

BUSINESS INTEGRATOR

C O R P O R A T E P R E S E N T A T I O N

Integrating
Businesses & Technologies





Business Integrator & Digital Transformation Advisor

BIC as a technology & business partner to our customers, we help organizations to grow their potential by proving digital transformation consultancy and commitment to our customers' success throughout the implementation journey, catering the latest technologies and turnkey innovative solutions.



Vision

To be a global business enabler that inspire business decision makers to implement successful strategies using our digitalization advisory services and innovative solutions



Mission

- Dedicated to deliver high quality services & end-to-end business solutions on time & every time
- Committed to provide excellent value to our customers' business to sustain profit & business growth.
- Dedicated to deliver impartial & innovative advisory services for the best interest of our customers.
- Delivering value added services through our experts that relieve our customers headache to focus on business strategies



Goal

We streamline business process, unify diversified efforts and align workforce to harmonize competencies to orchestrate ultimate delivery of business objectives



Our Values

- INTEGRITY
- ACCOUNTABILITY
- AGILITY
- SIMPLICITY
- CREDIBILITY
- INNOVATION
- IMPARTIAL



Overview

Business Integrator Company (BIC) was established in 2018 to fulfil the strategy of shareholders to achieve sustainable profit and growth as systems integrator and turn-key solutions provider, starting in Kuwait as HQ. In addition, to expand through global alliances and branching strategically to have international footprint delivering unique solutions, high demand niche products and consulting services, guaranteeing ultimate outcomes to our customers.

Visit us at: <https://business-integrator.com/>



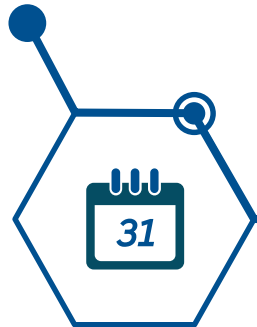
Our Story

BIC Journey



2018 is the start

Business Idea & Ownership



2019
Company
Foundation



2020
Built Corporate Image
&
Business Portfolio

2021
Partnerships and
Business Alliances



2021
Market
Penetration &
Awarding



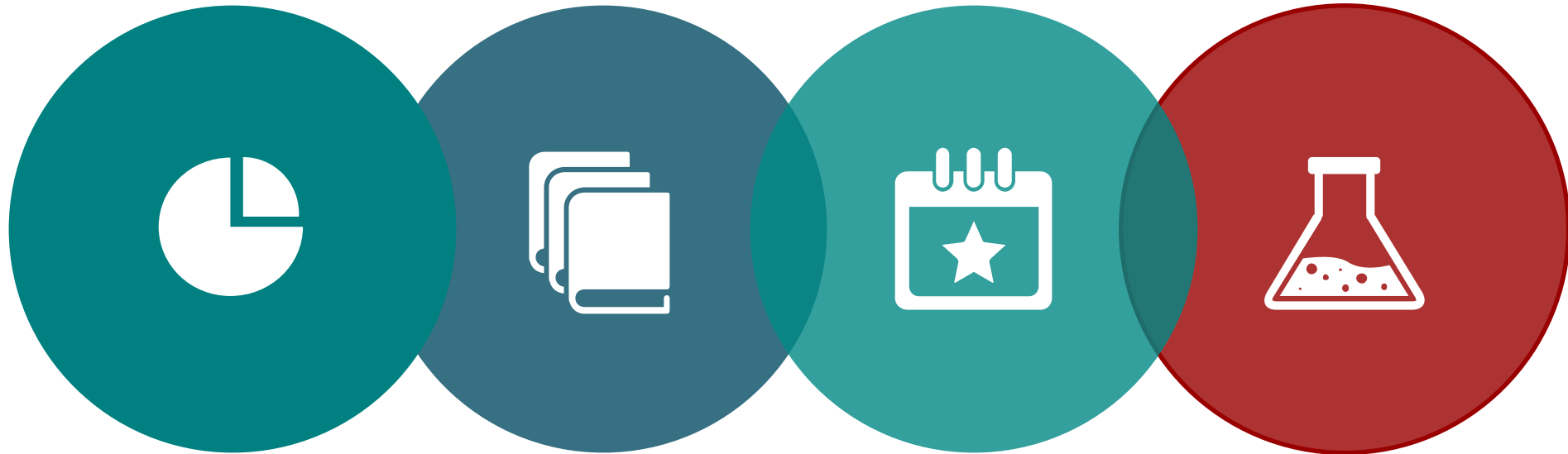
2022
Business Maturity
& Specialization



2023 Target
Revenue Growth
by 35%



Business Plan



Start with
Kuwait as Head
Quarter



Establish
High Demand
Revenue Lines

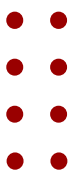


Form Global
Alliances &
Branches

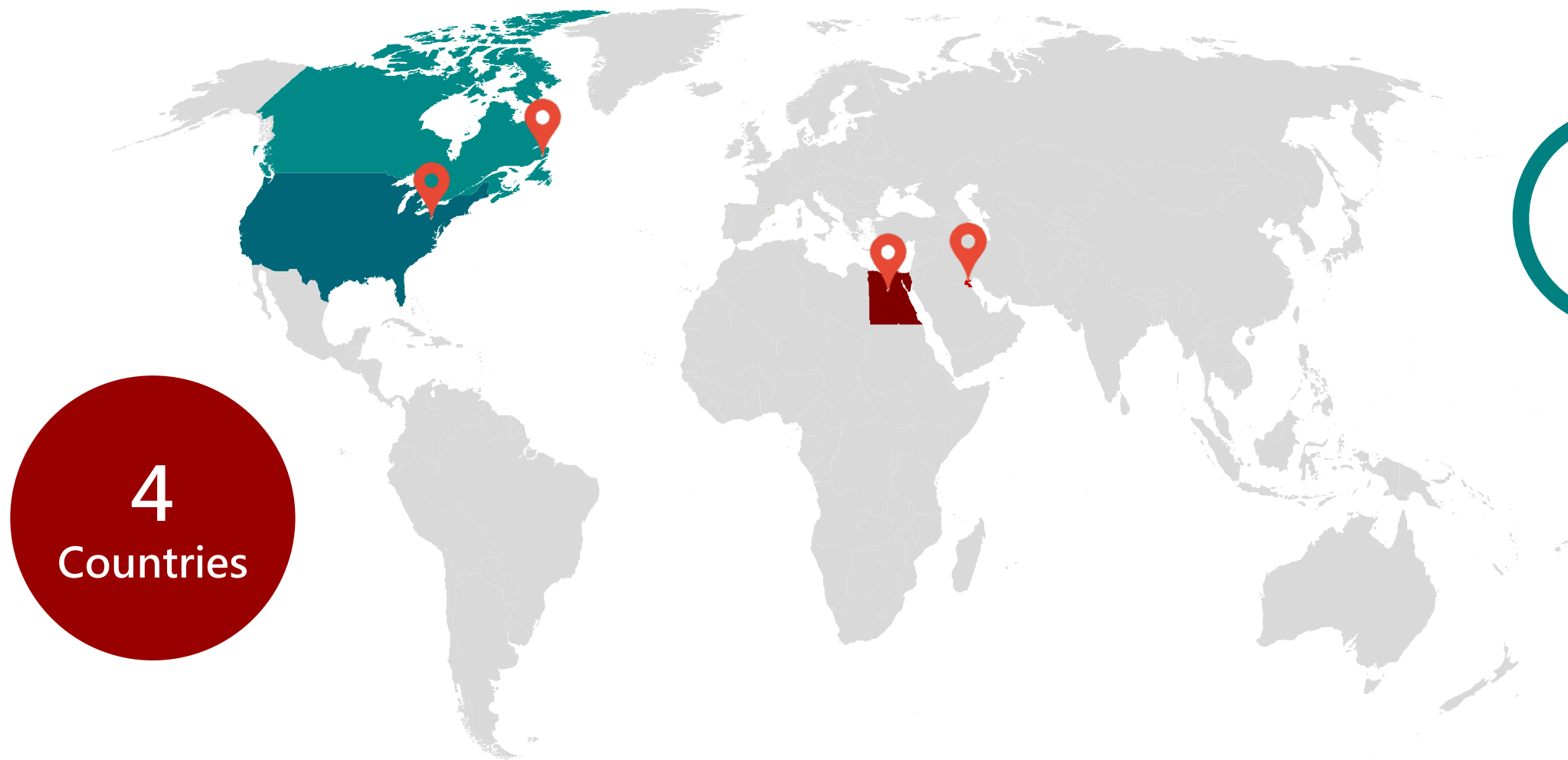


Spin-Off
Subsidiaries





Our Global Presence



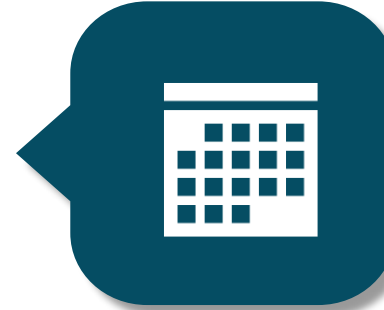
4
Countries

Business Integrator was formed to deliver international standard with HQ in Kuwait and joint venture with a sister company in American and affiliation company in Canada.

Why Business Integrator?

Global Presence

Kuwait – Egypt
USA - Canada



58+ YEARS

Accumulated Team
Experience

25+ TEAM

Experts and Business Analysts
augmenting Customers'
Professional Team

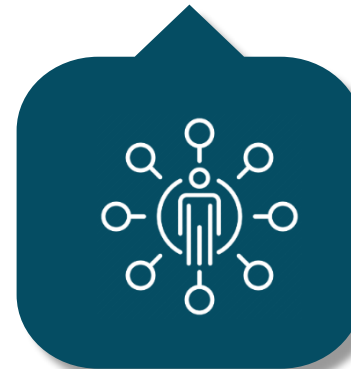


100+ CLIENTS

Diverse Portfolio of Clients

Impartial

We deliver benefit to customers
which is derived by value not by
certain technology



Customer Centricity

Our value engineering
guarantees customer success
with highest ROI and lowest TCO

Core Objectives

BIC has the privilege of being one of the leading Value Added Reseller through its strategic partnerships with global technology leaders in the world to provide the market with latest technology trends



Focus on SME market segment the represent 90% of the companies in Kuwait, GCC and MENA market



Promote BIC company as a one of the leading business Integrators in MENA (B2B & B2C)



Introduce unique and high demand niche products and innovative solutions to the market locally and internationally



Provide impartial consultancy services that is derived from value to our customer not by technology



Provide BIC clients with high-quality business solutions that assure the highest return on investment and reduce their total cost of ownership tremendously



Our Digital Transformation Process

8 Steps Customer Engagement Journey



STEP 01

Define customer goals:
What is the purpose of the process? Why was it created? How will customer knows if it is successful?



STEP 02

Plan and map customer process: What are the strategies needed to achieve the goals? This is the broad roadmap for the process.



STEP 03

Set actions and assign stakeholders: Identify the individual tasks customer' s teams and automation need to do in order to execute the plan.



STEP 04

Test the process: Run the process on a small scale to see how it performs. Observe any gaps and make adjustments.

Our Digital Transformation Process

8 Steps Customer Engagement Journey



STEP 05

Implement the process:
Start running the process in a live environment. Properly communicate and train all stakeholders.



STEP 06

Monitor the results:
Review the process and analyze its patterns. Document the process history.



STEP 07

Improve the process:
Create a framework to plan, do, act and check the process improvement



STEP 08

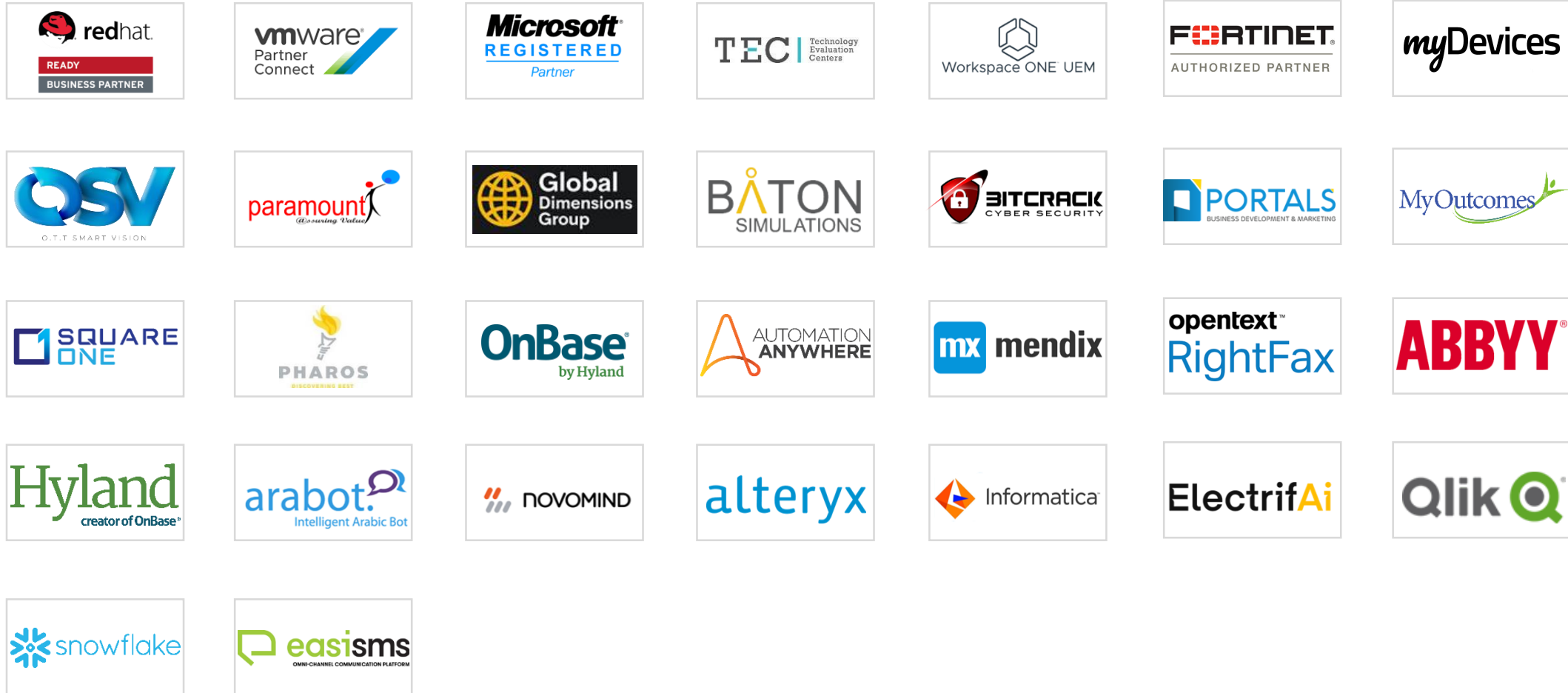
Repeat: Improved processes that were able to achieve the goals are replicated for other and future processes.

Business Integrator

Niche Services & Products



Our Technology Partners



Our Services

BIC was established to integrate businesses and technologies to deliver profitable business transformation through digital advisory services & innovative products



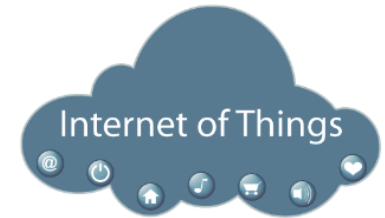
End-to-End Assets Management Services including Physical & Financial Reports as per IFRS Standards & ISO55001



IT Master Plan is a Roadmap Adjusting Current Enterprise Architecture & Plan for Future Tech. Adoptions with the Highest ROI



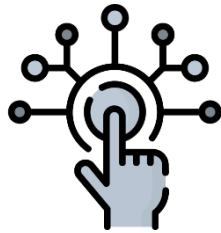
Consultancy & Advisory Services Helping Customers to Implement the Latest Enterprise Governance for Information Tech.



Design & Deploy Untraditional End-to-End IoT/AI Solutions that Effectively Resolves Existing Use Cases

Our Services

BIC was established to integrate businesses and technologies to deliver profitable business transformation through digital advisory services & innovative products



Our Digital Trans. Advisory Services, Helps our Customers to Implement Digital Tech. into all Areas of the Business to Deliver Value to Their Customers.



Info. Technology Consulting Services

- Build RFP & TOR
- Program Mgmt.
- Optimize IT Exp.
- Arch. Design
- Plan for DR & BC
- HR IT Services



Executive Training Services: Today's business mandates executives to be trained for tech. trends to cope with business digital transformation.



Analytics & IoB:

- Data Packet Management
- Social Media R-Time Cost Calcu.
- R-Time Smart Notification
- Telco BSS & OSS

Our Services

BIC was established to integrate businesses and technologies to deliver profitable business transformation through digital advisory services & innovative products



BIC partnered with the top leading company in cybersecurity space that specialized in since 1992 doing nothing but cybersecurity.



BIC partnered with TEC Consulting Services for:

- Impartial SW Selection for 1450 Vendors
- IT Master Plan
- Optimize Cost



Modernization requires redesign of the existing bus. architecture to be as modern as possible to cope with latest trends at lowest investment



Many Other Niche Services:

- Business Process Re-Engineering
- Technical Contracting Services
- ...more.

Our Products

BIC was established to integrate businesses and technologies to deliver profitable business transformation through digital advisory services & innovative products



ERPSim is the only business simulation that run on a live SAP system. ERPSim acts like a flight simulator, but using a real plane in virtual sky



DAS is a unique integrated suite of productivity and collaboration tools that connects in minutes to any web-based system.



ThreatBox is an application-layer deception-oriented security device, designed to alert you of intruders within customer' s network.



The fastest and easiest low-code platform to create, integrate, deploy, manage and change modern applications to run on three OSs

Our Products

BIC was established to integrate businesses and technologies to deliver profitable business transformation through digital advisory services & innovative products



Printing costs in most enterprises is 2-3% of total expenditure. Each emp. average cost is 600\$ yearly for printing. Our PMS reduce it by 50-70%



It is an enterprise content services:

- Content Capturing
- Interact Digitally
- Workflow
- Automation
- Collaboration



Top leading provider for RPA:

- Automate digital workforce
- Creation
- Provide Cognitive Platform
- R-Time Analytics



BIC as ISV we partnered with myDevices to deliver to our customers E2E commercial-ready IoT solutions as fast as possible.

Our Products

BIC was established to integrate businesses and technologies to deliver profitable business transformation through digital advisory services & innovative products



BIC deliver the latest technology trends like virtualization and cloud computing through VMWare products and technologies



UEM is an intelligence-driven digital workspace platform that helps enables customer to deliver/manage any app on any device, anywhere

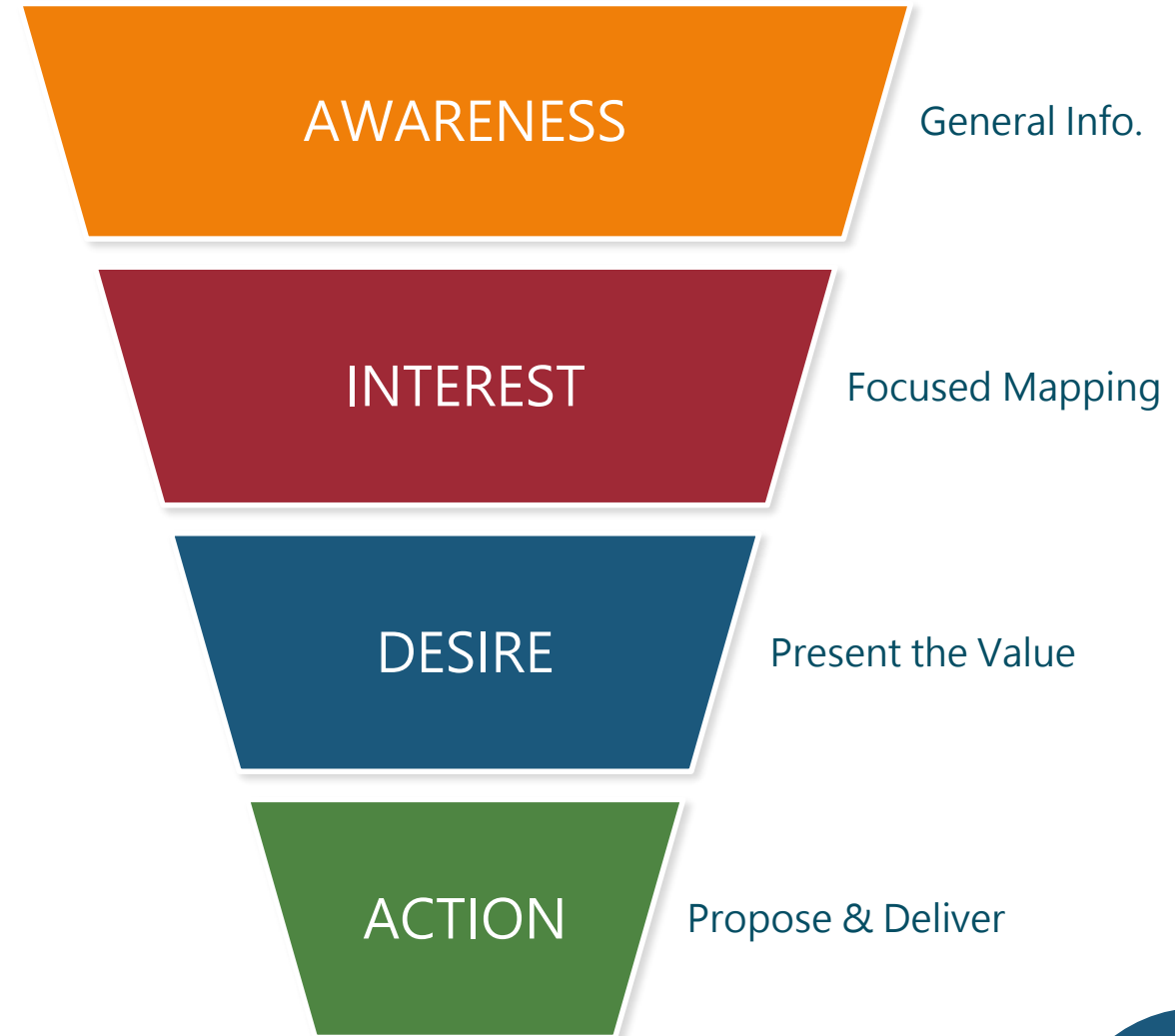
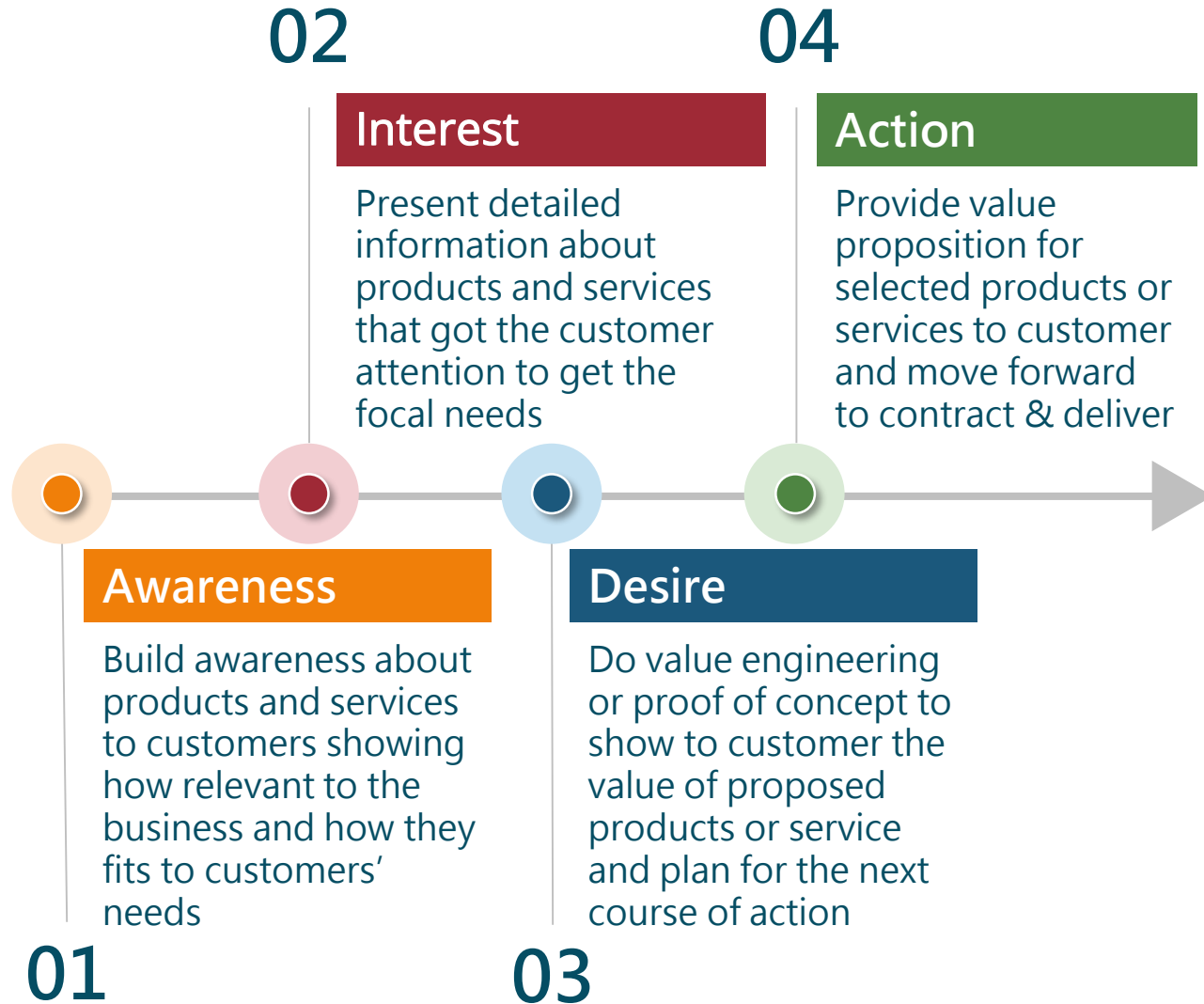


As a Microsoft registered partner, we are deliver infrastructure need with the right tech. provided by Microsoft



BIC is ISV with Red Hat the pioneer of Enterprise platform portfolio over Linux operating system and a provider of world-class open source solutions

Our Engagement Cycle



Digital Transformation



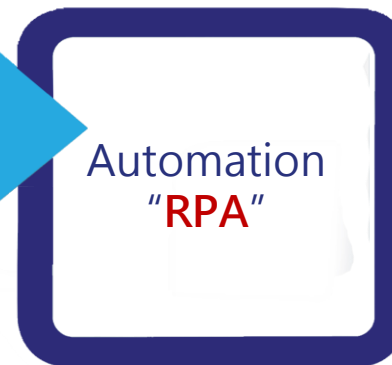
Business Contents Digitalization

Business Process Management
 Intelligent Document Capture
 Collaboration & Digital Workspace
 Case Management
 Digital Signature
 Enterprise Search
 Records & Document Management
 Enterprise File Sync & Share
Enterprise Print Management Solution
 FAX and SMS Document Delivery



Advanced & Predictive Analytics
 Data Discovery & Visualization
 Data Preparation
 Data Warehouse/Data Lake
 Data Quality & Governance
 Data Catalog & Integration
 Data Security, Privacy & Engineering
 Master Data Management
 Machine Learning

Robotics Process Automation
 Digital Workforce & Hyper-automation
 Intelligent Automation
 Intelligent Document Processing
 AI Powered Chat Bots



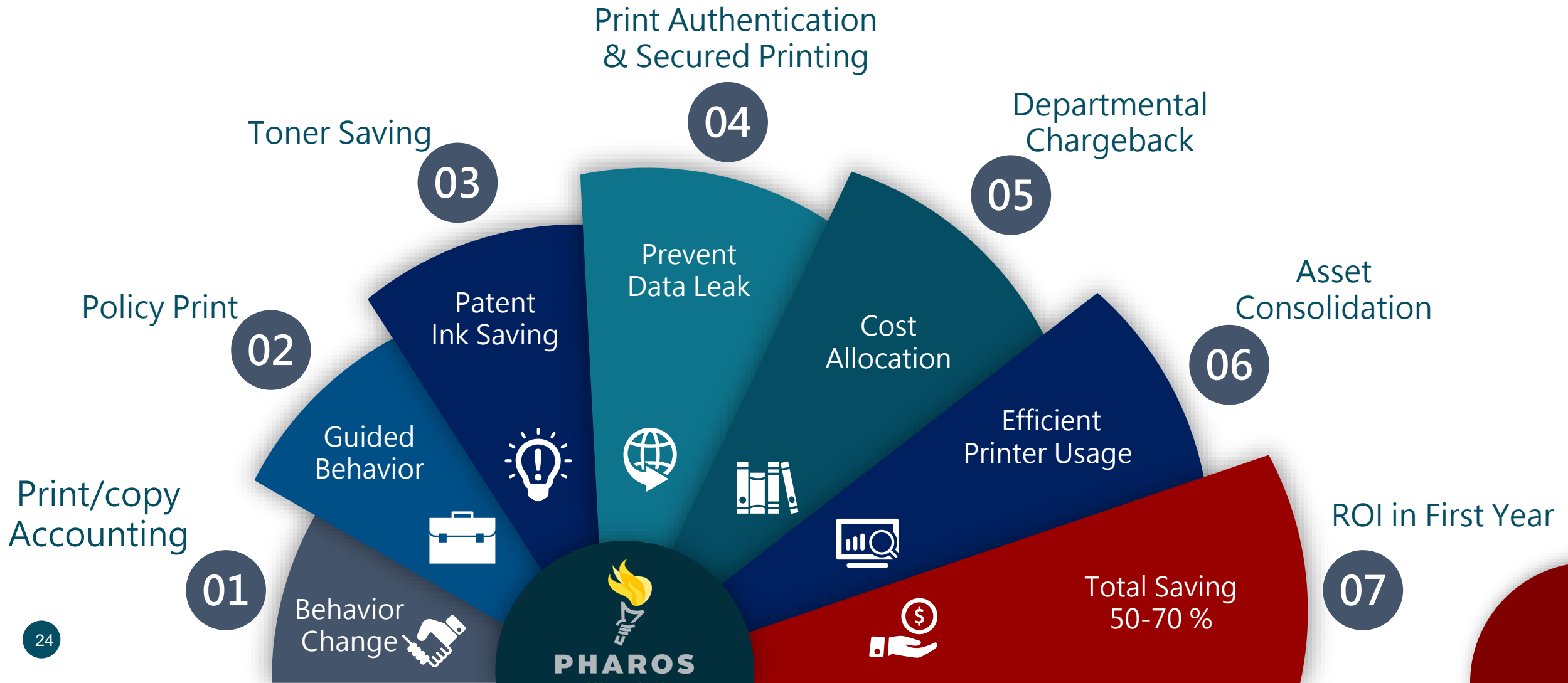
Enterprise Low-Code Application Platforms
 Multi-experience development platforms
 Internet and Intranet Portal
 Custom Application Development
 Enterprise Mobile Apps

Print Management System

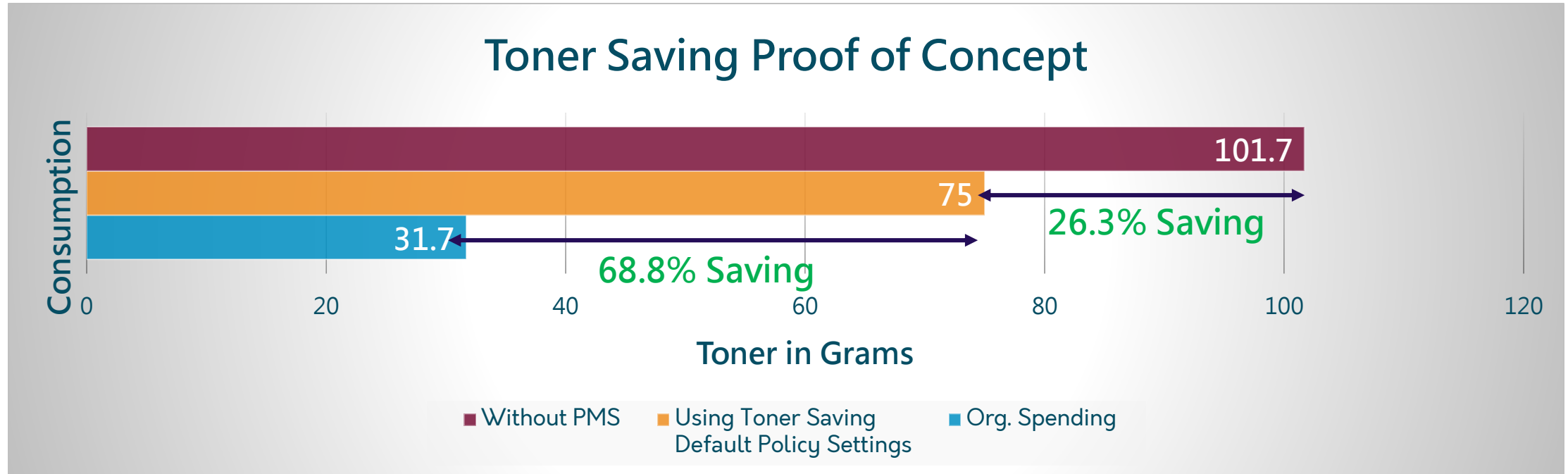
PMS



Print Management System (PMS)



PMS Return on Investment



- Control user behavior can save **10-15%**
- Additional saving **30-40%** can be achieved by optimizing toner / ink usage saving
- Reducing waste can save **10-15%** using secure & release option
- An average office employee can cost up to **600\$ annually** of total printing cost
- Organization can save **50-70%** annually of total printing cost using our PMS

PMS Benefits

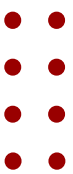
- Reduce organizations print costs by **50%-70%**
- Setup proactive enterprise print policies
- Reduce waste, monitor and audit print
- Improve organizations security of information & documents
- Monitor and manage print assets
- Reduced helpdesk costs
- Decreased consumable and paper waste
- **Pharos is Certified B Corporation since 2015 (Sustainable Printing)**
- Printer fleet profiling
- Increased productivity
- **Support ZERO Trust Environment**
- Integrates with 3rd party accounting systems for automated billing
- Return on Investment typically **within FIRST YEAR**

-  Auditing & Tracking
-  Secured Printing
-  Toner Saving
-  Huge ROI
-  Certified B Corporation

Robotic Process Automation

RPA

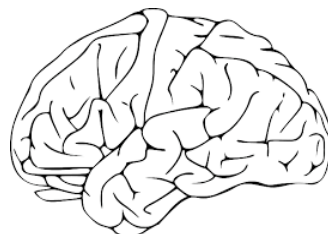




Workforce & "RPA"



Do



Think



Analyze

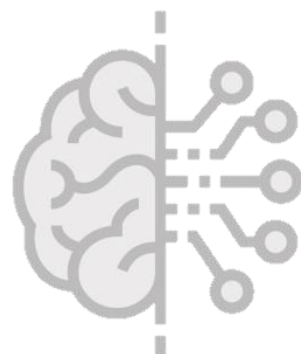


Coffee

The world is changing to a Digital Workforce



RPA



Cognitive



Business Insights

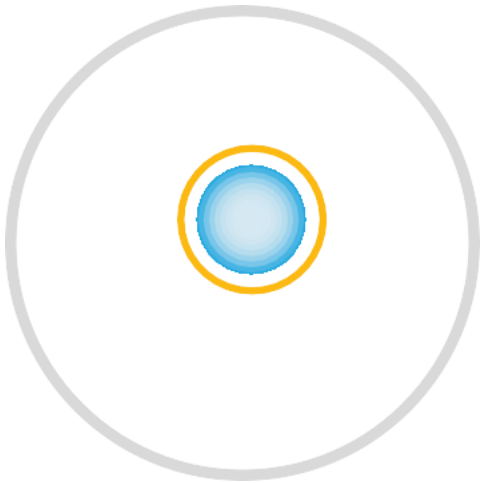


Digital Workforce

What is Digital Workforce? "RPA"



Robotic Process Automation
Behaves like a person



- Rules based Robotics
- Front-End Automation
- Multi-System Integration
- Democratized Automation
- Structured Data
- Enterprise Scale

Cognitive
Thinks like a person

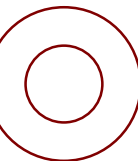


- Algorithm-based decision making
- Self learning ability
- Subject Matter Expert Bots
- Semi-structured data

Analytics
Analyzes like a person



- Provides real time business insights
- Bot Analytics
- Derive business value



Robotic Process Automation "RPA"

RPA is ...



Computer-coded



Programmes that replace humans performing repetitive rules-based tasks



Cross-functional and cross-application macros

RPA isn't ...



Walking, talking auto-bots



Physically existing machines processing paper



Artificial intelligence or voice recognition and reply software

What it can do ...

Opening email and attachments
Logging into web/enterprise applications
Moving files and folders
Copying and pasting
Filling in forms
Reading and writing to databases



Scraping data from the web
Connecting to system API
Making calculations
Extracting structured data from documents
Collecting social media statistics
Following 'if/then' decisions/rules

RPA Facts & Benefits

ANOTHER MONDAY factsheet 5 RPA FACTS

01

THE EXPECTED GLOBAL
MARKET SIZE IN 2023

€7.5 BILLION

02

By 2065

19% of all activities
by all workers worldwide
can be automated



03

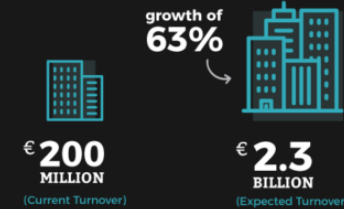
50% of initial RPA
projects ... **FAIL**

04

CAGR
Compound Annual
Growth Rate

2017

By 2021



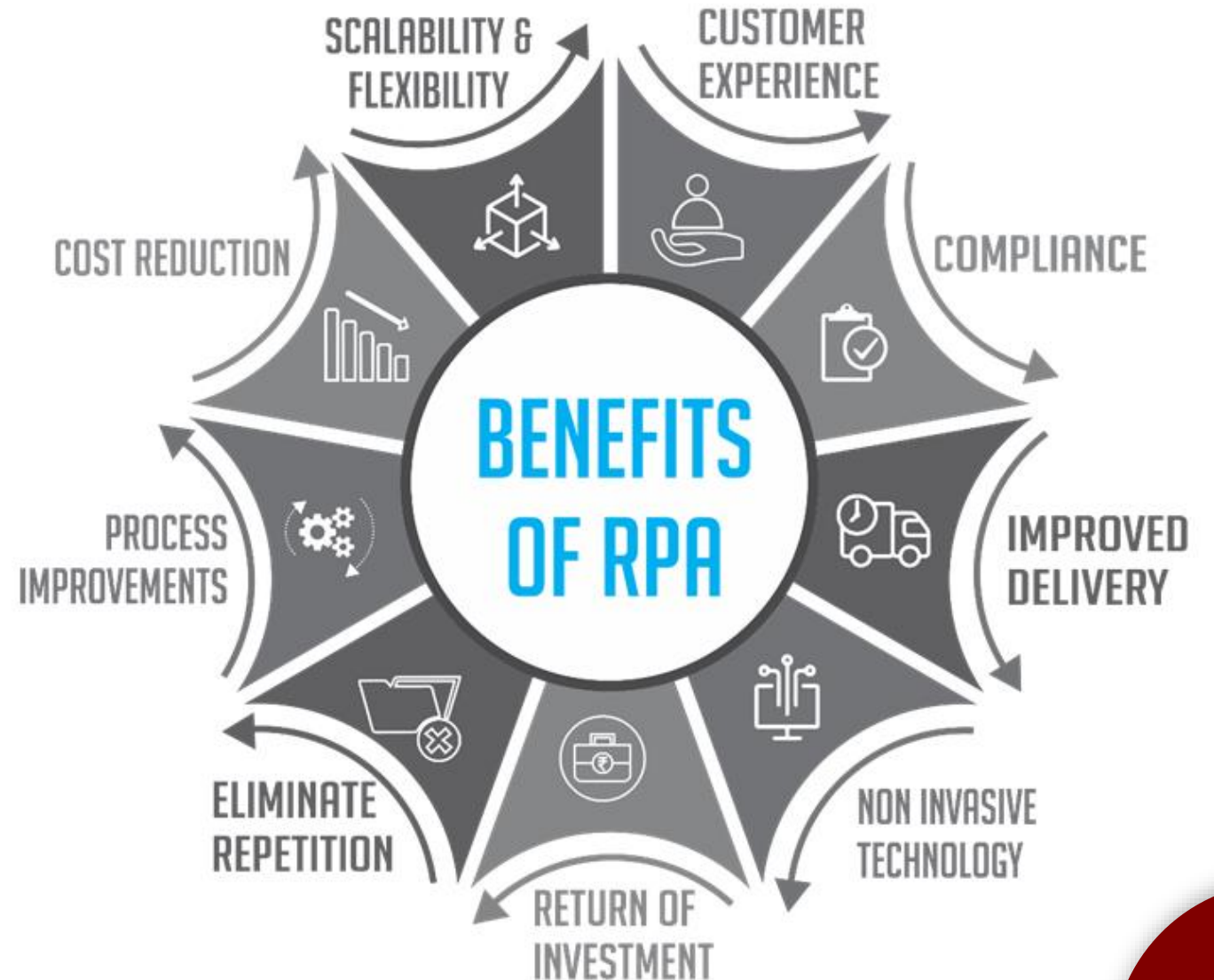
05

Accounting
and Finance



are the top
sectors automated
with:
36%
(Of all RPA implementations)

Sources: 1. PwC Market Research, 2. Forrester,
3. McKinsey Global Institute, 4. SSON Analytics,
5. Ernst & Young



Other Benefits of RPA

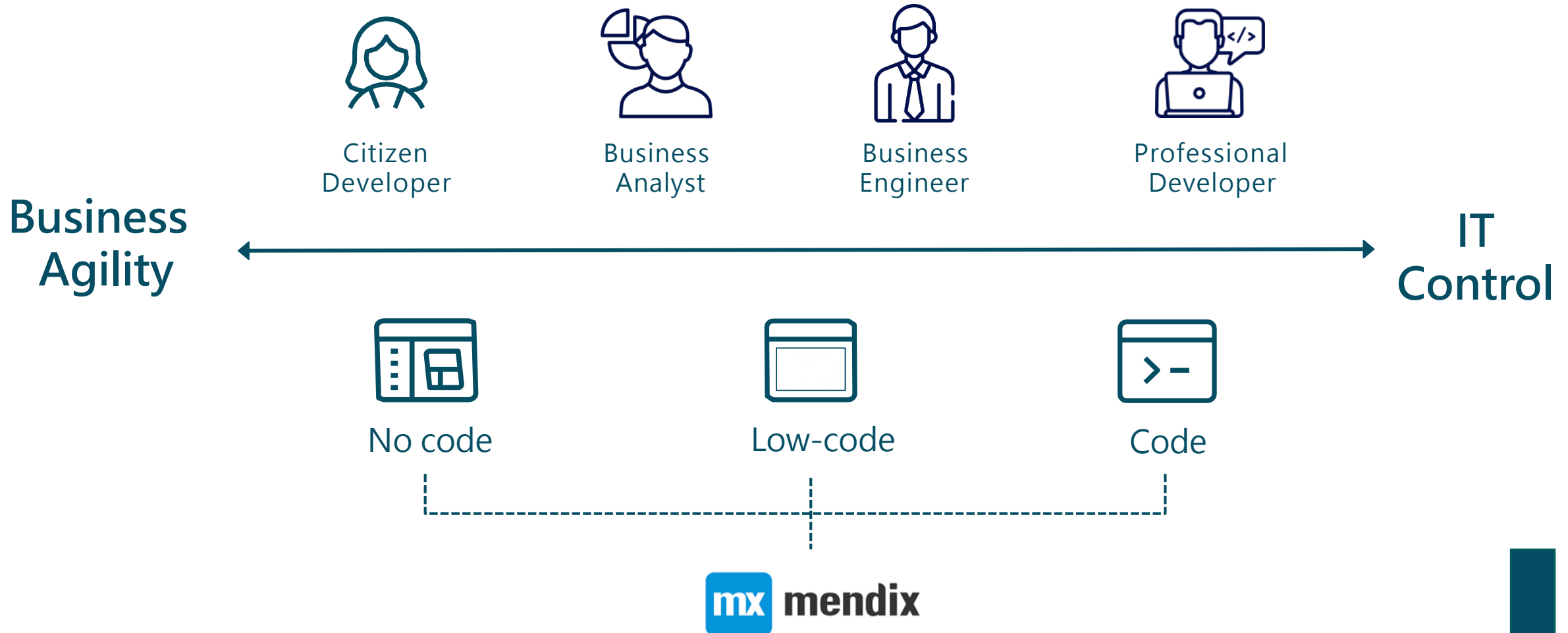


Low / No-Code Platform

Mendix



The Mendix Way



Mendix (Low/No Code Platform)

It is the fastest and easiest way to build, integrate and extend applications



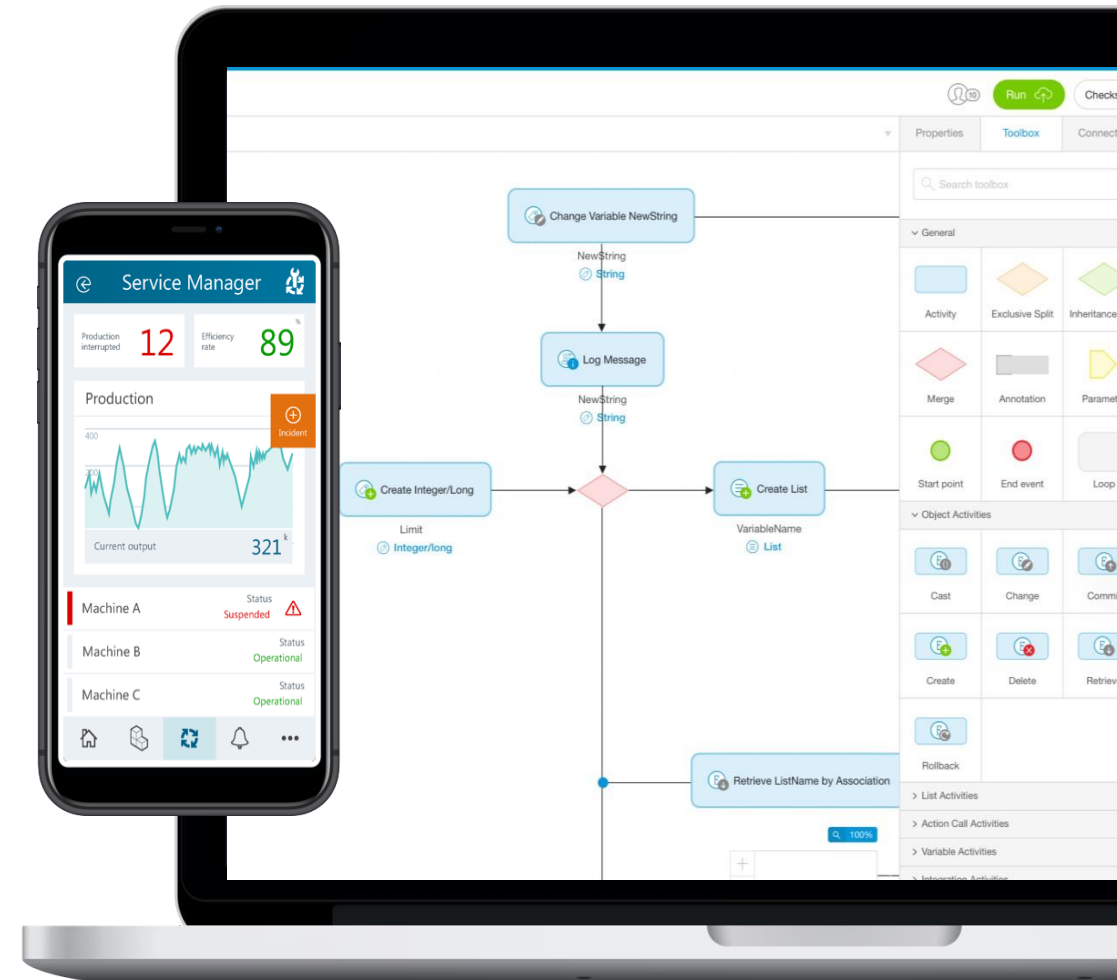
Build apps 10x faster
with 70% fewer resources



Unleash Domain Experts,
while IT stays in control



Unlock and extend your
data and systems



Why Enterprises Choose Mendix?



Leverage your entire workforce for software development



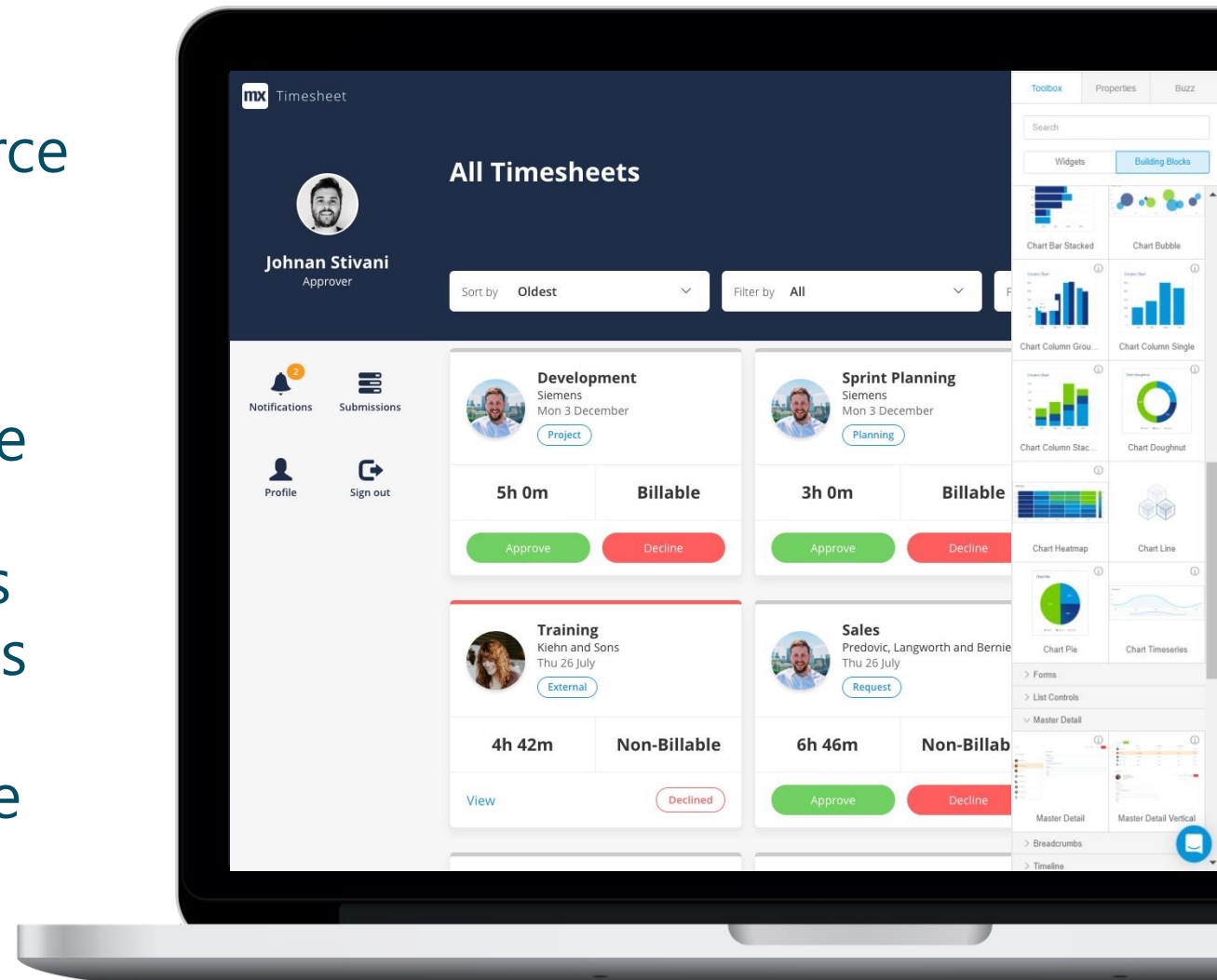
Develop solutions with uncompromising architecture



Create engaging experiences for employees and customers



Proven execution at any scale



Other Unique Products & Services



ERP Simulation

ERPSim acts like a flight simulator, but using a real plane in virtual sky



[Click to Play Video](#)

ERP Simulation Used for

1. Kick off ERP implementations process in a meaningful way to functional heads
2. Test the readiness of any company to adopt ERP and avoid failures
3. Understand how enterprise systems support business strategies and decision-making
4. Improve effectiveness of training and change management programs
5. Allow participants to discover how new business models are enabled by ERP
6. Get buy-in and alignment from IT and business stakeholders (by having them “play together”)
7. Test-drive to SAP customers for S/4HANA and compare vs. ECC6
8. Experience hands-on the value of S/4HANA
9. Used to find where implementation went wrong due to processes’ conflict

ERP Simulation Existing Scenarios



Introduction to real-life

Manage and purchase and sale of bottled water products, using real-time reports to track business performance in an unpredictable, competitive market.

Impactful with executive in retail/distribution across industries

Duration : 1.5 h – 3 h

Distribution



A realistic Manufacturing Scenario

Participants manage the catch-catch cycle of small manufacturing company including planning, procurement, manufacturing, sales, marketing and finance.

Popular with manufacturing companies and for full day trainings.

Duration : 3 h – 1 day

Manufacturing



Showing the Latest S/4HANA for Public Sector

Experience funds & budget management, procurement, spend and monitoring of your program effectiveness in a generic public sector process.

Applicable to all public sector and defense organizations

Duration : 3 h – 1 day

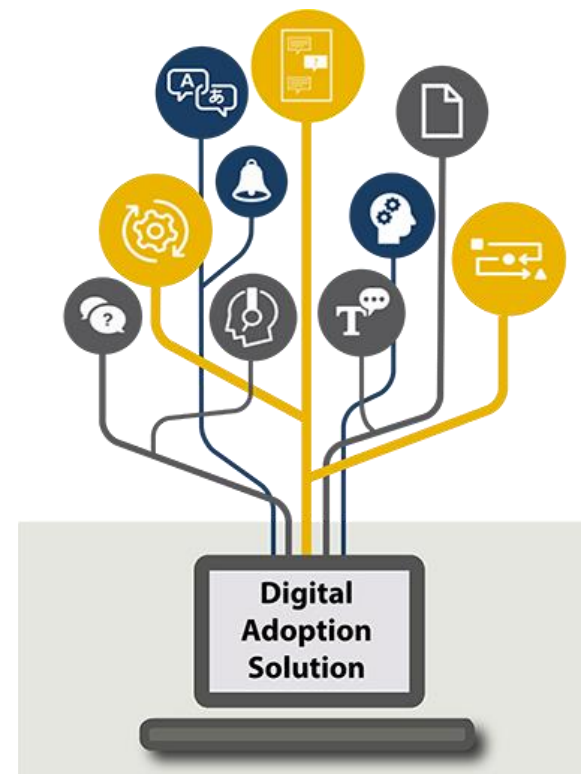
Public Sector

Potential additional scenarios

- Enterprise Asset Management (Utilities, Oil & Gas, Equipment Maintenance)
- Intelligent Enterprise (showcasing S/4 and Leonardo AI / ML across industries)

Digital Acceleration Suite

- ▶ DAS is a **unique** integrated suite of productivity tools that connects in minutes to any web-based system. DAS supports users in training and production environments, promoting enterprise-wide learning and collaboration.
- ▶ A pure SaaS solution, DAS requires no software downloads. With DAS, you can translate any element on the User Interface to over 100 languages, configure views of real-time processes and trigger alerts with multimedia assistance directly to the user. This is invaluable when dealing with rapid turnover and business changes.
- ▶ Built-in screen sharing, chat/video, shareable sticky notes further drive digital collaboration and reduce user support costs.



Features



- Collaboration & Support: Built-in text, voice, video and screen sharing



- FAQ: Integrates with guiders, tutorials and notifications



- Sticky Notes: Add and share electronic sticky notes with colleagues in the app itself



- Text-to-Speech: Reads any text



- Intelligent Assist: Speech recognition and natural language processing



- Fiori Magic: Improve usability of Fiori apps: hide or highlight fields, pre-populate data

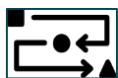


- Audit Trails: Capture proof of transaction execution with Blockchain option

Features



- **Guiders:** Quickly add rich contextual help for users



- **Guided Learning:** Assemble guiders into tutorials and courses with exams



- **Process & IoT Viewer:** Interactive overview of organizational processes, roles & assets



- **Notifications:** System state notifications and alerts that trigger guiders

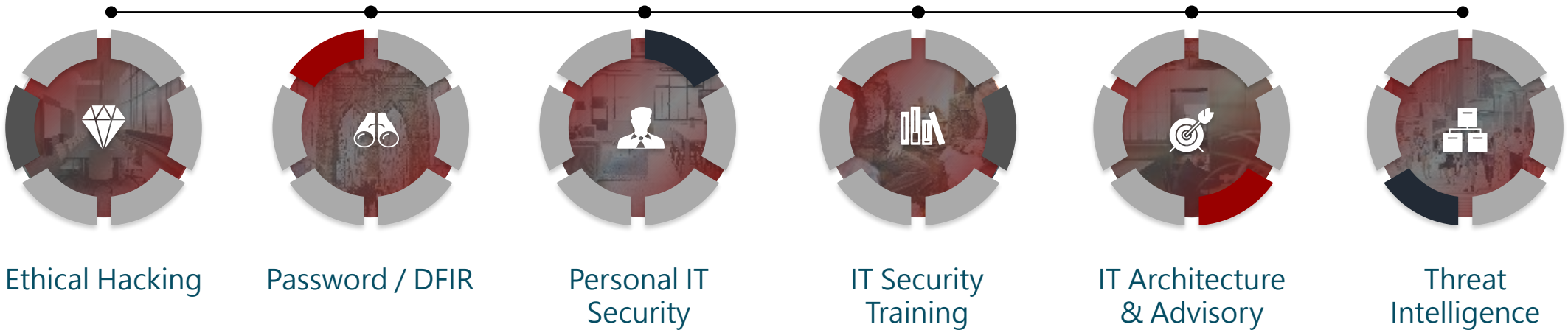


- **Translation Management:** Manage translations in any language with in-app repository



- **Organization Board:** Access unstructured data or corporate & project web sites

ThreatBox (The Unique & Only Box)



ThreatBox (The Unique & Only Box)



ThreatBox is an application-layer deception-oriented security device, designed to alert you of intruders within your network.

You deploy a ThreatBox with a unique personality, be it a SWIFT(R) Interface, HR Portal, Prepaid Engine or more.

ThreatBox exposes sensitive indicators (not real ones) that respond to attackers queries, scans and general interest.

ThreatBox waits for an attack to target it and then keep them in a captive "attack" scenario all the while alerting you of the attack occurring within your network.

You are alerted of intrusion activity within your network via your dashboard, email, SMS and/or IVR Phone Calls.

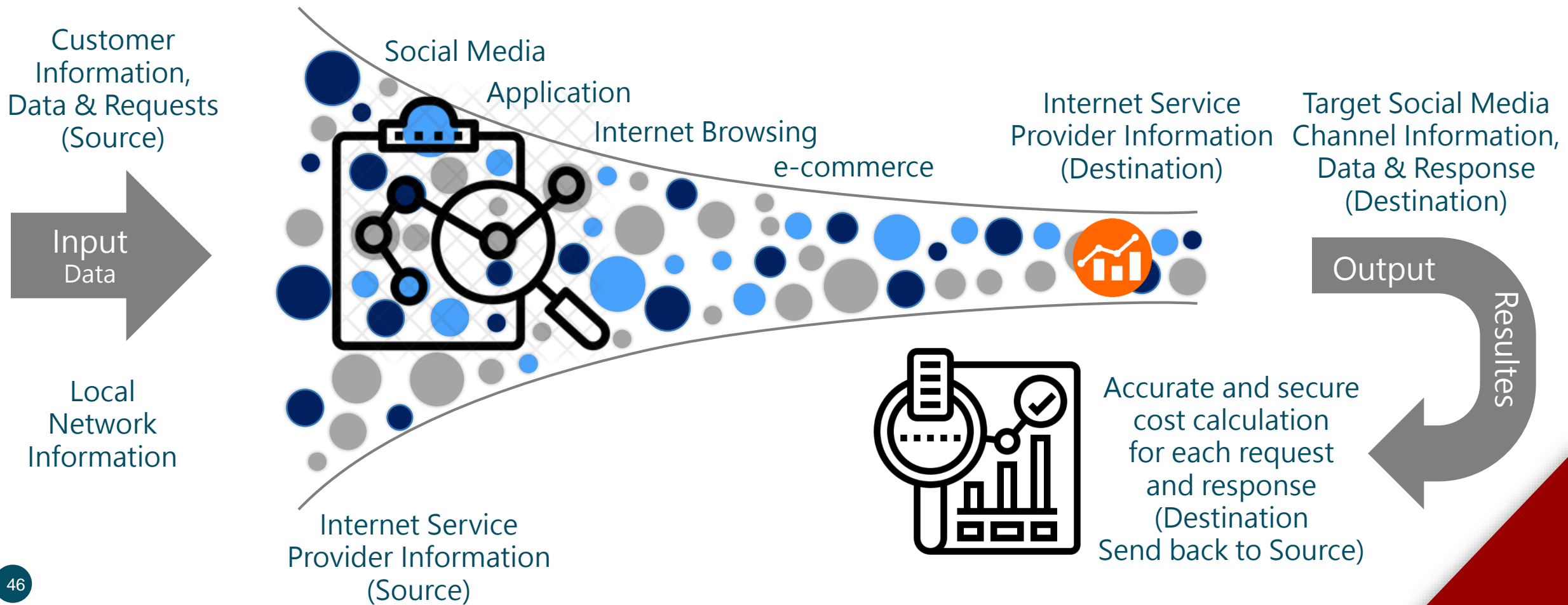


说明：
1、物料名称：南非bitcrack T3黑色上盖丝印白色LOGO

[Please click to play](#)

Analytics & Internet of Behavior

Our Application and Network Intelligence Analytics are helping all sectors deliver exceptional application experiences, while managing the associated flows and shifts in network traffic and calculate accurately the exact hidden cost for traffic roundtrip between source and destination with secured and controlled measures



Our Analytics Services



Telecom

- Data Packet core solutions and Deep Packet Inspection (DPI)
- Business Support Services (BSS) Solutions
- Operation Support Services (OSS) Solutions for Telecoms



E-Gov.

- Port Logistics,
- Taxes authority,
- Money transfers,
- Shipping ports,
- e-Manifest,
- Post services,
- Digital invoices,
- Payment Gateway,
- Loyalty programs
- and more...



Private Sector

- Location services and archiving history
- Smart Notification Product (BIN & Push notification over HTTPs) for upselling
- Data Classification tool for all types of data sources on-site disconnected from Internet
- Data Audit and Control
- Business Support Services (BSS) Solutions



All Customers

- Our Data Packet Modules is one of a kind Over The Top (OTT) products portfolio. Depend on Data Traffic control, AI with historical capability.
- Data Packet Management solutions including DPI
 - Money transfer, Remittance solution, e-Wallet and Payment Gateway solutions
 - Business Support Services (BSS) Solutions

Technology Evaluation Center

WHY TEC - KEY DIFFERENTIATORS



Technology Evaluation Center

THIS IS TEC



Business Applications Selection

The Challenges



Project Challenges

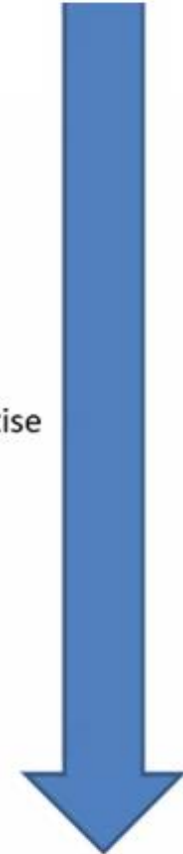
- Unstructured plan
- Unclear scope
- Incomplete requirement gathering
- Difficulty measuring decision factors

Internal Challenges

- Limited resources
- Lack of evaluation and selection expertise
- Problems consensus building
- Communication gaps

Technology Challenges

- Marketing rhetoric vs. fact
- Delivery vs. promise
- software/hardware compatibility
- Implementation failures



Building Consensus



Business Applications Selection

- Exercise a unique Impartial Software Selection experience in dealing with the targeted vendors
- Eliminate Time wasting and dragging through different stages of software selection projects
- Reduce the Cost of investment by ensuring that all required software's dependencies (no hiding costs such as gaps, 3rd party software licenses, integration issues, ..., etc.) are well covered and included in the signing contract with the winning vendor
- Reduce drastically the High Risk of selecting an improper fit solution from software vendors
- Deploy and illustrate facts-findings to the decision makers without any biasing or emotional attachment toward any certain software vendor
- Ensure compliance of the invited software vendors to the SOW of the generated RFI, with accurate scores on delivered presentations and demos to conclude the final Qualified Short-listed Software Vendors that would be legible to participate in the RFP
- Ensure that the legible qualified short-listed software vendors are invited to a generated RFP, are responding adequately and on a timely manner
- Assist impartially in evaluating & selecting the received RFP responses from the short-listed vendors to the best winning criteria based on preset priorities
- Assist greatly in formulating a bulletproof Contract and Price negotiation strategy to get the maximum values (Terms & Conditions, Savings) from the winning vendor prior the awarding

IT Master Planning

ADVISORY SERVICES



Functional & Technical Requirement
Set Development



ROI and Economic Justification



Vendor Demonstration Management



Contract Review & Price Negotiation



RFP Development, Distribution & Management



Implementation Oversight & Auditing



IT Master Planning



- Review all Information Systems investment
- Review all current information systems and related processes (manual and automated)
- Recommend and propose improvements, optimization and integration of current systems where possible
- Analyze the gap between the current systems and the desired products
- Study the possible ICT solutions available in the marketplace
- Propose solution (where necessary) along with the estimated cost to address the identified gap in building and implementing the desired information system.
- Organize and lead workshops for the purpose of introduction and validation of the proposed solution.
- Provide technical specifications to be used in the procuring, configuring and
- implementing of the proposed solution
- Develop the Terms of Reference for the consulting firm that will implement the proposed Solution

Internet of Things

Innovation Using Embedded Technologies





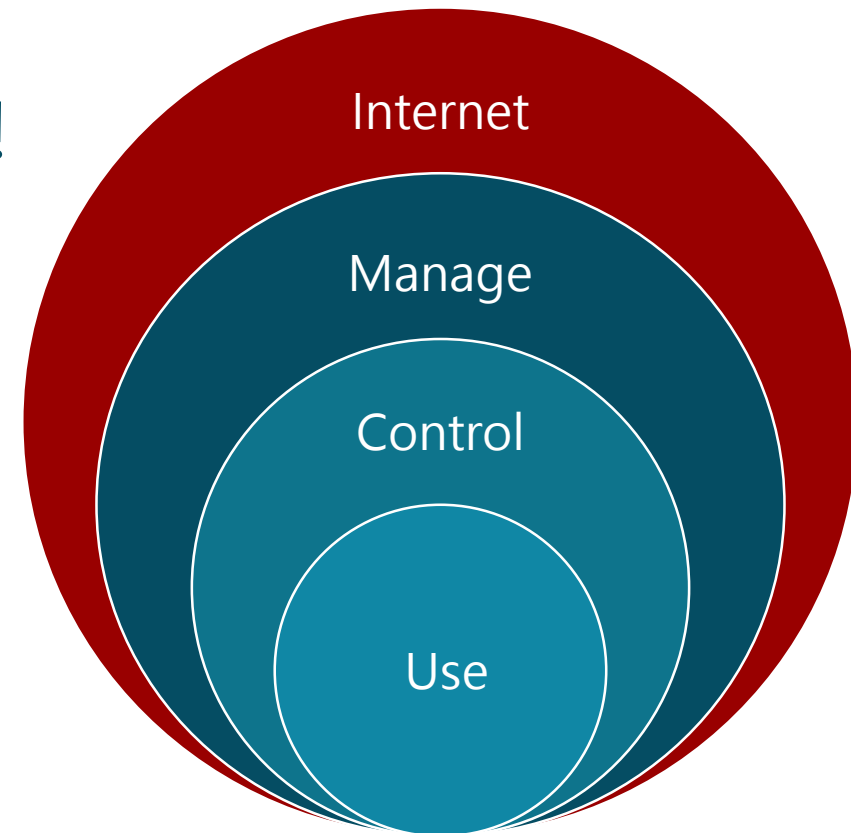
What is Internet of Things?



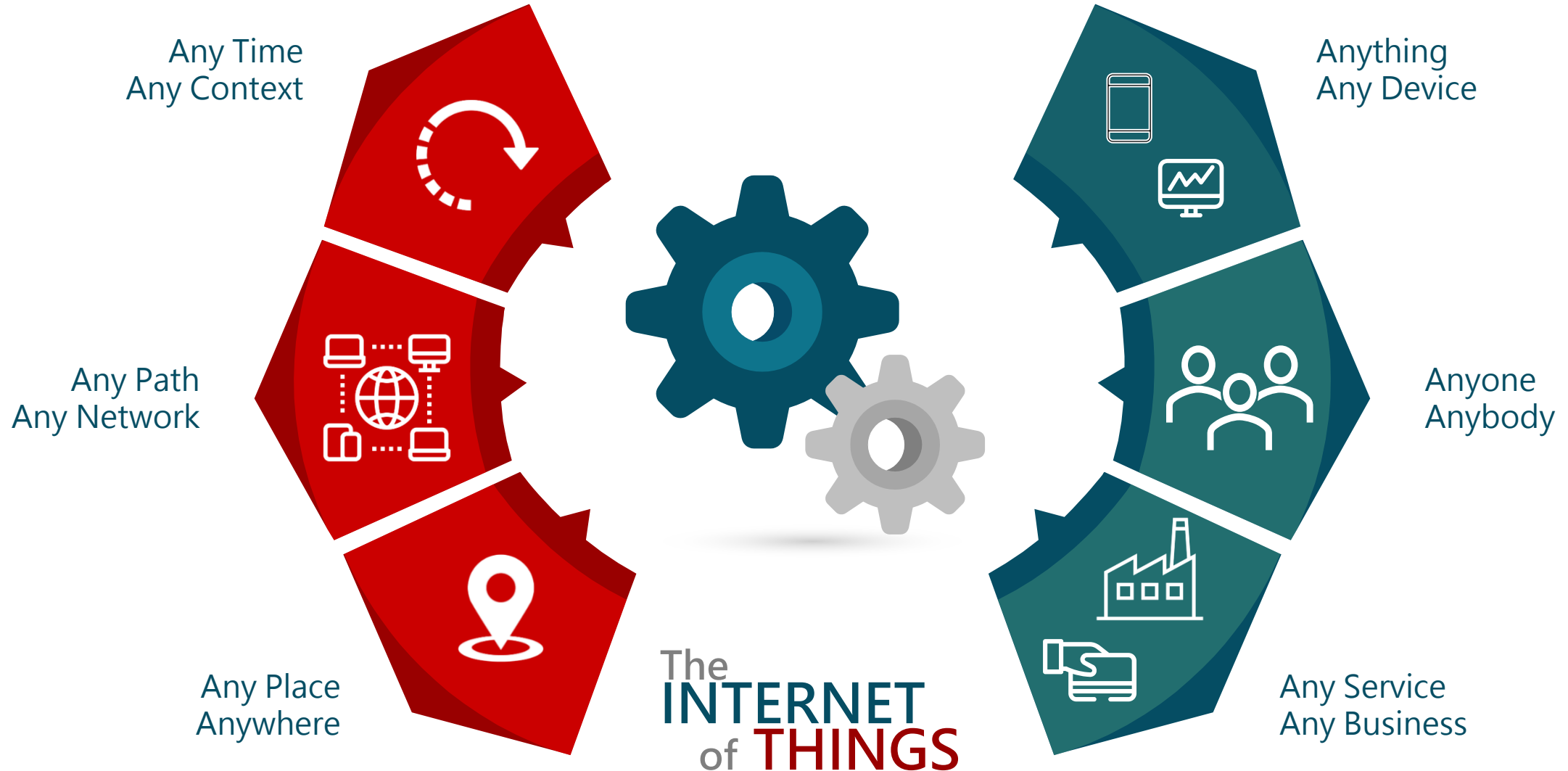
- What is IoT? It is the ability to manage, control and use that thing over the internet

Click the following video please!

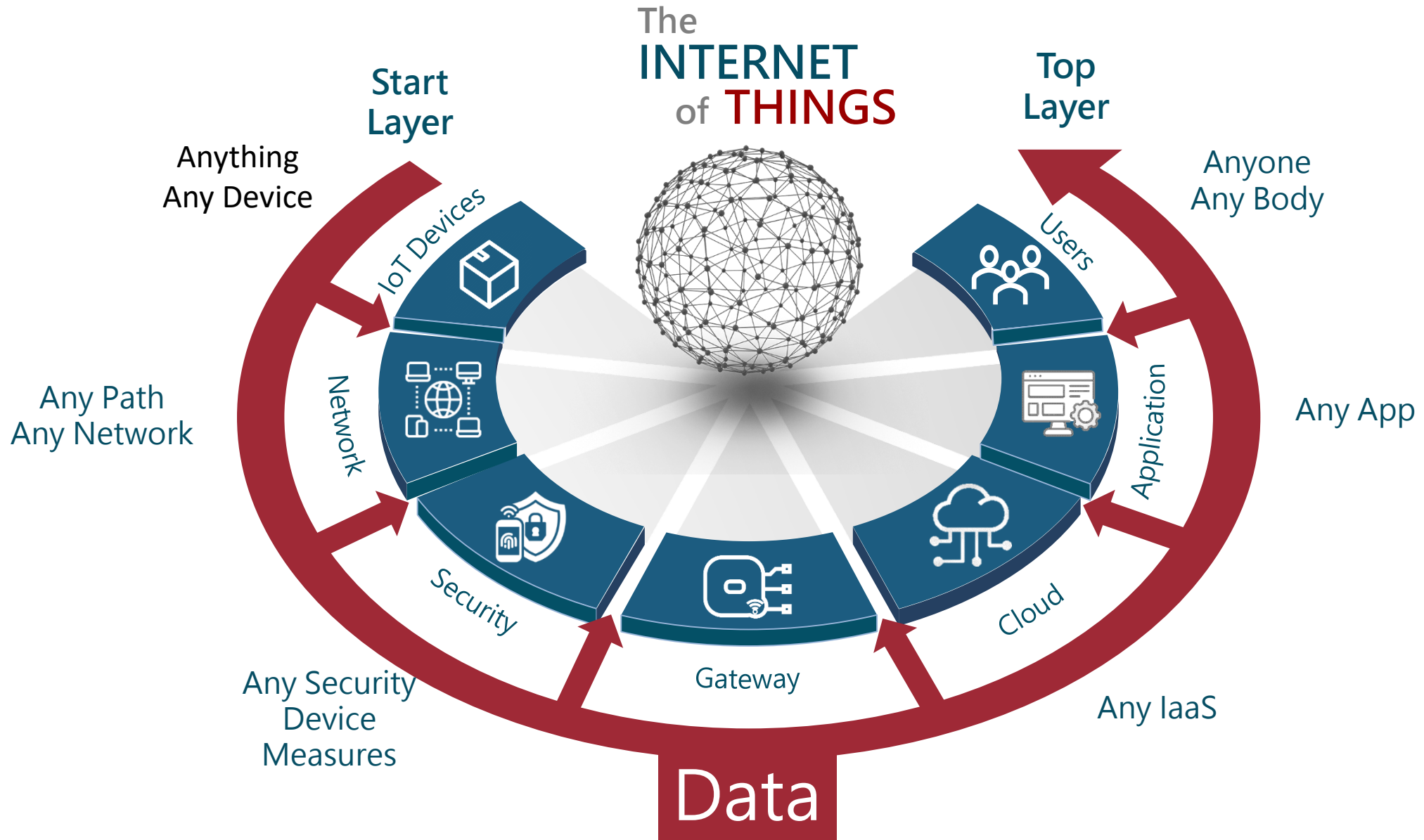
[What is Internet of Things?](#)



What are Things?

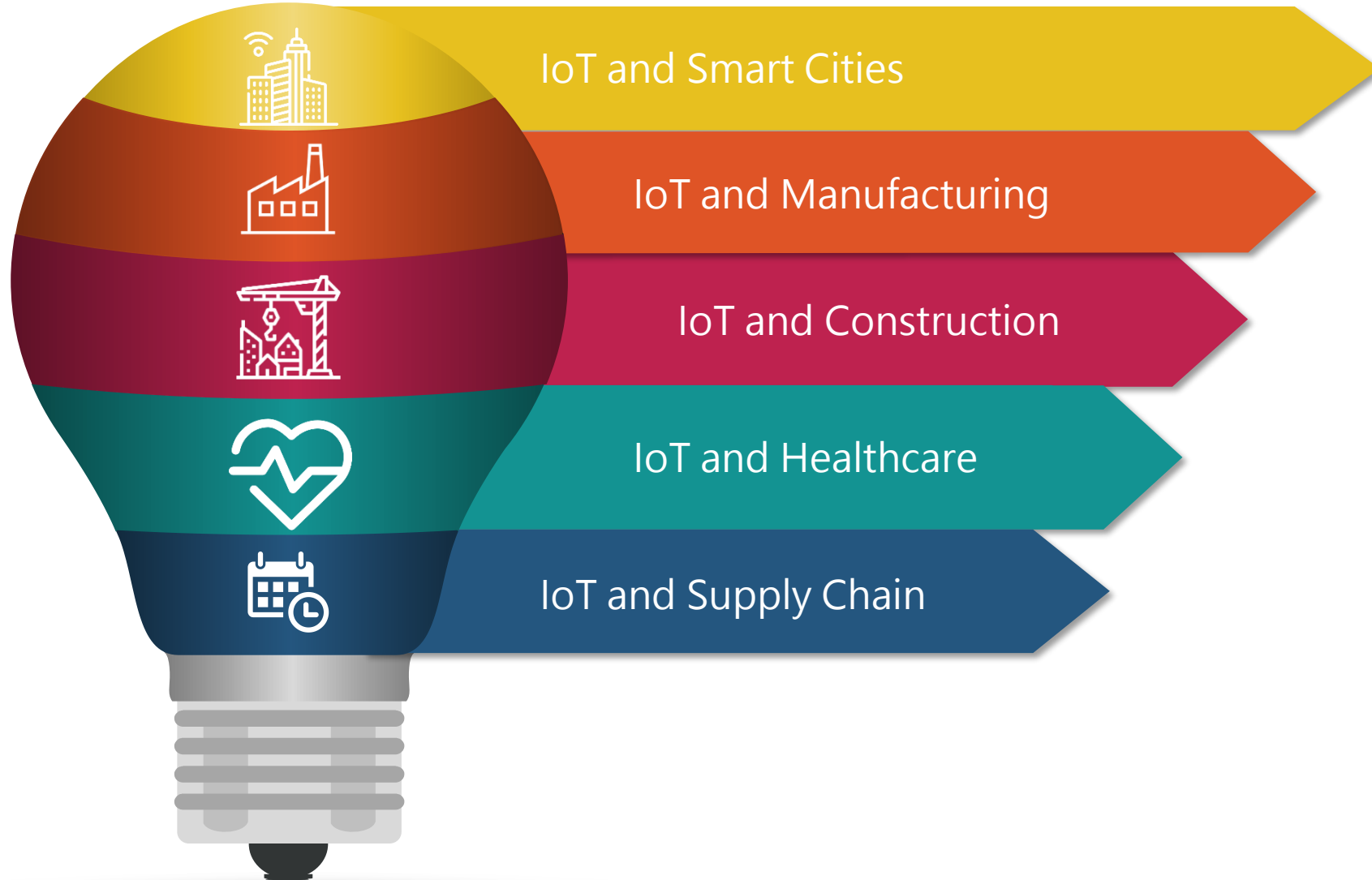


Components





Internet of Things





IoT Application in Smart City

IoT Use Cases: Smart Cities Possibilities List Diagram:

Urban Infrastructure, Transport, Town Planning, Energy, Education, Healthcare ...etc.



Application of IoT by Industry



IoT Business Use Cases





Internet of Things Application



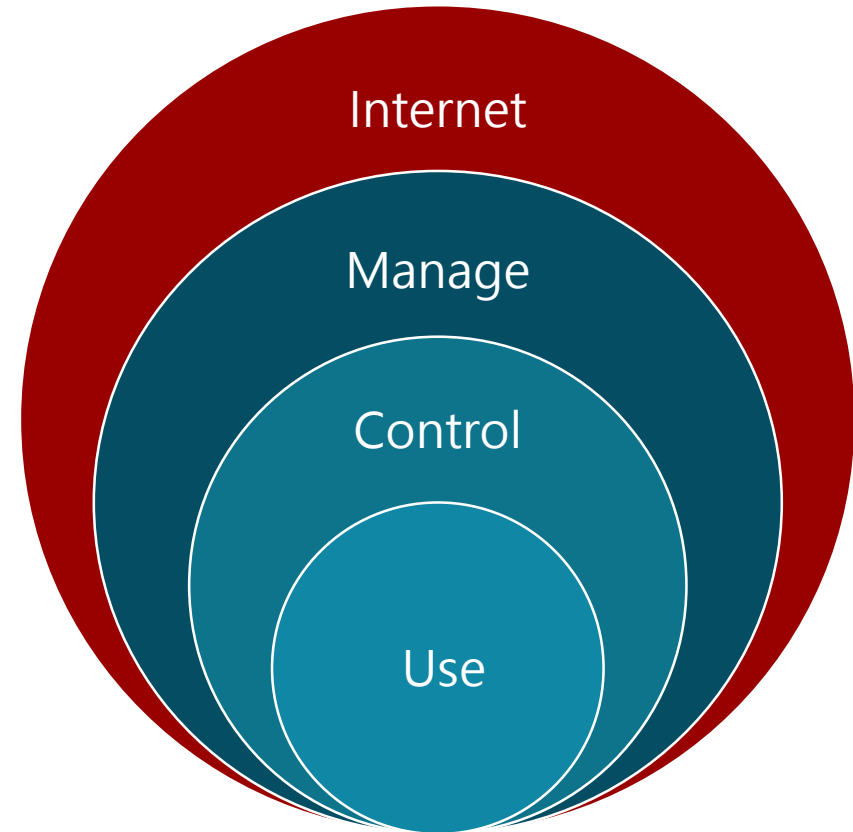
- The application of IoT is impacting all industries as explains in the in following videos

Click the following videos please!

[IoT for Construction](#)

[IoT for Healthcare](#)

[IoT for Lifestyle](#)



1. Real-Time Tunnels Alert System

- Tunnels has rain drainage system
- Drainage got filled with dust and garbage
- Most of drainage system are made for average raindrops' sizes
- In case of Torrential Rains and fast rate, the drainage got blocked
- Underground drainage chambers got filled faster and cause accumulation of water
- Within few hours the tunnels get drowned causing cars and people to drown before any help can reach on-time
- Many reasons can cause the pumps used to clear the water not work leading to water accumulation

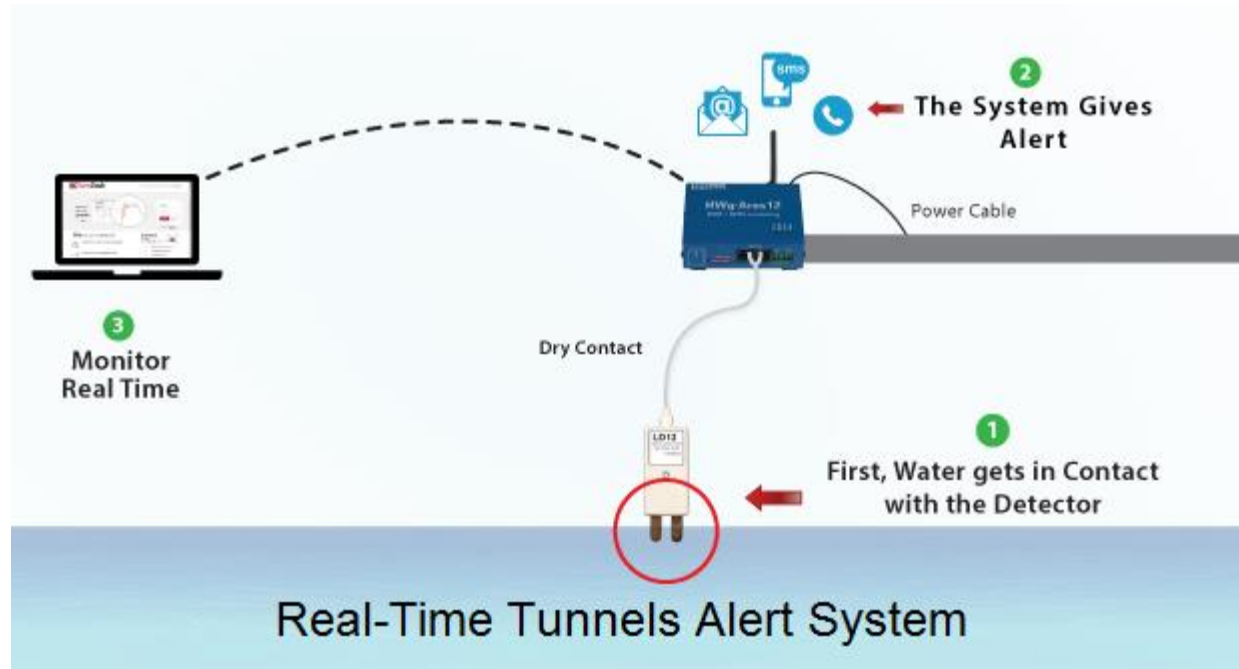


Al-Manqaf Tunnel 2018

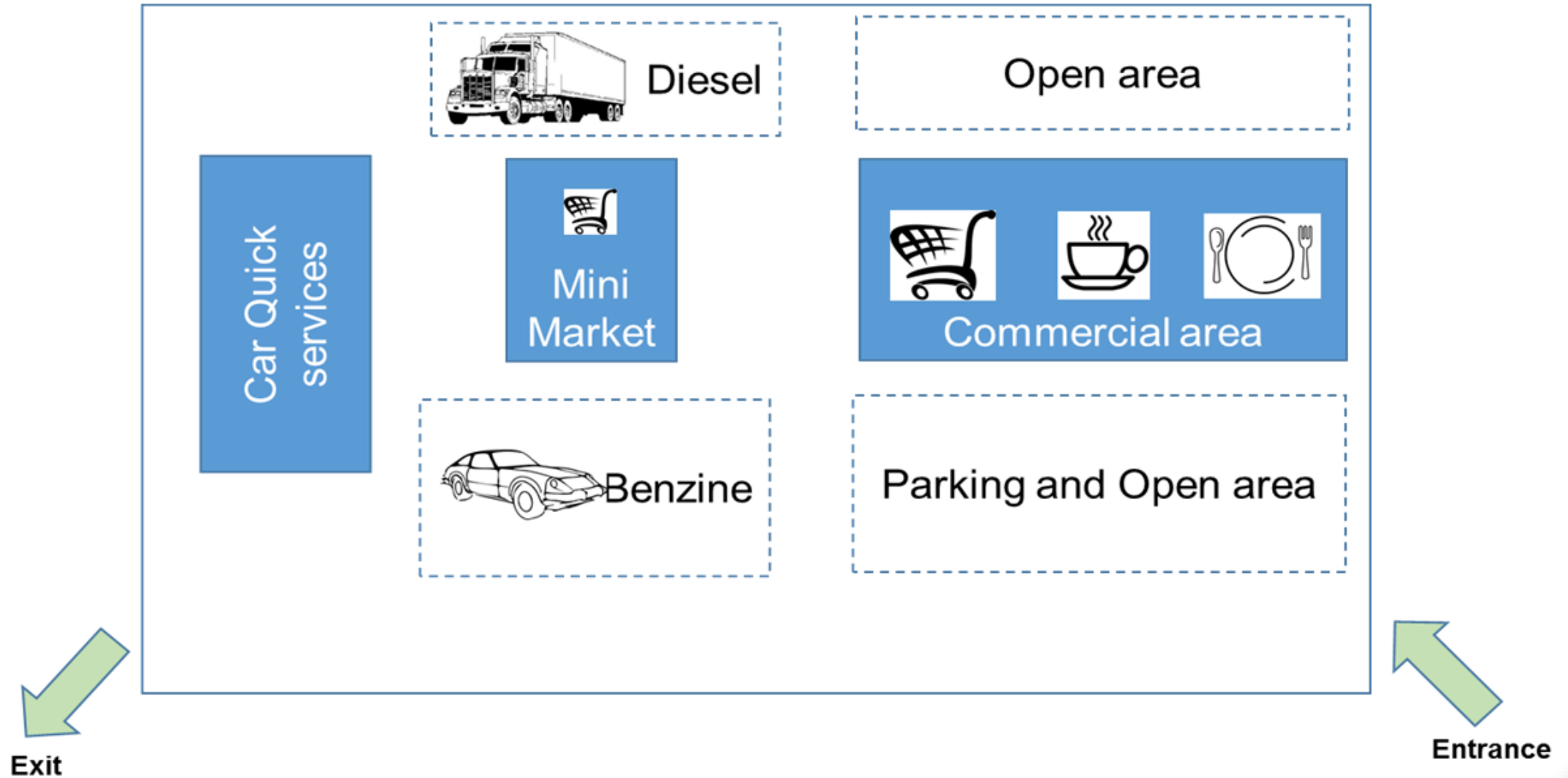


Real-Time Tunnels Alert System

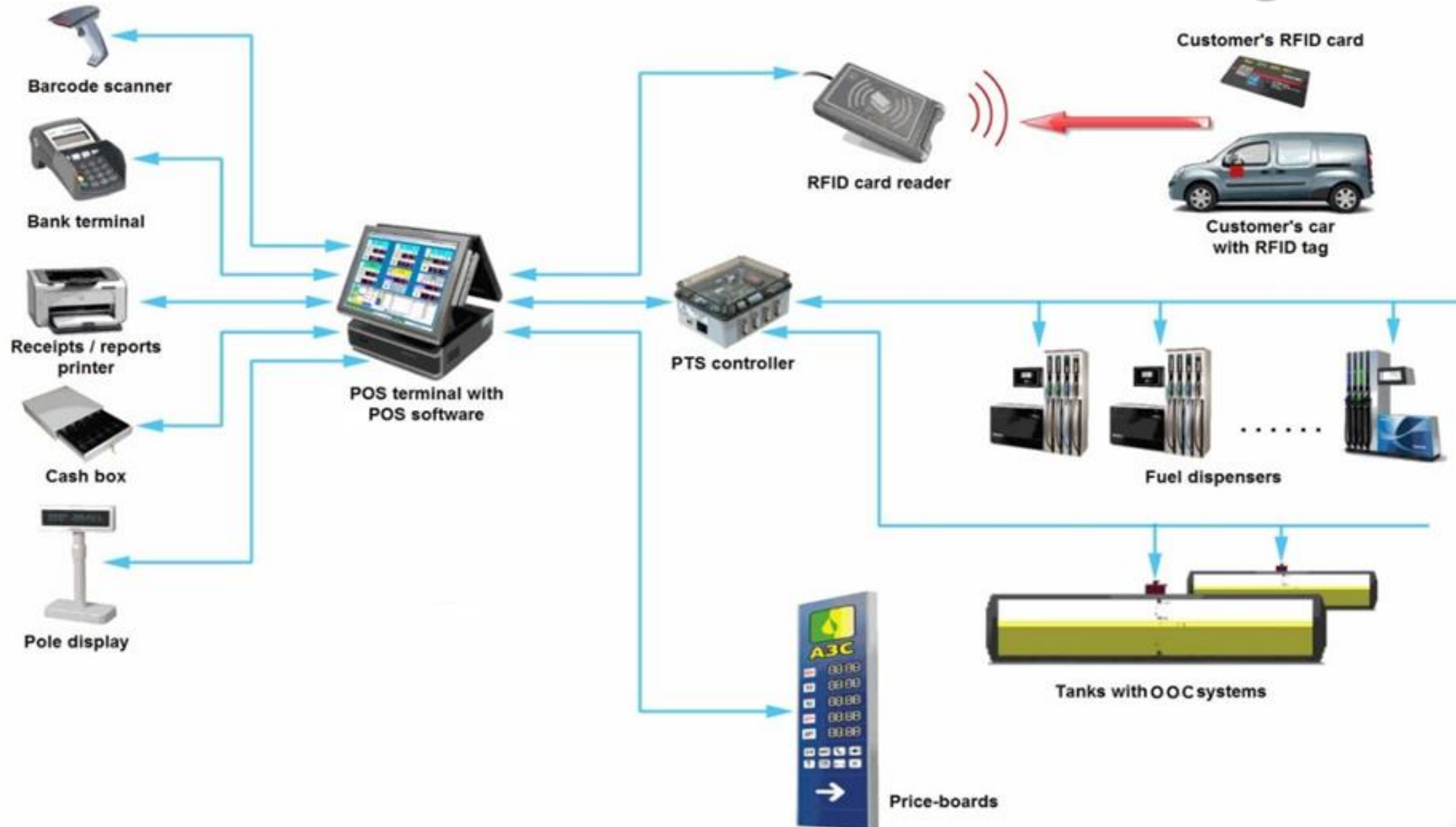
- Send stream data about water level in underground chambers
- Sends alerts if the power failed to start the pumps
- Sends alerts if the generators did not start in case of power failure
- Monitor the tunnel make direct phone call to concerned emergency team to take immediate action
- System is connected to main power source and in case of power failure it is self-fed using solar/battery system and sends alert about power failure
- Optional feature camera system for monitoring and emergency network (Fire Fighting)
- Has a mobile application for control, manage and usage



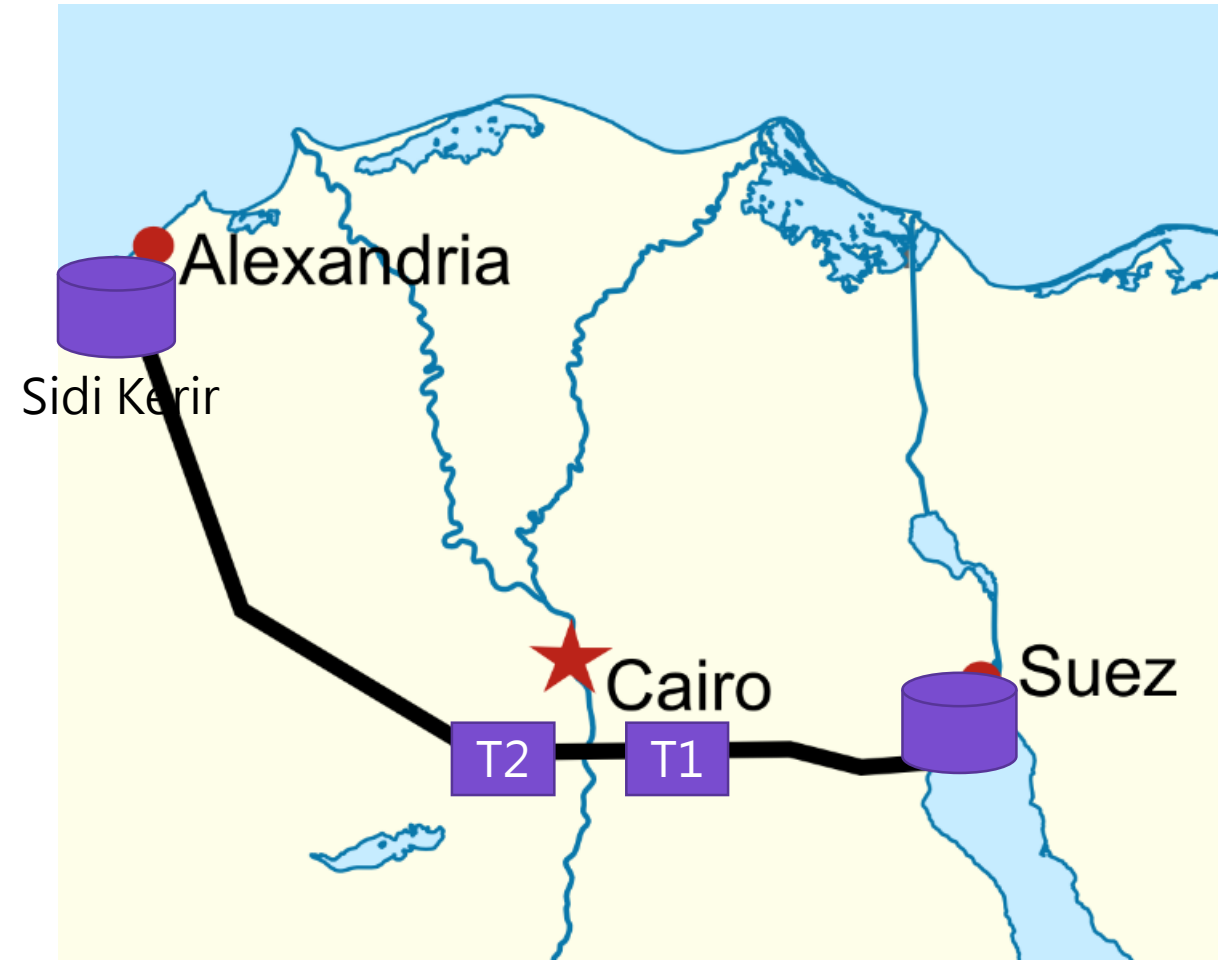
2. RFID Petrol Stations



RFID Petrol Stations (Technical Design)



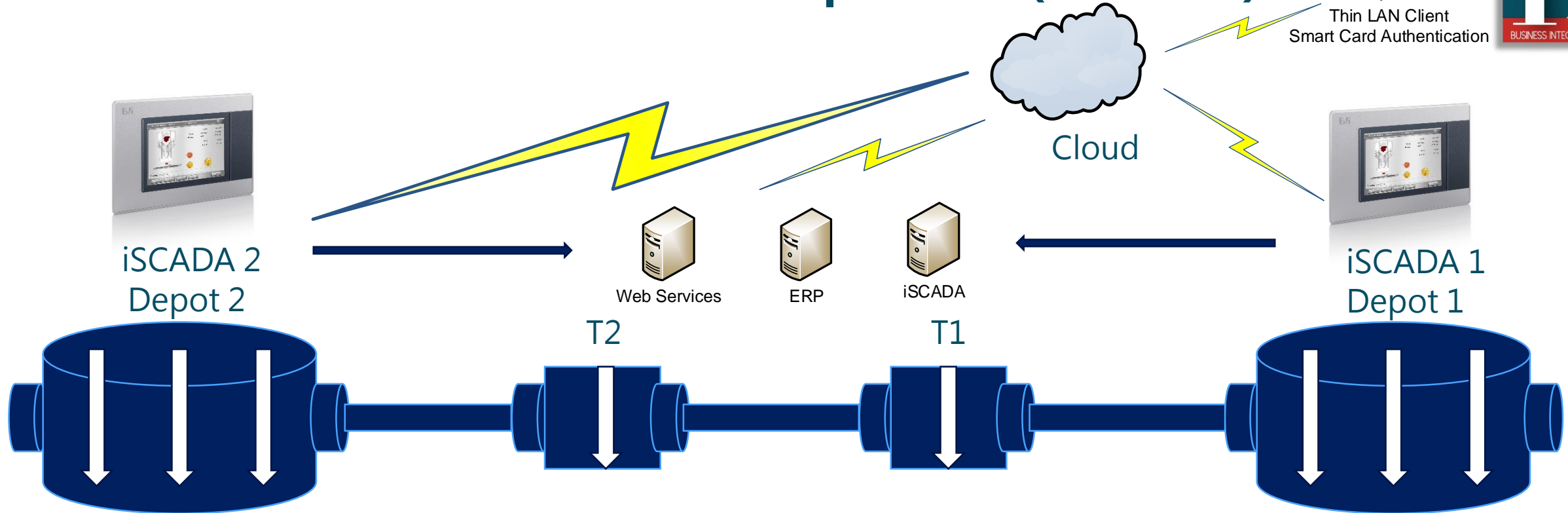
3. iSCADA for Oil Pipeline (EGYPT)



iSCADA for Oil Pipeline (EGYPT)



Thin LAN Client
Smart Card Authentication



Depot 2:

- Inlet Flowmeter
- Pressure Level Sensor 1
- Smart Level Sensor
- Pressure Level Sensor
- Outlet Flowmeter
- GSM Module

Tank 2:

- Inlet Flowmeter
- Smart Level Sensor
- Outlet Flowmeter
- GSM Module

Tank 1:

- Inlet Flowmeter
- Smart Level Sensor
- Outlet Flowmeter
- GSM Module

Depot 1:

- Inlet Flowmeter
- Pressure Level Sensor 1
- Smart Level Sensor
- Pressure Level Sensor
- Outlet Flowmeter
- GSM Module



Thank
You
Q & A