



# DMC Arabia For Business Consultancy



**DMC Arabia**  
Business Consultancy

[www.dmc-ksa.com](http://www.dmc-ksa.com)

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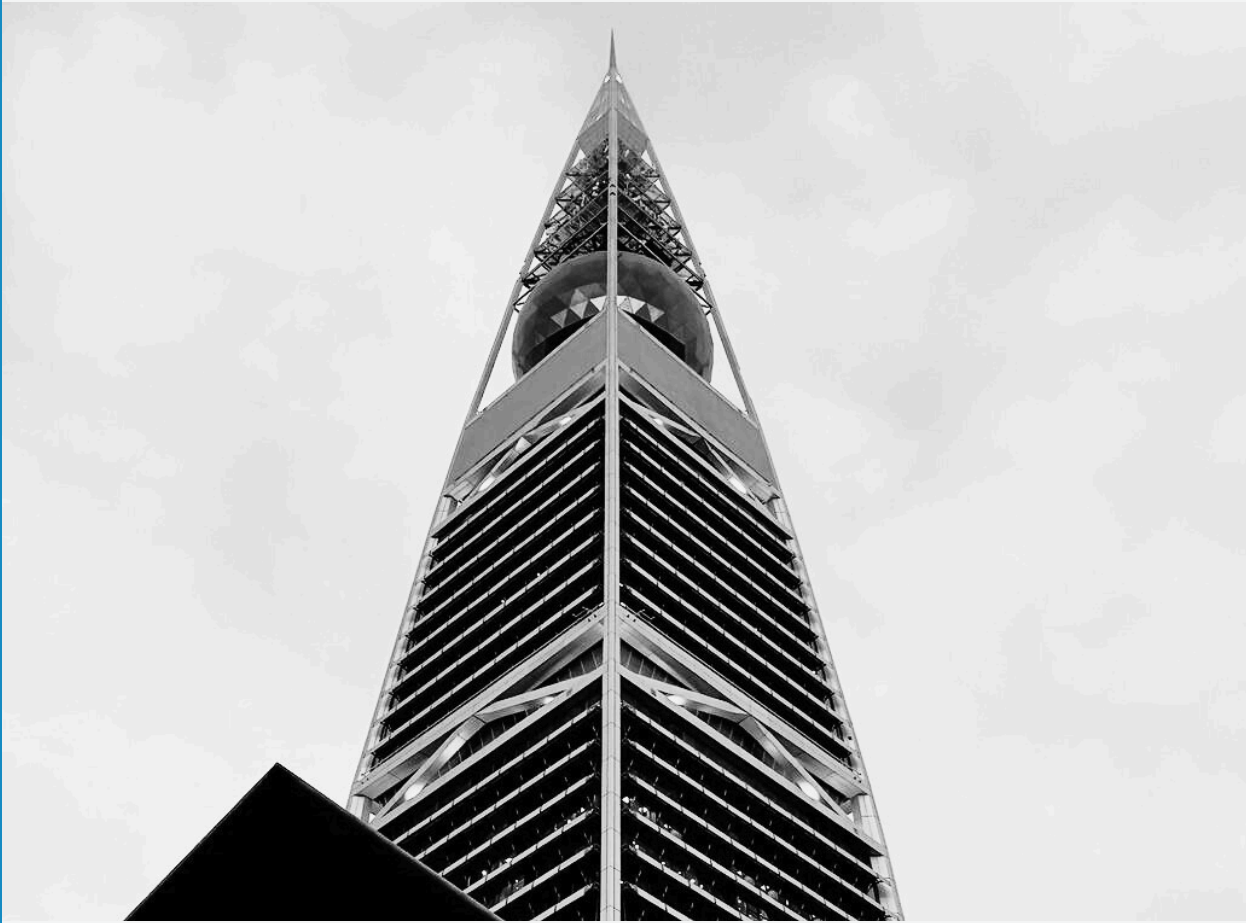
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Headquarters

Branches / Global Presence

Contact Details

# WELCOME



## Serving with Excellence Since 1997

For over 28 years, DMC Arabia has been committed to delivering outstanding management consulting solutions. Our journey reflects decades of experience, dedication, and innovative approaches that empower our clients to achieve sustainable growth and operational excellence.





## Anas Hassan Dahlan

General Manager



DMC Arabia Business Consultancy is a premier management consulting firm with a proud legacy. What began as a small consultancy has successfully transformed into a specialized consulting company.

Today, we are highly focused on delivering client-centric management consulting & training services.

Our enhanced responsiveness is driven by our commitment to:

- Continuously monitoring and adopting innovative concepts and methodologies to help our clients stay ahead in a dynamic marketplace.
- Seamlessly integrating our consulting and training services to deliver more cohesive and impactful solutions.

**PLEASE CONTACT US TO DISCUSS ANY POINTS RELATED TO OUR SERVICES OR IF IN NEED FOR ANY FURTHER INFORMATION SINCERELY YOURS.**

**Anas Hassan Dahlan**  
General Manager





# DMC Journey

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1997

Founded in Jeddah, marking the start of our consulting journey.



2005

Diversified Expertise in Consulting Services



2010

Expanding Our Footprint Across the Region



2015

Invested in advanced tools and facilities to enhance service delivery



**2025**

Recognized as one of Saudi Arabia's most respected and enduring consulting firms.





# ABOUT US

## > Empowering Businesses with Proven Expertise

DMC Arabia Business Consultancy, recognized as one of the leading firms in the Kingdom of Saudi Arabia, boasts extensive global expertise in constructing and executing management consulting projects and business development initiatives across various sectors. With a substantial clientele and esteemed references spanning industries like chemical and food production, trading, construction, and services, DMC Arabia has solidified its reputation since its inception in 1997, navigating through its initial stages of growth with success.



### OUR VISION

**Our vision is to be the premier leader in the Saudi market for business consultation, consistently delivering exceptional added value.**



### OUR MISSION

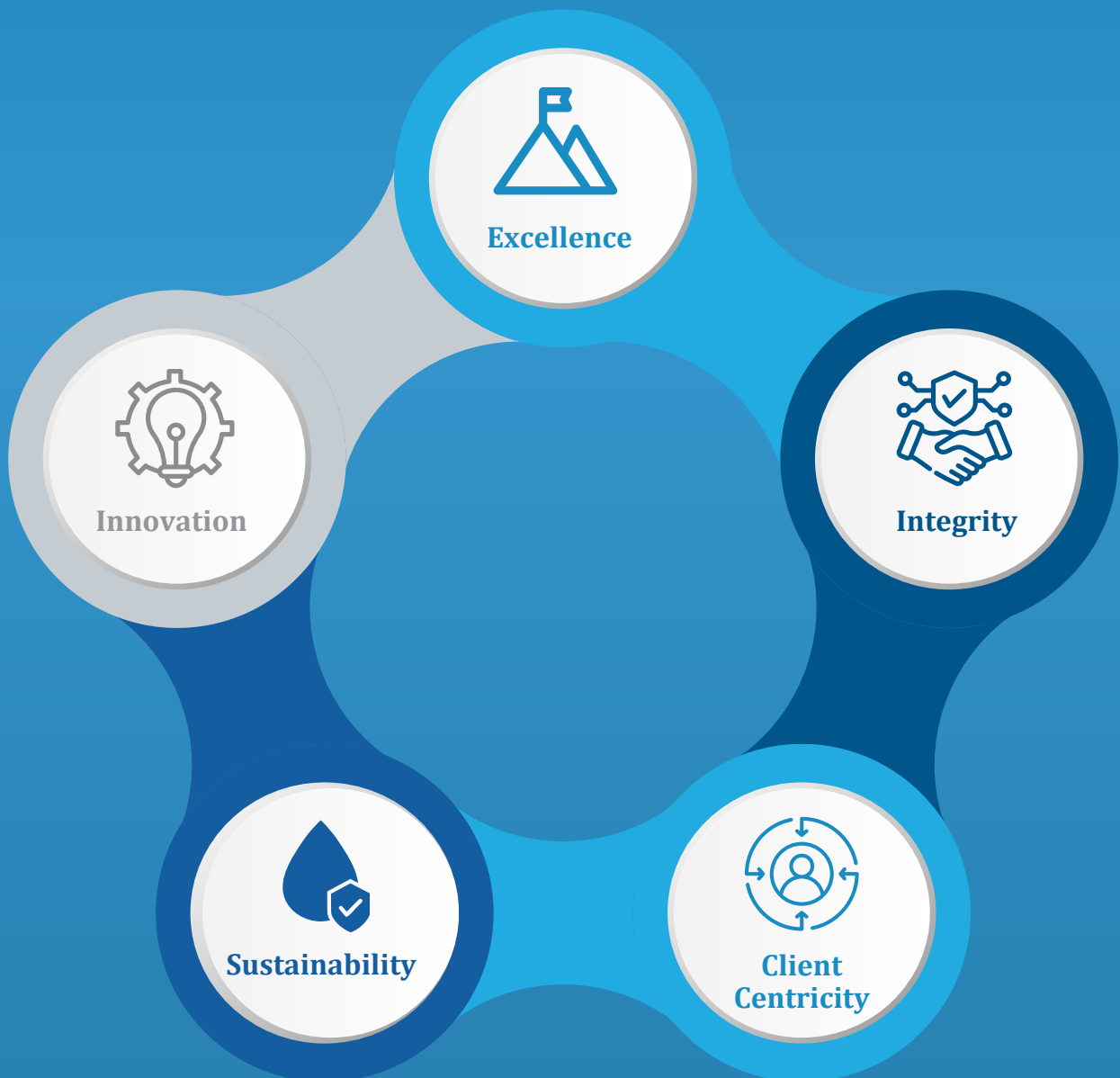
At DMC Arabia Business Consultancy, our mission is to enable organizations in Saudi Arabia to achieve sustainable growth and resilience by delivering trusted, specialized consulting in governance, strategy, and organizational excellence. We combine global best practices with local insight to create tailored solutions that maximize value for stakeholders and support KSA Vision ambitions.





# OUR VALUES

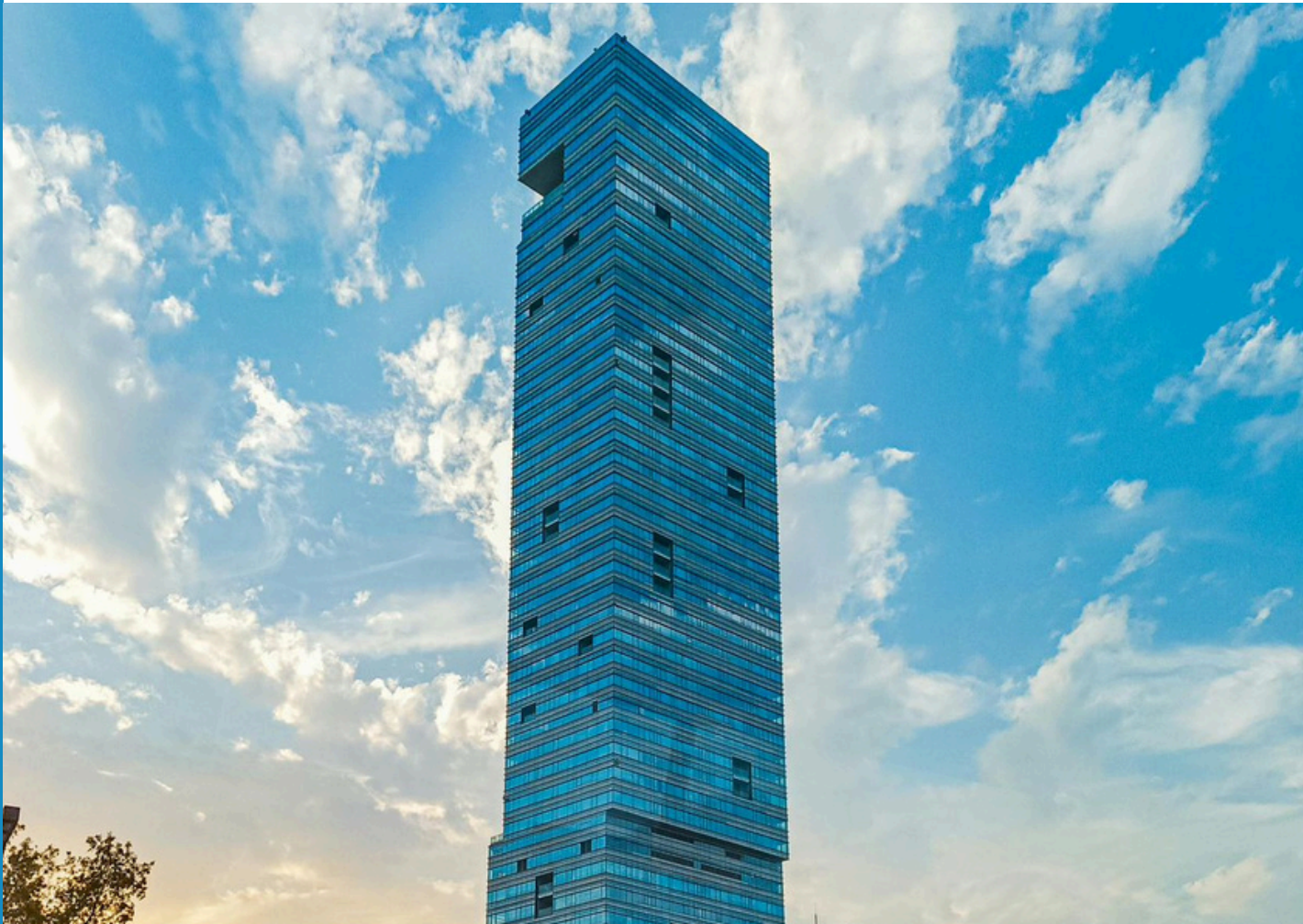
At DMC Arabia, our values define who we are and guide every decision we make. They reflect our commitment to integrity, excellence, innovation, and putting our clients at the heart of everything we do.





# Highlights of Our Journey

Over the years, we have reached remarkable milestones that reflect our commitment to innovation, excellence, and sustainable growth — achievements that continue to shape our journey toward leadership in the industry.

**28+****Years of Experience****2000+****Project Completed****500+****Partners Success****4+****Offices & Branches****25+****Consultants**









# DMC CAPABILITIES

At DMC Arabia, we deliver a comprehensive suite of consulting and advisory services designed to empower organizations across sectors. Our approach combines global expertise with local market insight, ensuring innovative, practical, and results-driven solutions that address our clients' most pressing challenges and strategic priorities.



# GOVERNANCE

- Governance Maturity Assessment
- Capital Market Readiness Assessment
- Governance Compliance for Listed Companies
- Corporate Governance Manual Development
- Board & Committee Charters & Policies
- Family Constitution & Governance Policies
- Authority Matrix Design
- Enterprise Risk Assessment
- Compliance & Internal Control Policies
- Strategy Office Management (SMO) Establishment
- Project Management Office (PMO) Establishment
- Vision Realization Office Establishment
- Process Management Office Establishment
- Data Management Office Establishment





# BUSINESS & STRATEGY

- Strategy & Execution Maturity Assessment
- Strategy Formulation & Revamp (BSC, OKRs)
- Operating Model Design for Strategy Activation
- Vision, Mission & Values Development
- Business Model Development
- Strategic Objectives Mapping & KPI Alignment
- Operational Planning
- Balanced Scorecard Design & Monitoring
- Strategy Management Manual & Reporting Framework
- Strategic Initiative Roadmap & Prioritization
- Value Chain Analysis & Optimization
- Feasibility Studies for New or Expansion Projects
- Impact Measurement Reports
- KPI Development & Organizational Alignment

# SPENDING EFFICIENCY

- Spending Analysis to Identify Optimization Opportunities
- Efficiency Initiatives & Value-Based Spending Prioritization
- Workforce Cost Analysis & Optimization Strategies
- Procurement Review to Improve Supply Efficiency & Reduce Costs
- Spending KPIs & Reporting Aligned with Regulatory Requirements



# HUMAN CAPITAL

- Human Capital Maturity Assessment
- Human Capital Strategy Development
- Human capital operating model development
- Organizational & Functional Structure Design
- Competency Matrix Development
- Job Descriptions Development
- Job Analysis, Evaluation & Grading
- Compensation & Salary Scale Design
- Job Grading Structure
- Compensation & Salary Scale Design
- Benefits & Rewards Framework
- Workforce planning
- Talent Acquisition System Development
- Training Needs Assessment
- Performance Management Development
- Career Path & Succession Planning Guide
- HR Policies & Procedures Development
- HR Internal Regulations
- Employee Handbook & Forms
- Code of Conduct Development



# FINANCIAL CONSULTING

- Financial Performance Assessment
- Financial Structures & Policies
- Budgeting
- Financial Modeling and Cost Analysis

- Cash Flow Management
- Feasibility Studies
- Financial Restructuring
- Governance and Compliance
- Financial KPIs
- Risk Mitigation
- Strategic Reporting
- Financial Team Training







# IT CONSULTING

- Digital Infrastructure Maturity Assessment (COBIT, ITIL)
- Digital Transformation Planning Aligned with Strategic Goals
- Information Systems Development to Meet Business Needs

- Digital Transformation Roadmap Design
- IT Policies & Procedures Development
- ITSM Implementation (ISO/IEC 20000)
- Information Security Frameworks (ISO/IEC 27001)

- Cybersecurity & Regulatory Compliance Strategies
- Business Continuity & Disaster Recovery Planning (BCP & DRP)
- Technical Feasibility Studies for New Projects

- IT Project Management (PMI, Agile)
- Technology KPIs Design & Monitoring
- Tech Team Capacity Building & Awareness Programs





# CAPACITY BUILDING

- Training Needs Assessment & Skills Gap Analysis
- Leadership & Executive Development
- Organizational Competency Development
- Governance & Compliance Training
- Performance Management & KPI Alignment Workshops
- Internal Control & Risk Management Training
- Change Management & Transformation Programs
- Soft Skills & Communication Excellence
- Technical & Functional Skills Development
- Continuous Learning & Post-Training Evaluation



# INSTITUTIONAL EXCELLENCE CONSULTING



EFQM Excellence Model



King Abdulaziz Quality Award Preparation



ISO Certifications (Quality, Information Security, Business Continuity, Service Management, etc.)







# WHY DMC?



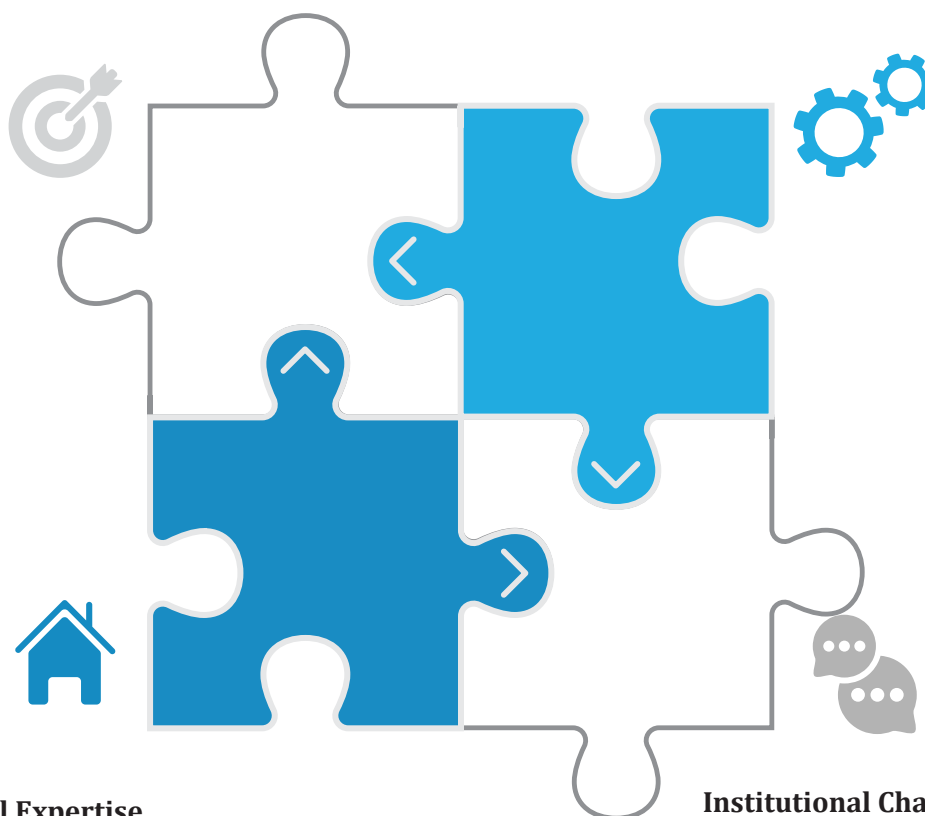
At DMC Arabia we deliver flexible, tailored solutions and act as true partners in your journey toward excellence.

## Client & Market Proximity

Staying close to clients to deliver impactful solutions.

## Operational Agility

Adapting quickly to evolving business needs.



## Local & Global Expertise

Blending local insights with global best practices.

## Institutional Challenges Expertise

Clear, strategic approach to complex challenges.

*Empowering growth, enabling success*



# Industries We Serve



**Manufacturing &  
Industrial**



**Construction &  
Real Estate**



**Professional &  
Business Services**



**Education & Learning**



**Healthcare &  
Life Sciences**



**Finance & Banking**



**Energy & Utilities**



**Transportation &  
Logistics**



**Information &  
Communication Technology  
(ICT)**



**Government &  
Public Sector**



**Non-Profit & Social  
Enterprises**



**Trade, Retail &  
Wholesale**





# Meet Our Team



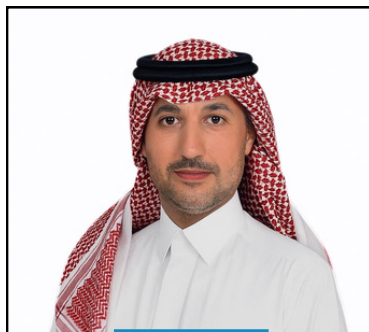
**Anas Hassan Dahlan**  
General Manager



**ENG. Nael Saleh**  
Expert Partner



**Marwan Alsharif**  
Consulting Manager - Riyadh Branch



**MR. Zahid Alghamdi**  
Management Consultant



**ENG. Abdulrahman Qadourah**  
Senior Management Consultant



**ENG. Rowaim Dahlan**  
Associate Consultant



**MR. Shakeel Ansvari**  
Management Consultant



**Majed Alsuwayed**  
HR & Finance Supervisor



**Eng. Malek AlAyed**  
Management Consultant





# Meet Our Team



**Hithem Magpol**

Analyst



**ENG. Shajart Aldorr  
Mistarihi**

Management Consultant



**Ehsan Shanti**

Financial Advisor



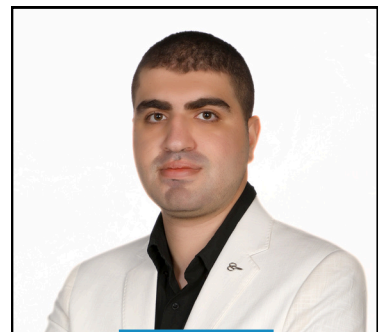
**Shaker Musallam**

Projects Coordinator



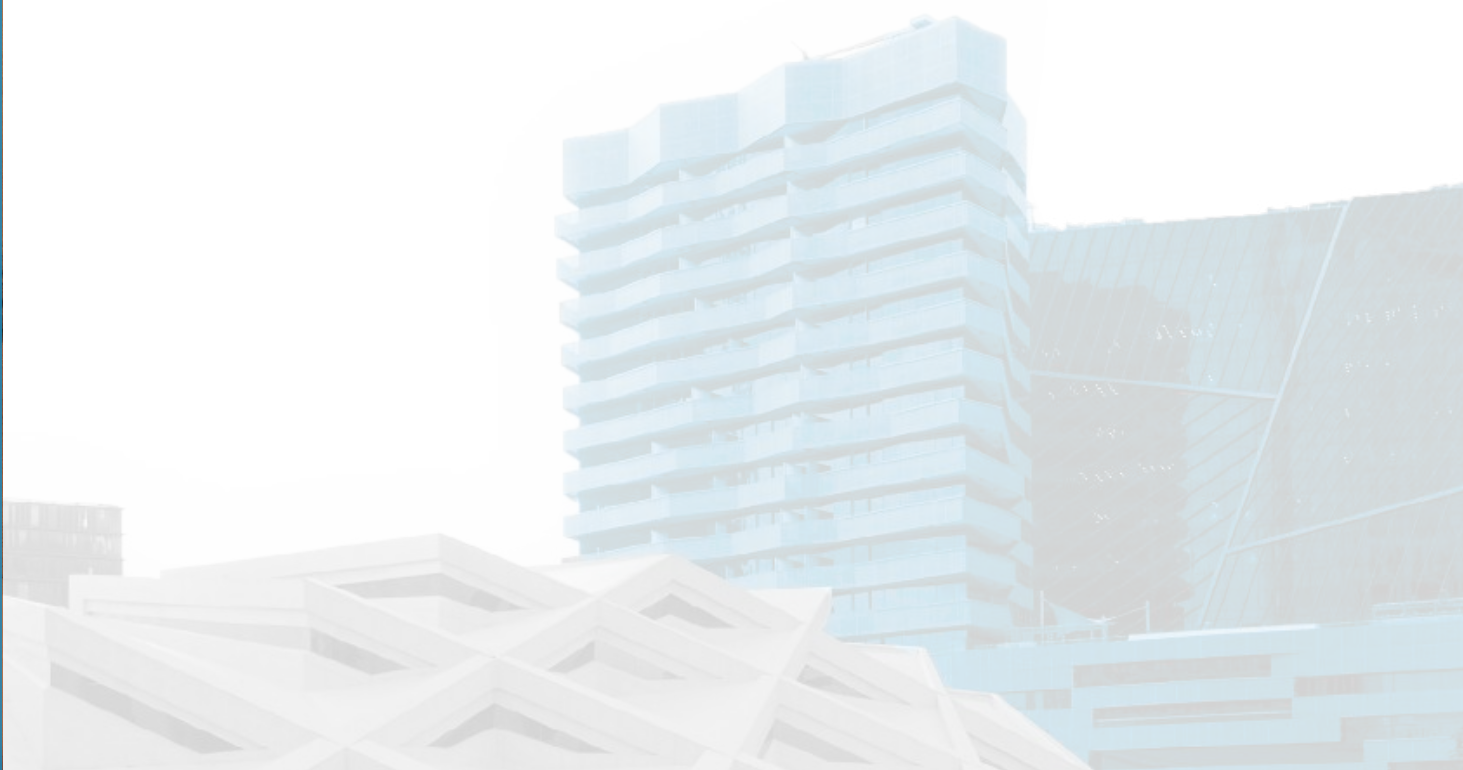
**Amani Smadi**

Technical Support & Marketing



**Hamza Saleh**

Associate Consultant





## Our Clients Public Sector

For 18 years, DMC Arabia has built strategic partnerships across diverse sectors, delivering innovative solutions and sustainable success strategies.





## Government & Regulatory Authorities



وزارة الصناعة  
والمعادن  
Ministry of Industry and Mineral Resources



وزارة السياحة  
Ministry of Tourism



هيئة السوق المالية  
Capital Market Authority



الهيئة العامة للزكاة والدخل  
General Authority of Zakat & Tax



## Municipalities & Local Administration



أمانة العاصمة المقدسة  
HOLY MAKKAH MUNICIPALITY



أمانة منطقة الرياض  
RIYADH REGION MUNICIPALITY



أمانة الطائف  
TAIF MUNICIPALITY



أمانة جدة  
Jeddah Municipality



غرفة نجران  
NAJRAN CHAMBER



غرفة جدة  
JEDDAH CHAMBER



## Infrastructure & Public Utilities



شركة المياه الوطنية  
National Water Company



الشركة السعودية للكهرباء  
Saudi Electricity Company



موانئ  
MAWANI  
الهيئة العامة للموانئ  
SAUDI PORTS AUTHORITY



## Education, Health & Social Services



جامعة أم القرى  
UMM AL-QURA UNIVERSITY



مجلس الضمان الصحي  
Council of Health Insurance



مؤسسة مكة المكرمة الخيرية  
MAKKAH AL-MUKARRAMA CHARITY TRUST ASSE



## Development, Industry



المؤسسة الأهلية  
لمطوحي حجاج  
الدول العربية



شركة جدة  
Jeddah Company



اسمنت العربية  
Arabian Cement







## Banking &amp; Financial Services

بنك الجزيرة  
BANK ALJAZIRA

SNB  
البنك الأهلي السعودي

بنك التنمية الاجتماعية  
SOCIAL DEVELOPMENT BANK

سدكو  
SEDCO HOLDING



## Healthcare &amp; Medical Services

فقيه  
مستشفى د. سليمان فقيه  
Dr. Soliman Fakeeh Hospital

النهدي  
nahdi

TAMER

eyewa

Tamer  
Mölnlycke  
Care



الكامل  
Alkamal



## Real Estate &amp; Development

RSG  
مجموعة الراجحي السعودية  
ALRAJHI SAUDI GROUP

إعمار  
العمرية

إسناد  
ESNAD Real Estate  
العمرية

باسم  
BASAMH GROUP

SARED  
شركة الخطوط السعودية للتجارة وتطوير العقار  
SAUDI AIRLINES REAL ESTATE DEVELOPMENT CO.

IKK  
مجموعة عصام خيرى قبالى  
Isam Khairi Kabbani Group

سقيفة الصفا  
SAQIFAT AL SAFA  
Property Development & Management

Bin Yamani  
Investment Holding Group  
مجموعة بن يمان للاستثمار العقارية

طيبة القابضة  
tiptah holding

FILEMBAN

أحمد محمد السيف وأولاده  
AHMAD MOHAMMAD ALSAIF & SONS  
FOR TRADE AND INVESTMENT  
للتجارة والاستثمار

الربيع  
Casablanca  
HOTELS AND RESORTS



## Education, Training &amp; Technology

علم  
Elm

everteam

Lamar State College  
Orange

DIGITAL FLOW  
Information Technologies

شركة الاستقدام الدولية  
International Recruitment Company

SAMI  
ADVANCED  
ELECTRONICS  
شركة الإلكترونيات المتقدمة



## Food & Beverages



## Transportation & Logistics



## Industry & Energy



## Environment







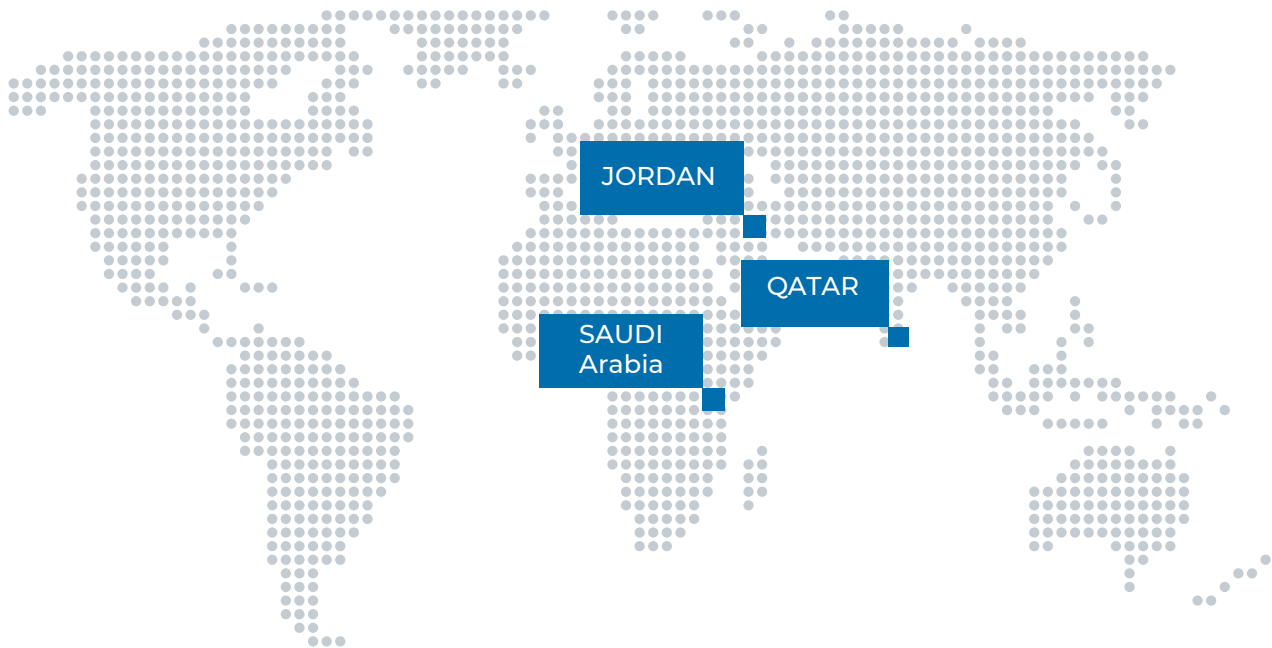
# Partnership & Association

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# Global Reach... Local Expertise



## Saudi Arabia

We have two key branches in **Jeddah and Riyadh**, serving as central hubs for our operations across the Kingdom.



## Jordan

Our branch in Jordan enables us to deliver tailored solutions and stay closely connected to clients in the Levant region.



## Qatar

With our presence in Qatar, we extend our services to one of the region's most dynamic markets.



# Beyond Business, Towards Impact



**Don't miss out on the opportunity to partner with DMC Arabia—where innovation meets excellence, and success stories are created every day.**





**DMC Arabia**  
Business Consultancy

## Jeddah, Saudi Arabia

Prince Mohammed bin Abdulaziz Street, Nujoon Center  
+966555448649 - 0126611543

## Riyadh, Saudi Arabia

Al-Malaz District, Al-Arbaeen Street, opposite the National Hospital  
+966580826623 - 0112045631

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