance Assurance: Ensure adherence to compliance standards.
- Cost Reduction: We help in reducing procurement costs.
- Competitiveness: Drive growth and enhance competitiveness in the market.

CLIENTS

OUR CLIENTS

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A fundamental key to audit success is the reputation for objectivity. This implies independence from the activities being reviewed. While complete independence may be an unattainable goal, practical independence is not only possible but absolutely essential.

- Larry Sawyer

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Organisations and companies we have worked for:

- The Malawi Revenue Authority (MRA)
- 2NT Logistics and supply chain solution Limited
- CNL Investments
- Nova Build Construction Company
- Trams Investments.
- Vital Company
- Water to People
- Government Stores
- Ministry of Sports under Regional 5 Project



ISIC Code: M-74-749-7490



**BUSINESS REGISTRATION ACT
(No. 12 of 2012)**

CERTIFICATE OF REGISTRATION

I hereby certify that **NOVAHIWA Roselyn KAPHANTENGO** carrying on business as **YVES PRO CONSULT** have/has this **Thursday, May 18, 2023** been duly registered in accordance with the provision of the Business Registration Act (No. 12 of 2012) and have/has been entered under the number **BRN-50TMZV2** in the Malawi Business Registration Database. The business will be carried out at **LILONGWE_URBAN**.

This Certificate will **expire** on the **Monday, 18 May, 2026**

Given under my hand at Blantyre, Malawi, this **Thursday, 18 May, 2023**



Registrar of Business



MALAWI INSTITUTE OF PROCUREMENT AND SUPPLY

Promoting procurement and supply professionalism in Malawi

Membership Certificate

This is to certify that

YVESPRO CONSULT

Is registered as a Corporate Member of
The Malawi Institute of Procurement and Supply
Given under the common seal of the Institute at Lilongwe

Valid from

04/01/2024-31/03/2025

Membership Number: MC012

Issue Date: 04/01/2024

This Certificate remains a Property of the Malawi Institute of Procurement and Supply
and should be returned to the Institute upon termination of membership



President

Chief Executive Officer



Public Procurement and Disposal of Assets Authority

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Malawi

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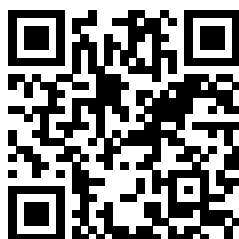
Certificate of Registration

This is to Certify that the following entity has been registered with the Public Procurement and Disposal of Assets Authority. The details are as follows:

Supplier Code	70362505
Supplier Name	Yves Pro Consult
Postal Address	P. O Box 116 Lilongwe
Supplier Location	Lilongwe
Website	yvespro.consult@gmail.com
Country of Establishment	Malawi
Goods Category	None
Services Category	Up to MK80 Million
Expire Date	07/08/2024

Dr. Edington Chilapondwa

Validate this certificate by scanning the following QR code.





CONTACT US **TODAY**

To get into contact with us for more information:

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