



INFOTECH

Excellence Delivered

Consulting Presentation

Version 1.0



World-class Premier Business and Technology Services Company

Taking innovation to a new level with years of IT experience along with forward thinking, SEAL Infotech is truly committed to help its world-wide customers in business technology consulting, digital transformation, implementation and technical support throughout the life-cycle of your technology investment.

▶ Innovation

It is vital for any progressive organization to succeed, that they to partner with a trusted innovative technology provider.

▶ Transformation

Equipped with resources that have the latest technical expertise to help your business transform and grow.

▶ Automation

Improving efficiency and minimizing human intervention in processes by leveraging the latest innovative solutions.

COMPANY OVERVIEW

- **A UAE based corporation established in 2002**
- **Regional HQ in Dubai with offices in India, Singapore, Hong Kong, Casablanca and London**
- **A Global, Award winning, full SAP Solution and Services Partner**
 - Strategy Consulting - SAP strategy and program development, Enterprise systems strategy and portfolio management, Supply Chain Planning, eProcurement, Business Intelligence and Portals
 - SAP Implementation - Services Solution design, application development, application management, hosting and outsourcing
 - Specialists in SAP solutions - SAP ERP, S/4HANA, CRM, SCM, SRM, Ariba, SEM, BW, NetWeaver (PI/XI, Portals, MDM, AS ABAP, AS JAVA), xMII, xLPO, Retail All in One, Simple Finance, Manufacturing All in One.
- **Extensive industry experience across 16 verticals**
- **100% successful SAP implementation track record**
- **SAP Solution Centers in North America, Dubai & India**
- **Employees – 200+ globally**



VISION, MISSION & VALUES

VISION

To become a global leader in delivering excellence through innovative technologies and the latest digital solutions.

MISSION

To be the most trusted one-stop technology and management consultancy provider, constantly and effectively meeting customers' challenges by bringing forth new ideas, solutions and path-breaking innovations.

VALUES

Passion, Integrity, Innovation and Commitment to our Customers – these are our core values that are deep rooted in our organization's work culture, uniting us across geographies.

Our Ever-Evolving Success Stories

Projects Delivered

○ **400**

Professional Business Consultants

○ **500+**

Global Customers

○ **250+**

Customer Satisfaction

○ **>95%**

Industry Solutions

○ **25+**

Cost and Time Saving

○ **>70%**

AWARDS & RECOGNITIONS





Business Consulting



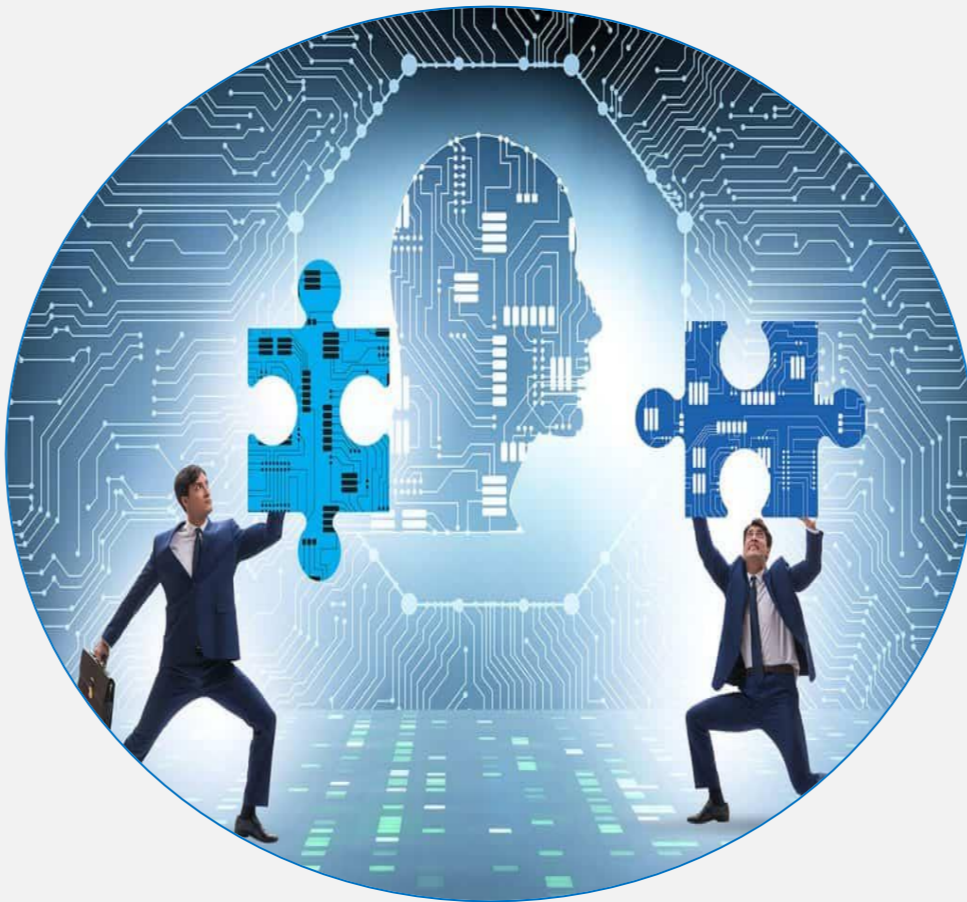
Process Consulting



Technology Consulting



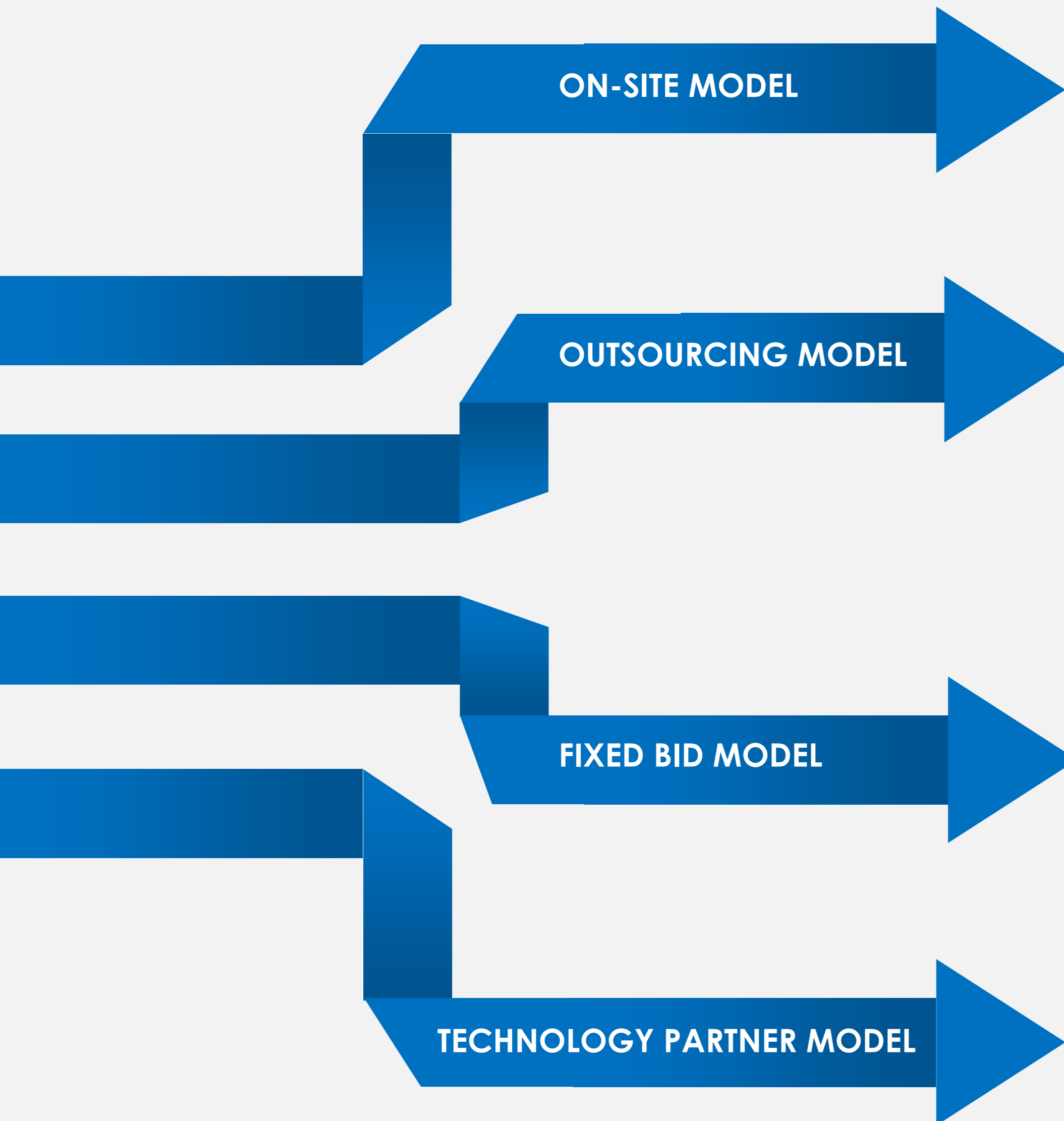
Innovation Consulting



Digital Transformation



Disruptive Technologies



ON-SITE MODEL:

- Scope of the project is huge
- Scope is not clearly defined and evolves over time
- Requirements keep changing during project development
- Cost of the project is not a concern

OUTSOURCING MODEL:

- Major objectives is cost effectiveness and reduction
- When customers looking for technical assistance majorly
- When customers are the major decision-makers

FIXED BID MODEL:

- Time-bound and project-based engagement, deadlines are priority
- Project's specifications remains unchanged for entire duration of the development
- Suits small projects
- Customer can focus on core business and activities by engaging with technical team

TECHNOLOGY PARTNER MODEL:

- Vendors manage and engage a project from the inception (idea) to implementation
- Customers have an idea at very basic level and technology partner would engage and prove its worth and put in into practice

Consulting expertise is very crucial and vital for delivering highest quality advice to your customers.

This framework is the fundamental method to structure a consulting project.

You can customize this framework for any type of problem your customers might be facing.

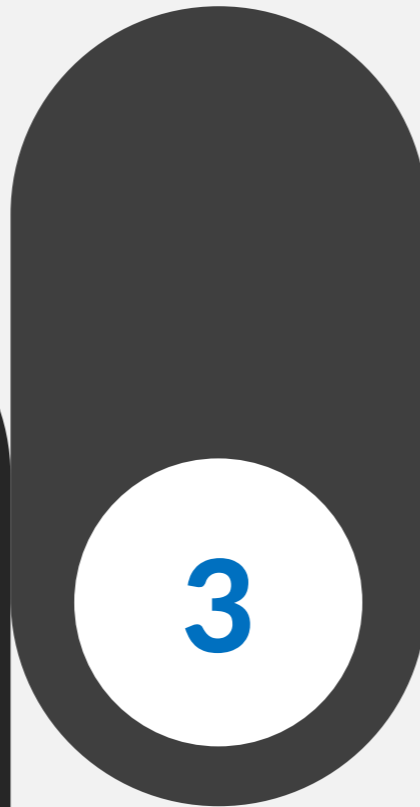
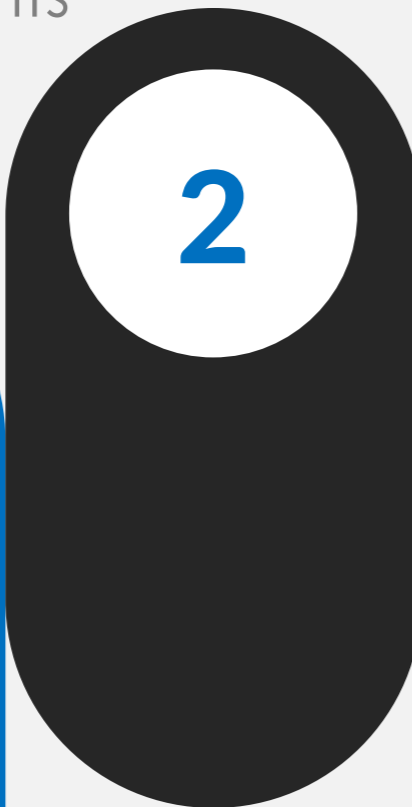
2. PROBLEM STRUCTURE

Listing out key elements of the problem



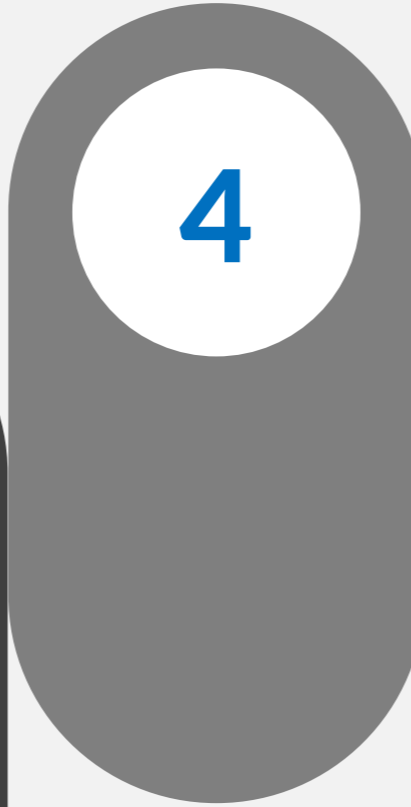
1. PROBLEM DEFINITION

Need to know what impacts the most



3. PRIORITIZE ISSUES

Need to know what are the issues that are important to the problem



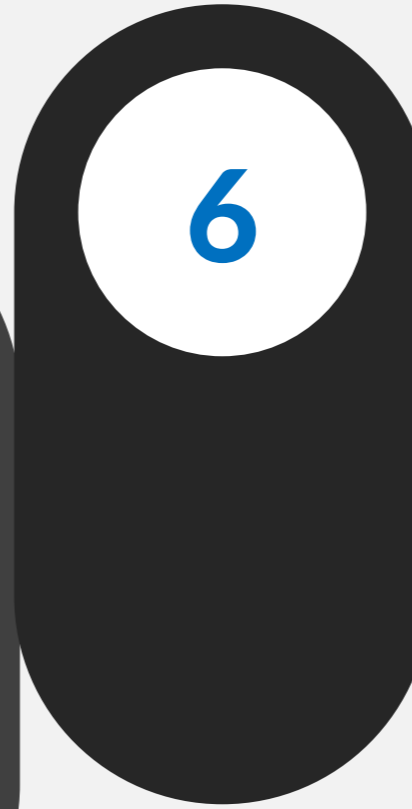
4. ANALYZE ISSUES & PLAN

Need to know where and how the team spends its time



5. CONDUCT ANALYSIS

Need to know what are we trying to prove or disprove



6. SYNTHESIZE FINDINGS

Need to know what implications our findings have



7. DEVELOP RECOMMENDATION

Need to come out with potential solution to embed and sustain the solution

This framework is a simple and effective way of solving a business problem.

It is an iterative framework and enables you to keep your clients informed about your thought process at every stage of solving a problem.

Client engagement has to be maintained consistently throughout the project development.



DISCOVER

DESIGN

DEVELOP

DEPLOY

DETERMINE

Deliverables include:

- ✓ Contract formalities
- ✓ GAP Analysis
- ✓ Project Planning with stakeholders
- ✓ Project Kick-off after signing formalities
- ✓ Awareness Trainings to the team involved

Deliverables include:

- ✓ Training to the Technical Team involved
- ✓ Through discussions on various processes
- ✓ Process Definitions
- ✓ Policy Definitions
- ✓ Identification of Tools to be used

Deliverables include:

- ✓ Integration of various processes
- ✓ Review by the Management
- ✓ Revisions and any Improvements needed
- ✓ Getting approvals from the Management system
- ✓ Configuration of Tools needed

Deliverables include:

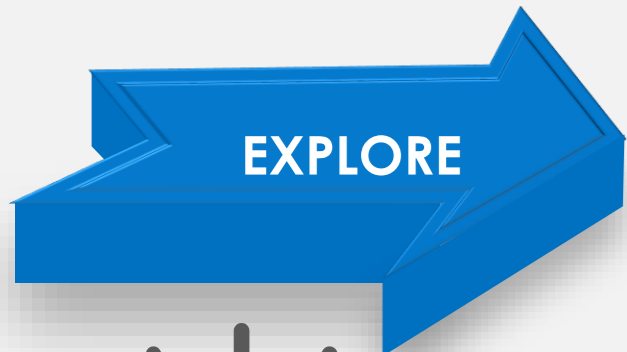
- ✓ Implementation Trainings
- ✓ Setup for Roll-outs
- ✓ Implementation facilitation
- ✓ Monitoring
- ✓ Implementation Reviews

Deliverables include:

- ✓ Assessment Team training if needed
- ✓ Audit
- ✓ Corrective Actions if any
- ✓ Improvements if needed based on the Audit done

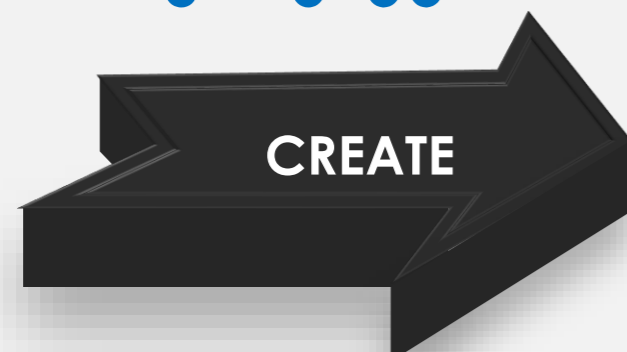
EXPLORE

- Explore disruptions
- Research novel customer needs and values
- Ideate customer & technology-centric business model



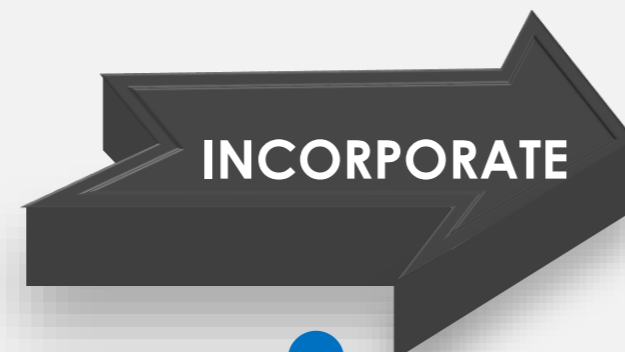
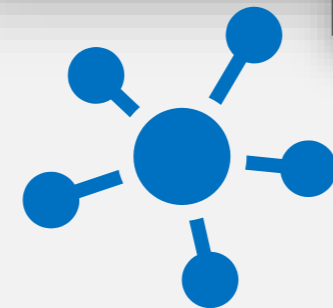
CREATE

- Create business model
- Create operating model based on value creation and capabilities



INCORPORATE

- Incorporate and align leadership
- Incorporate financial and organizational readiness
- Incorporate optimal path to achieve the business goals



DESIGN

- Validate the value to be achieved
- Design and build capabilities
- Delivery models
- Organizational structures
- Customer expectations
- Competitor responses
- Changes required to adapt to new business environment



IREFINEMENT

- Incorporate lessons from prototypes
- Change value expectations
- Business and operating models
- Launch roadmap
- Integrate change management



MEASURE

- Initiate changes
- Support implementation
- Execute organizational changes
- Quantify progress
- Outcomes & Metrics



SUSTAIN

- Track value outcomes
- Propose adaptations based on analytics and insights
- Operational lessons
- Ongoing innovations
- Competition check



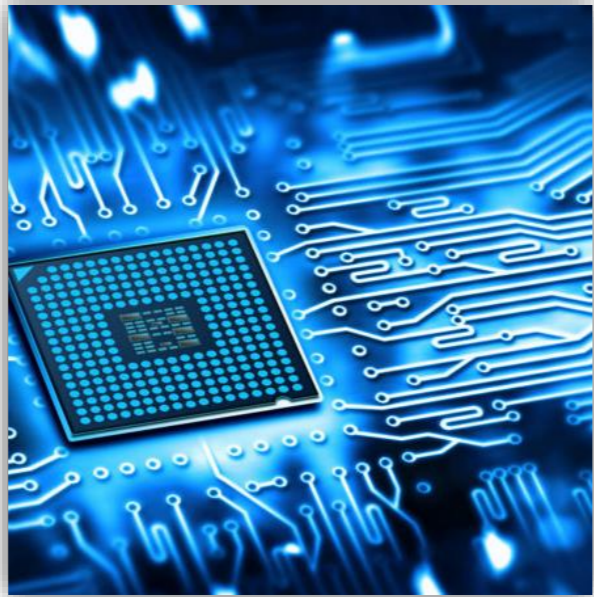
CERTIFIED PARTNER NETWORK



INDUSTRIES EXPERTISE



Food & Beverages



Hi-Tech



Chemicals



Automotive



Energy, Utilities & Mining



Oil & Gas



Consumer Products



Healthcare/ Pharma



Retail



FMCG, Wholesale & Distribution



Banking



Logistics & Transportation



Manufacturing



Government



Travel & Tourism



Information Technology



SOME OF OUR HAPPY CLIENTS



هيئة كهرباء ومياه دبي
Dubai Electricity & Water Authority



INVESTMENT
CORPORATION OF
DUBAI



الهيئة الاتحادية للجمارك
Federal Customs Authority



SOME OF OUR HAPPY CLIENTS



上汽集团



A hotspot for success in the heart of the city

- Strategically located Corporate office and other branches world-wide
- R & D and Solution Centre translates innovations to actions
- Innovative Management Team qualified from top B-Schools and Universities
- A pool of skilled resources with strong expertise and domain competencies across various jobs ranging from Recruiters, Management & IT Consultants, Experts, etc.
- Integrated Facilities – Digital and physical library, COE practice, world-class integrated training center, Sales Zone, Conference Room, Developer Zone, etc.
- High-speed Wireless Connectivity, Calm and Secured Environs, Hi-tech Meeting room, Café & Lounge, 24 hours manned and Keycard Access, Copy/ Print Services, Event space, Coffee/ Tea area, etc
- Direct connection to Client Environment and engagement through virtualization





At SEAL Infotech, we value our quest to provide outstanding services every single time we collaborate with customers globally. And it is our customers' trust in us that helps us build long-term associations with all of them.

In the ever-changing business and technological landscape, SEAL Infotech successfully supports its customers by offering a wide range of services and solutions like ERP Consulting and Implementations, Advanced Technical Support and Outsourcing, to name a few.

SEAL Infotech has always been a progressive organization with a pulse on the global technological market. In 2021, we are venturing into a new strategic business unit, Digital Marketing and Digital Media Solutions, an ever-growing industry, to serve our existing and new customers globally. It is our endeavor to become a one-stop technology and digital services provider with cutting-edge solutions for all our customers.

Mohammed Mushtaquddin Khan
CEO & Managing Director



Mohammed Mushtaquddin Khan

Chief Executive Officer / Managing Director

An accomplished leader and global management professional with over 30 years of international experience of driving technology led business transformation programs across multiple industry sectors. In end-to-end planning, design and implementation of very large scale (>\$US100 million) SAP programs and also driving technology led business transformation programs across multiple industry verticals including Retail, FMCG, Automotive, Manufacturing and Technology. Rich experience in business development through strategic partnerships, inspire multi-disciplinary technical teams and consistently delivering exceptional value to clients.



Mohammed Abulbarkaath Khan

Head of Projects

Senior Enterprise Solution Consultant and Certified Project Management Professional with over 10 years of leading projects of various technologies. Successfully managed many large multimillion-dollar business transformation projects throughout the region and achieved the highest customer satisfaction. Certified SAP Consultant in multiple modules including SuccessFactors. Expert in Project Scoping, Strategic Planning, Risk Assessment and Project Deployment.



Koteswara Rao. P

Chief Digital Officer

Tech-savvy and Integrated Marketer offering over 20+ years of experience in Corporate Business, Digital Marketing and Business Development with in-depth knowledge of global markets and trends. Have broad knowledge in coordinating projects and ensuring a high level of customer satisfaction. Obtained two patents related to film industry ecosystem and realty ecosystem. An outgoing individual, self-starter with the proven ability to manage multiple projects and tasks in a fast-paced environment.

WHY CHOOSE US ?



People

Our customers' success is our success. That's where our extraordinary team comes into picture. We have invested in our people who are truly outstanding and experts in their own domains.



Quality

We provide professional and excellent products and services at affordable costs to our clients, which is utmost important for us. We are committed for quality and cutting-edge IT solutions.



Delivery

We always strive to deliver enterprise services and solutions to our customers within a designated time and we keep our commitments unbroken and go extra mile to serve our clients globally.



Support

We are one-stop technology support services provider capable of implementing and delivering an innovative, collaborative and effective solutions with quality assurance systems.



Consulting

We promise to deliver the all-inclusive consulting services to organizations with the aim to give them unique competitive advantage.



Industry Expertise

Continuously delivering profitable business outcomes to almost 16 industry verticals including Automotive, Retail, Healthcare, Manufacturing, Engineering, and so on.



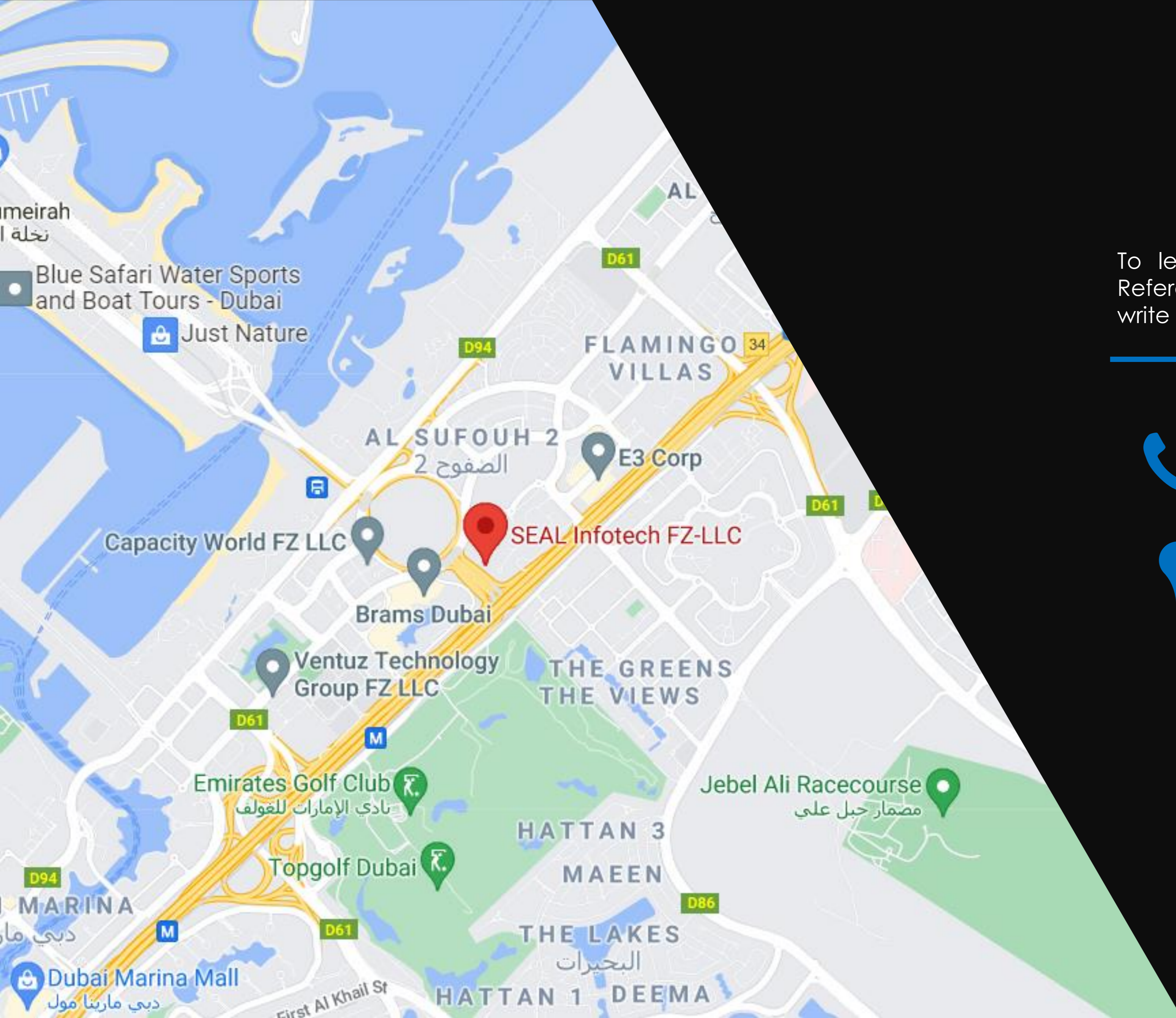
Certified Gold Partner

Certified Gold Partner of SAP & Microsoft offering Consulting, Technology & Support Services to global customers and implementing cost-effective strategies, development, implementation, etc



Process Automation

SEAL maximizes the profitability of your business operations by minimizing the operational costs using Innovation & Automation Anywhere.



To learn more about our Service Offerings, Customer References, Capabilities and Industry Experience, please write us an email or call us at our office

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