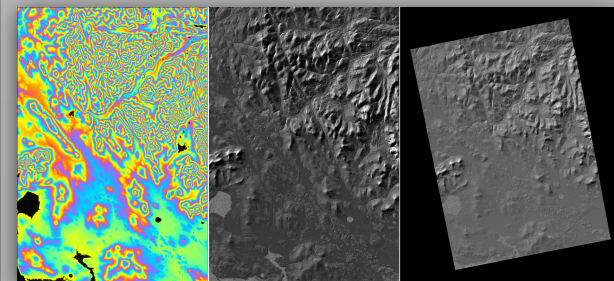




INFOPLOT

Investment & Consultancies



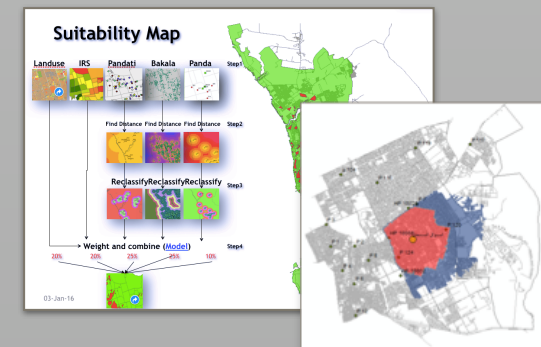
DEM Extraction for 1m sq km using RADAR technology, Area of Egypt, Client: Egyptian Army, 2005



Incident Command System, Client: Saudi Red Crescent 2009

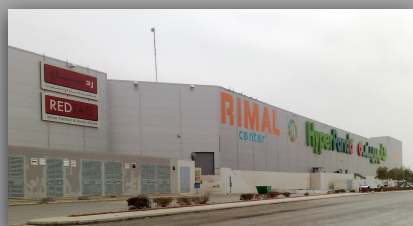


Falcon Project (Oracle EBS 12.4), 2012-15. ERP Pre-Implementation & Implementation. Panda Savola



> 500 Site Analysis Reports, Highest and best use studies, and researches, 2010-2017

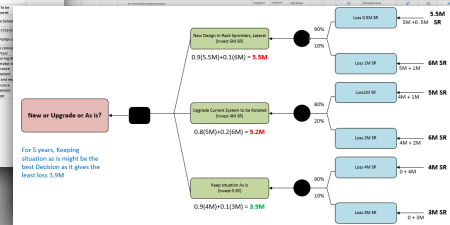
Team's Track Record (As individuals)



Implementing the Expansion Plan acquiring/ developing more than >200 retail stores (HP, SM, C), KSA & Egypt, Client: Panda 2010-2017

Probability	Probability and Impact Matrix			
	Low	Medium	High	Critical
Very High	0.05	0.05	0.05	0.05
High	0.05	0.05	0.05	0.05
Medium	0.05	0.05	0.05	0.05
Low	0.05	0.05	0.05	0.05
Very Low	0.05	0.05	0.05	0.05

Item	Category	Priority	Status	Assigned To	Due Date
Item 1	Category A	High	Completed	John Doe	2017-01-15
Item 2	Category B	Medium	In Progress	Jane Smith	2017-02-01
Item 3	Category C	Low	Not Started	Mike Johnson	2017-03-15



Closure Phase, Warehouse Construction Project, Client Savola, 2017

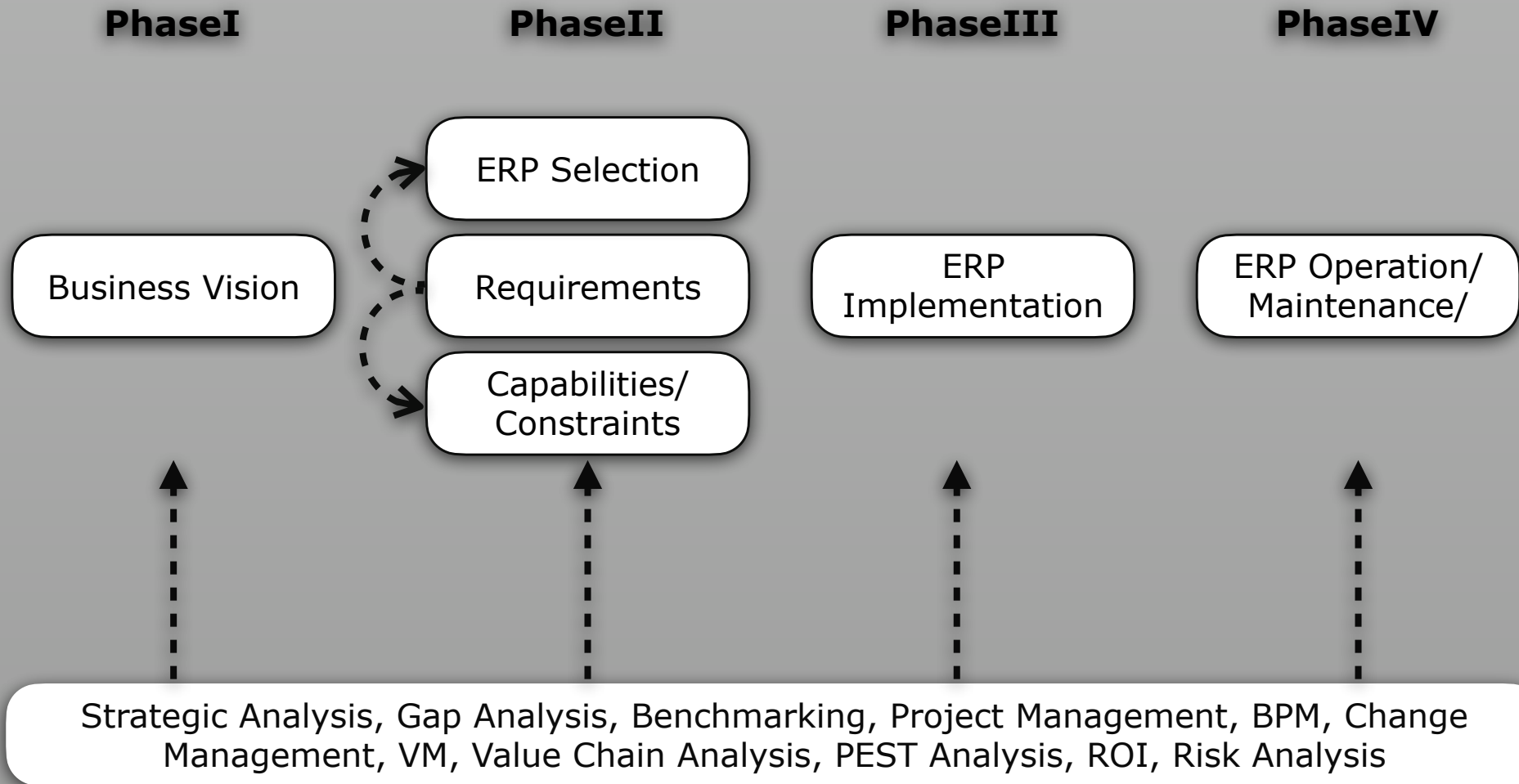


Hands on experience in Asset Management systems, 2017-21. Methanex



PM training courses Client: GIZ, 2018

ERP Life Cycle





The problem

- However it is not a cheap investment (one user costs avg. \$1,800/y), about 55-75% of ERP projects either fail or don't meet their intended objectives due to:
 - 50%: Poor change management (No Buy-in)/ lack of on-going training/ low user adoption, (Avon's \$125m investment, new order management system, \$10m/y profit estimate, Reps call centers)
 - 36%: Insufficient Functionality, because of:
 1. Unidentified real needs (Pain Areas), Why?
 2. Not doing due-diligence in research leads to wrong selection, (GMS vs Epicore Lawsuit, 2011)
 3. Vendors over-hyping systems's capabilities (Unrealistic expectations / no proper testing. (Nike and a \$400 Million "Glitch", supply chain of Air Jordans, \$100m loss)
 - Poor project management; lack of planning, no risk assessment and weak monitoring and control.
 - Inaccurate analogy/biased selection.
 - Client wanted everything his way asking implementors to do things the way he used to do. (Hefty Customization)
 - Process vs. Result / Confusing Must-Haves With Nice-To-Haves

InfoPlot

*is an **independent** consulting firm specializing in Business Process Management and ERP system implementations for mid- to large-sized private- and public-sector organizations in the region
Established, 2020. Egypt*

Mission

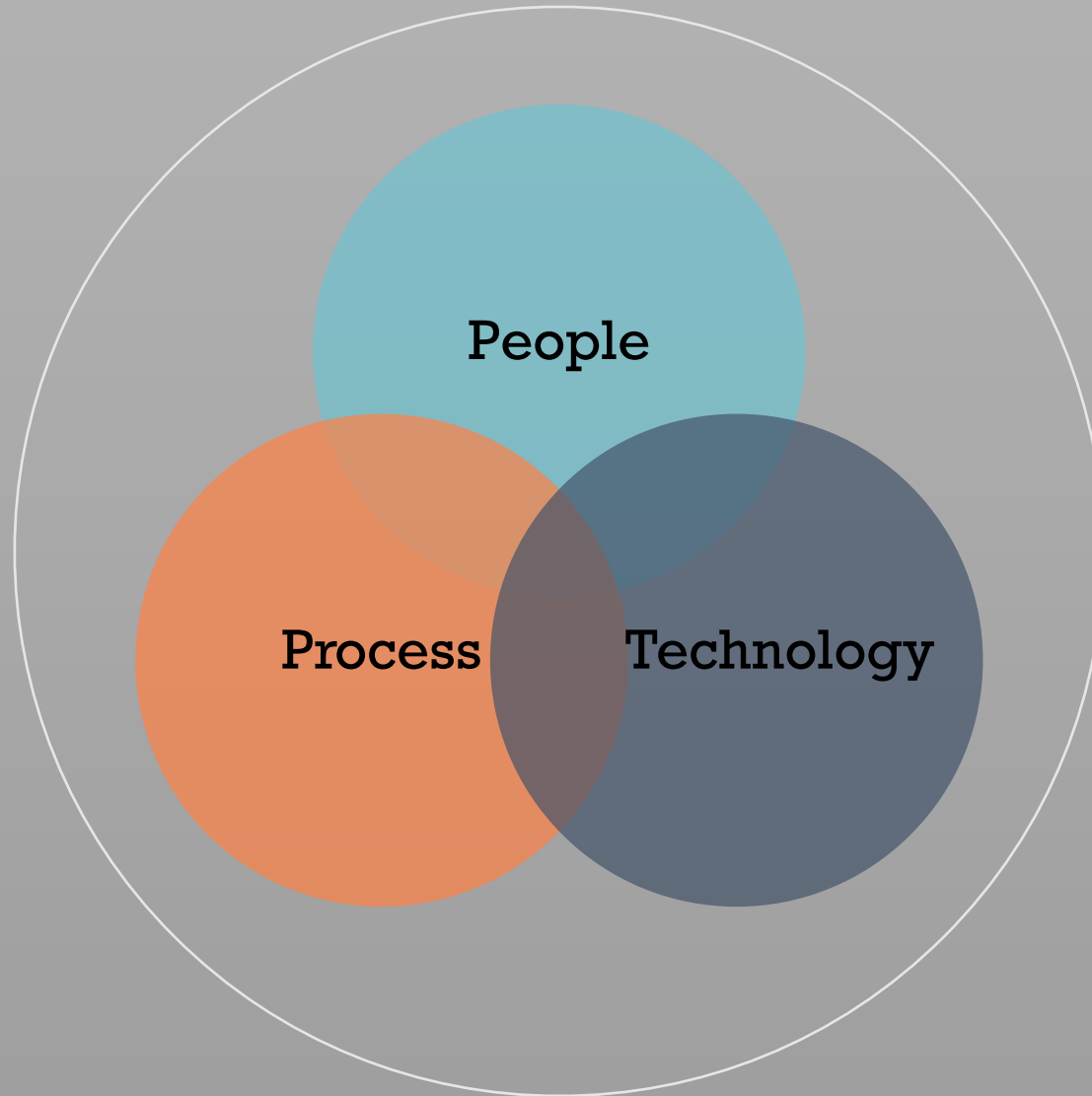
To serve as a trusted independent business transformation consulting partner aiming to enable organizations to achieve their own strategic vision

Values

Our core values not only give us guidelines for leadership and daily decisions but also to help us enjoy our time at work. We practice and live the following values:

- Integrity- We are reliable and trustworthy,
- Empathy- We care about stakeholders,
- Unity- We work as a one coherent team,
- Agility- We adapt quickly and effectively with open minds and focus.

InfoPlot Approach



1. People

- **Change Management:** We offer services focusing on managing employee resistance and building change competencies throughout the project.
- **Human Capital Management:** We build capabilities and help to empower employees through on-gong training, workshops, tests, and interviews to make effective use of digital tools, so process efficiency and competitive advantage will be achieved.

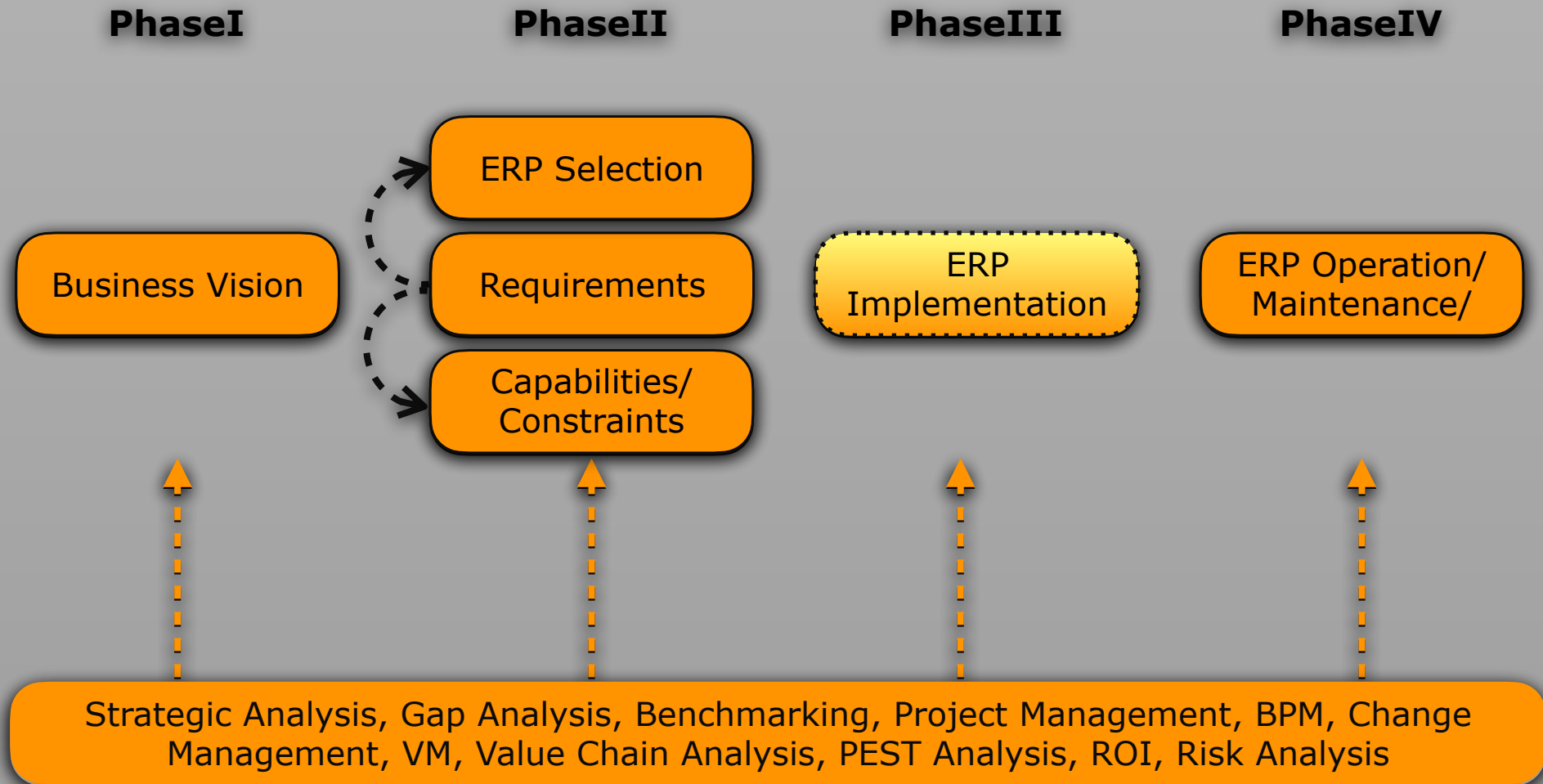
2. Process

- **Business Process Management BPM:** our BPM service focuses on identifying pain points and designing optimized process.
- **Business process reengineering (BPR):** For an efficient ERP implementation, we focus on BPR before technology selection employing both top-down value chain mapping (Silo Eliminating by focusing on Customer value) and bottom-up value stream mapping.

3. Technology

- **ERP Selection:** our team will walk the client through a step-by-step methodology to enable the organization to make the right cultural, financial, and strategic decisions when evaluating vendors.
- **Predictive Analytics/ Reports:** Our services focus on improving access to real-time data to make accurate predictions and anticipate future needs.

Where will we be?

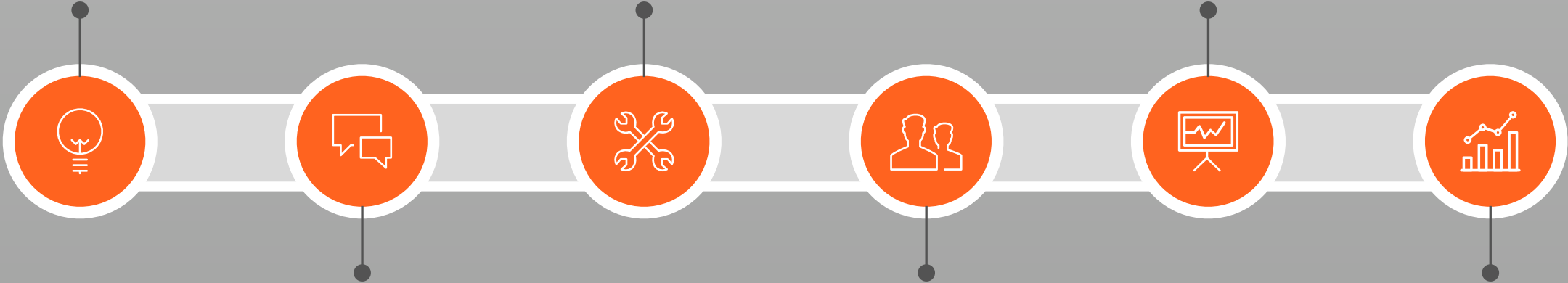


Course of Action

Strategic
Analysis

BPM

ERP
Implementation

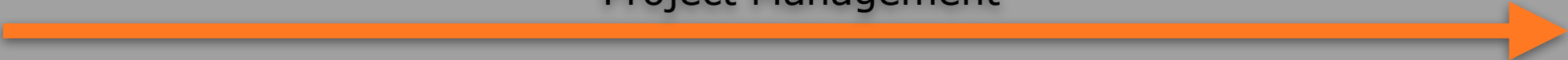


Requirements
Gathering

ERP Selection

Post Go Live
Support

Project Management





Why InfoPlot?

- we provide unbiased recommendation as an independent consultant firm with knowledge of all Tier 1 & 2 ERP solutions.
- our team has a hands on experience in a wide range of industries I.e. Retail, Manufacturing, Construction, IT,...etc.
- our team are operational experts who have been in their clients shoes
- you will have a single point of contact only and accountability throughout project lifecycle, regardless of which technology is being implemented.
- you will avoid ERP failure because we have our own lessons learned from our history.
- you definitely will save money because our vendor negotiation and the process optimization we do result typically exceed our fees by a far.
- you will be advised by credentialed experts carrying certifications such as MScs, MBAs ,PMP, ILM, SCRUM and Agile methodologies, and ISO 9001:2015
- Client testimony: Bassamy Group, Riyadh. KSA.



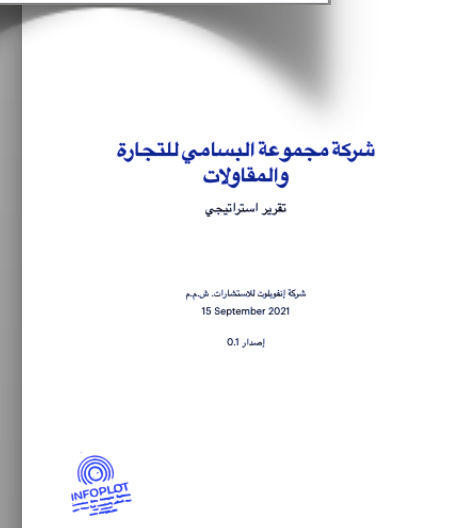
البرنامج المقترح
لشركة مجموعة البسامي للتجارة والخدمات

شركة إنفو بلوت للاستشارات - ح.م
التقرير 2021
إصدار 1.0

عقد استشارات وخدمات



شركة إنفو بلوت للاستشارات - ح.م
سبتمبر 2021
إصدار 1.0

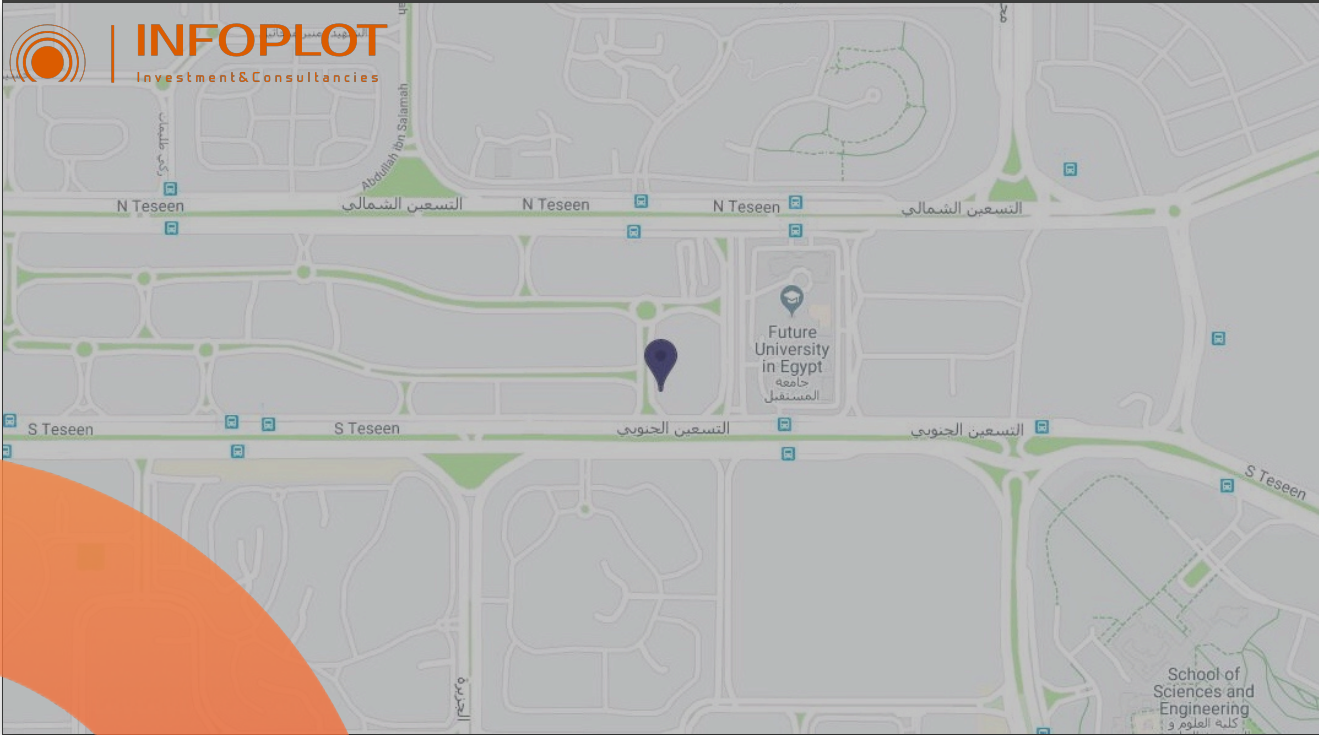


شركة مجموعة البسامي للتجارة
والمقاولات
تقرير استراتيجي

شركة إنفو بلوت للاستشارات - ح.م
15 September 2021

إصدار 0.1





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Thank You

Q&A

