

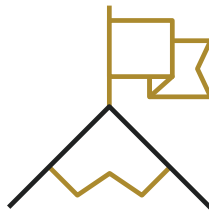


We are making
IT smarter

INFORMATION TECHNOLOGY CONSULTANTS

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“It’s only after
you’ve stepped
outside your
comfort zone
that you begin to
change, grow, and
transform.”

Roy T. Bennett , Author

1. History

MAGNOOS is a leading Software Value Added Reseller and Technology Implementation company founded in 2012 by experts in the Data Management & Analytics, Service Management and Automation software solutions industry. MAGNOOS operates in the Middle East and Africa region, headquartered in Abu Dhabi, United Arab Emirates with regional presence in Saudi Arabia, India, Egypt, Pakistan and Greece. MAGNOOS enables large private and public organizations to implement state-of-the-art technologies and adopt best business practices that help them conceive innovative business ideas and incorporate them into corporate strategies. More than 100 skillful, industry-certified professionals, all university graduates – most holders of MSc, MBAs and PhDs from world renowned universities – are consolidating their knowledge and international experience under a management of executives averaging 20 years of experience each in the IT and Business Management field. Our customer roster includes some of the most significant and successful organizations in the Banking, Insurance, Financial Services, Telecoms, Retail, Energy, Transportation, Utilities and Government sectors.

MAGNOOS offers a range of consulting and residency services, while undertaking the analysis, design and implementation of Information Technologies across a number of specialization areas. Its success and reputation have been built upon the ability to manage and own projects end to end, ensuring all aspects of the project are completed and delivered according to customer requirements. MAGNOOS is a “boutique shop” of the world’s leading Data Management & Analytics, Business Intelligence, Big Data, Digital Service Management, Digital Business Automation and Robotic Process Automation Technology Vendors and Partners. We can independently advise our customers to select and implement the right solutions for their specific needs, industry in order to meet their business objectives. This is done by our consulting, professional services and support teams who are working hand in hand with our customers to quickly and effectively define and realize business benefits from their investment in modern technology.

2. Mission & vision

Our mission is to help corporate executives to acquire the information they need to build upon prior technology investments, adopt new technologies, and streamline their strategy in the age of social networks, mobility, cloud services and big data in order to digitally transform their business. "Speed, Accuracy, Clarity & Quality – Servicing Enterprise customers as they deserve!"

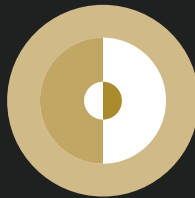
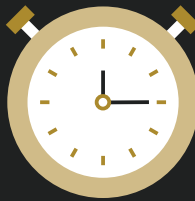
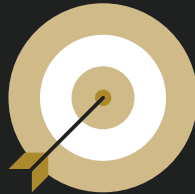
MAGNOOS aims at quick accomplishment of our projects in the digital world, at a point where speed, accuracy, clarity & quality are pivotal. We are providing high caliber consultants who work with you, speak the industry language, and genuinely understand your brand and your target audience.

We understand that conventional branding models have been permanently changed, digital encounters are presently the categorical & ultimate key touch point for an enterprise brand. Our objective is to optimize business challenges through IT world. We tack on strategic perspectives, inspiration and technology to productively coordinate our clients into the lives of consumers.

MAGNOOS is here to aid forward-thinking Enterprises to transform their businesses using advanced technologies & innovative ideas. Our vision is to provide hassle free, accurate and quality service to Enterprise Customers and become the "de facto" IT Services and Solutions provider in the Middle East & Africa region!

We are providing high caliber consultants who work with you, speak the industry language, and genuinely understand your brand and your target audience.

The MAGNOOS culture



Accuracy

Speed

Clarity

Quality

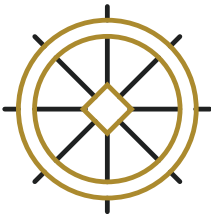
3. Solutions

We focus on solutions rather than just software products. Our business concept is based on enabling our customers to cover their business needs and realize new opportunities. Our skillful and experienced consultants help our customers to assess, implement, deploy and run self-sufficiently their information systems, while enhancing their business operations.

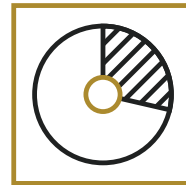
Moreover, the vast and diverse IT enablement experience of

MAGNOOS consultants constitutes an important source of consolidated business knowledge that enriches the competence of our team and adds a unique value to our customers.

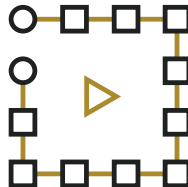
In MAGNOOS, we care for our customers and we put them always first, making possible the transfer of our knowledge by offering training, advisory and residency services and technology enablement support in the following areas:



**Digital Service Management
& Service Assurance**



**Data Management
& Analytics**



Robotic Process Automation

“The world as we
have created it is
a process of our
thinking. It cannot
be changed without
changing our
thinking.”

Albert Einstein, German-born theoretical physicist, 1879-1955

3.1. Digital service management & assurance

MAGNOOS provides software and consulting services enabling enterprises and organizations to assure the performance, availability and efficiency of IT operations and Service Level Management and delivery.

In the digital economy, speed, innovation and quality have become table stakes. If you can't meet your customers' expectations, they will surely find a competitor who can.

Whether your organization is in one of the sectors facing the most intense digital competition - insurance, banking, telecommunications, transportation & retail - or in a more traditional industry or public organization, how rapidly and successfully you embrace a service-driven digital transformation strategy will likely have a profound effect on your organization's long-term viability and growth.

Increase productivity by up to 75% with superior IT service management, get a clear and complete view of Service Performance, help IT manage more effectively the quality and availability of online services, and provide an end-to-end real-time view of service delivery alongside innovative IT operations analytics to help transform operations from a technology silo monitoring team to a business aligned team that monitors services and assures their quality.

Discover your assets and their

relationships in minutes with up to 100% accuracy, automate asset discovery and application dependency mapping to build a holistic view of all your data center assets and the relationships between them in multi-cloud and on-premises environments.

Get a 360° view of your Data Center, provide real-time monitoring of power distribution and use across your data centers, enabling you to measure, trend, alert and take action. Visualize and manage space and capacity, so that for better planning and optimization of the data center operations. Prevent downtime with continuous monitoring, intelligent alerting and visibility into the data center and IT infrastructure.

Reduce the cost of your infrastructure and utilize it, delivering fast, reliable digital services, optimize your infrastructure, whatever your challenges - from supporting new digital channels to driving down costs, so your infrastructure will cost less while doing more, predict IT resource needs due to changes in service demand, simulate the impact of IT system configuration and resource changes, reserve and schedule IT infrastructure resources for onboarding applications day-one and report the cost use of IT resources to business and IT stakeholders.

Go beyond traditional workload automation, schedule and manage every platform and application from

a single point of control, simplify and automate diverse batch application workloads. Workload Automation builds, changes, schedules, and monitors complex batch services all from one powerful location, it helps your organization to:

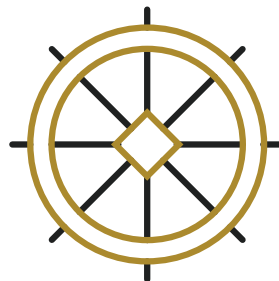
- › Improve workflows, reduce operating costs, and deploy new services faster with automation
- › Simplify the management and monitoring of batch processes
- › Integrate all aspects into a single viewpoint, providing an increased span of control, improving productivity
- › Reduce errors and delays
- › Provide cross application and cross-platform scheduling capabilities, preventing scheduling challenges from becoming business challenges

Achieve higher quality with **Application Release Automation**, automate complex, multi-tier release deployments through orchestration and promotion of applications from development through production. Address some of the most critical DevOps challenges by providing a continuous delivery solution that helps improve visibility across the enterprise's deployment chain. Speed up application release cycles and improve business and operational agility. Reduce costs of application deployments and promote collaboration and alignment to DevOps approach.

Assure performance and reliability of digital services to consistently deliver exceptional customer experience, enterprise-class

monitoring, event management, and operational analytics bring together data from the entire IT environment, including storage, servers, VMs, operating systems, databases, middleware, and applications. And give IT teams a centralized, 360-degree view of the health and performance of their IT infrastructure. which will help your organization to:

- › Reduce event volume by decreasing event noise through analytics
- › Decrease false alarms by up to 90%
- › Lower mean time to repair by up to 75% Warn IT when a metric is trending out-of-band, up to 3 hours before a baseline is breached, with predictive analytics
- › Resolve 40% more incidents automatically



3.2. Data management & analytics

Data represent one of the most crucial assets in today's organizations. Vast quantities of data are being created and used in our daily business life. Many organizations still have lack of awareness as to what data are held and whether they are being well managed. Its highly imperative to have the right data for the right people at the right time. However very few institutions have formal strategies in place to manage and make the best out of their data.

MAGNOOS consultants can help your organization to realize the full potential value of its data assets and enable you to:

- › Build a solid foundation of strategic analytics products and take advantage of your data sources, regardless of whether your data is structured or unstructured or your data is on premise or in the cloud
- › Build and design a complete Enterprise Data Warehouse or/ and Enterprise Data Lake to meet business requirements for your organization
- › Install, configure, and support your data management environments whatever these will be on-premise or on cloud to discover important insights into the data and serve the customer better
- › Acquire tools and experience that are used in the implementation of Data Integration, Data Quality, Data Security, Data Governance, Cloud and Big Data and Analytics projects

DATA ANALYSIS AND DISCOVERY

Data analysis is a process of inspecting, cleansing, transforming, and modeling data with the goal of discovering useful information, informing conclusions, and supporting decision making. Our consultants' experience combined with powerful state-of-the-art tools will help you find, prepare, and govern data for analysis in a uniquely collaborative way that enables the business to make decisions even faster. Even with complex data sources, like streaming data, MAGNOOS could ingest data fast, and reliably to enable real-time analytics.

MAGNOOS Information Systems offers:

- › User-friendly interfaces
- › Rapid blending of data sets
- › Automated data discovery
- › Automated data quality
- › Data exploration with easy-to-use data visualization
- › Cloud-Ready, AI-driven intelligent streaming with event processing

DATA CLASSIFICATION

With the huge amounts of data being created and used every day, it is challenging to classify data and utilize it. Data classification is the process of sorting and categorizing data into various types, forms, or any other distinct class.

A machine learning-based data cataloging solution lets you classify and organize data assets across cloud, on-premises, and big data. It provides maximum value and reuse of data across your enterprise. Some features like automatic scanning & classification, business classifications, semantic search with intelligent facets, end-to-end data lineage, intelligent data suggestions, and high-performance data profiling provided by us helps enable organizations make the most out of its data.

DATA INTEGRATION

Combine data from many different sources regardless of whether your data is structured or unstructured or your data is on-premise or in the cloud. Load this data into the Enterprise Data Warehouse in real-time or batch mode typically for analysis, business intelligence and reporting purpose. Get single version of truth of your data rather than struggling with disparate silos of data. Utilize the development agility, enterprise scalability and operational confidence of the offered solutions.

DATA QUALITY

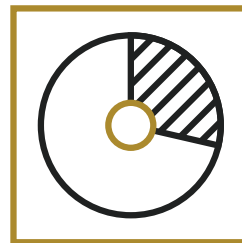
The hallmark of data quality is how well data supports the context in which it is consumed. Due to diverse nature and volume of data, the need to effectively monitor and control quality becomes important. Data quality enhances and supports decision-making process of an enterprise.

MAGNOOS offers optimistic strategy for Data Quality Management process which entails the establishment and deployment of roles, responsibilities, policies, and procedures concerning

the acquisition and maintenance. We also assist in guiding data quality initiatives from the initial step of profiling to the ongoing discipline of continuous monitoring and optimization. We are aligned with the Industry Standards to deliver to deliver the full range of data quality capabilities that Organizations require to ensure that all its data is complete, consistent, accurate, and current.

MASTER DATA MANAGEMENT

Master data management (MDM) empowers companies by improving the quality of their customer, product, supplier, asset, and channel partner data along with inferring relationships among the data such as which customer owns what products or which supplier operates from which locations. It solves many business problems by providing a unified architecture for creating quality data, managing multiple data domains, and delivering this information to business-critical decision-making applications and processes. MAGNOOS offers the right methodology to implement Master data management solution which identifies the most critical information within an organization existing as silos across multiple applications and create a 'Best Version of Truth (BVT)' view by centralizing all the core business entities, and their attributes, references, hierarchies, and so forth, into a master repository that



propagates this data into required transactional and analytical systems across the organization. MAGNOOS has industry certified experts who can drive implementations for achieving 360-degree view of master domains like Customer, Supplier, Reference, Product etc.

DATA SECURITY

Data Security & Privacy challenge organizations to meet different but very critical issues. Data security governs access to data throughout its lifecycle, whereas data privacy defines that access based on privacy policies and laws – for instance, who views personal, financial, health, or confidential data. Both help organizations improve the control of information access to reduce sensitive data risk, ensure compliance with industry or civil regulations, and implement data security best practices.

MAGNOOS security solutions help detect and protect critical data across the enterprise; lowering risk associated with cloud modernization, Hadoop, customer centricity, and data governance initiatives. Gain actionable data discovery & classification, risk scoring, behavioral analytics, and automated protection for structured, unstructured, cloud, big data, and relational systems.

Our solutions offer:

- › Enterprise visibility of sensitive data and risks
- › Intelligent sensitive-data policies
- › Orchestration and simulation of data protection
- › Risk analysis
- › Sensitive data proliferation
- › Dashboards, visualizations, reports, and alerts

- › Security infrastructure integration capabilities that Organizations require to ensure that all its data is complete, consistent, accurate, and current.
- › Data sub-setting and masking across
- › Production and Non-Production environments, according to business rules and data sensitivity
- › Policy-driven, role-based, real-time data protection

DATA GOVERNANCE

An effective data governance serves an important function within the enterprise to manage data completely across the organizational, architectural, and political silos in your company, setting the parameters for data management and usage, creating processes for resolving data issues and enabling business users to make decisions based on high-quality data and well-managed information assets. Developing a successful data governance strategy requires careful planning, the right people and appropriate tools and technologies. MAGNOOS helps organizations by establishing the Data Governance framework which involves implementation of one or more of the solutions (Data Quality, Business Glossary, Metadata Management, Master Data Management, Data Security and Application Retirement).

APPLICATION ARCHIVING & RETIREMENT

Exploding data volumes are difficult and costly to manage, and it impacts your IT organization, application end users, business decision makers, and budget. Control data growth in

production databases and retire legacy applications, while managing retention, ensuring compliance, and retaining access to business data.

Utilize a smart application archiving, partitioning or retirement solution and drastically reduce the cost of hardware, software used, retain seamless access to historical data, improve performance of decision-making systems and be aligned with data retention policies.

CLOUD DATA MANAGEMENT

Organizations have looked to cloud computing to improve competitiveness, recognizing the benefits of improved business agility, simplified businesses processes and reduced time-to-market. One of the biggest barriers to effective cloud adoption is connecting, synchronizing, and relating data, applications, and processes between cloud and on-premise systems.

MAGNOOS offers a Cloud-Services framework, which is made up of a growing number of data management products. The productivity of the environment is accelerated by a common user experience across all products, the AI/ML-driven intelligence engine, and a micro-services architecture. Solution extends beyond your traditional point-to-point integration by leveraging complete suite of Cloud Integration for batch and real-time patterns, Cloud Data Quality, Cloud Master Data Management, API Management, Cloud Data Security applications.

DATA VIRTUALIZATION

Data virtualization is a logical data layer that integrates all enterprise

data siloed across the disparate systems, manages the unified data for centralized security and governance, and delivers it to business users in real time. This presents a modern approach to data integration Unlike ETL solutions, which replicate data, data virtualization leaves the data in source systems, simply exposing an integrated view of all the data to data consumers. As business users drill down into reports, data virtualization fetches the data in real time from the underlying source systems.

New approach redefines data management for next generation helping companies to move from a data-driven business where users are drowning in data to a truly insights-driven business. This simplifies the access to the information for business users and applications, hiding the underlying complexity and bridging the gap between nowadays IT infrastructure and information consumers, exposing the data in a business-friendly manner. Our solutions provide agile, high performance data integration and data abstraction across the broadest range of enterprise, cloud, big data, and unstructured sources as real-time data services at half the cost of traditional approaches.

› LOGICAL DATA LAYER

Data virtualization provides a virtual approach to accessing, managing, and delivering data without replicating it in a physical repository.

› DATA INTEGRATION

Data virtualization integrates data siloed across all enterprise systems, regardless of data format, location, or latency.

➤ **DATA MANAGEMENT**

Data virtualization provides a centralized secure layer to catalog, search, discover, and govern the unified data and its relationships.

➤ **REAL-TIME DELIVERY**

Data virtualization delivers the integrated information in real time to the applications used by business users.

offline access on Mobile.

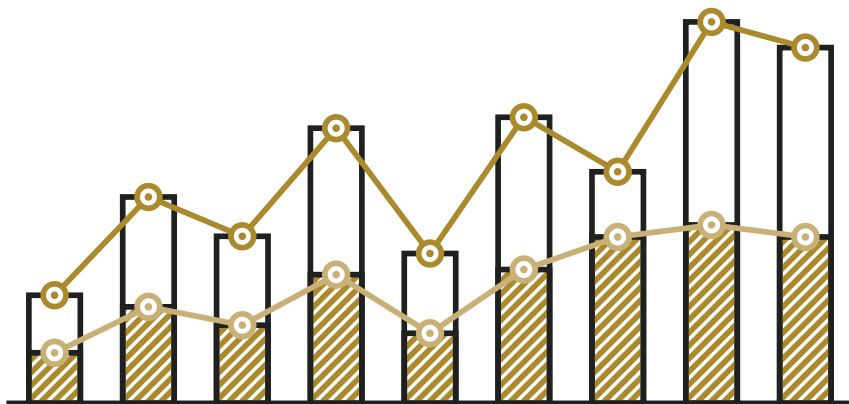
We are proficient in configuring platforms On-Premise (Linux & Windows) and on cloud (Microsoft Azure & Amazon Web Services). Manage environments through a single provisioning console with start/stop environment controls, real-time system monitoring, and one-click upgrades. Dynamically scale computational power – vertically and horizontally – to match system utilization.

BUSINESS INTELLIGENCE

With our expert team, build applications from scratch in minutes. Promote content to departments in under an hour. Scale personalized content to the enterprise in under a day. You could connect to data using 200+ native drivers and gateways for big data, NoSQL, MDX, CRM, ERP and RDBMS with optimized Data Access. Blend and transform data with integrated Data Preparation. Wrangle data using smart recommendations and visual profiling. We also assist in publishing applications to iPhone, iPad and android devices for instant mobile-optimized experiences using multi-touch, rotation, camera, GPS, and

We build custom applications, widgets, visualizations, and data connectors by using REST APIs, web and mobile SDK or the Cloud API. We use artificial intelligence tools to import data, add algorithms and publish back to your BI environment. We also support in building new Gateways to proprietary data systems.

We help organizations to arm hundreds of thousands of users with access to intelligence and applications. We help organizations establish single version of truth for the BI applications which enables to create reusable objects. We produce and share reusable application objects to establish rapid development of object-oriented applications.



Data is the new science. Artificial intelligence and Machine learning with Big data hold the answers

BIG DATA AND ANALYTICS

New data sources like social media sites, website logs, mobile devices and sensors generate unprecedented amount of unstructured and semi-structured data. The explosion of new data sources has not only provided organizations new opportunities to grow revenues and reduce costs but has also opened the door to possibilities. But manual processes for reconciling fragmented, duplicate, inconsistent, inaccurate, and incomplete data, as well as fragmented point solutions, result in dubious data and delayed business insights that can't be trusted.

Unleash the power of your data no matter its amount or location, either on premise or in the cloud. With our solutions for Big Data, you can ingest, prepare, catalog, master, govern, and protect your big data to deliver accurate and consistent big data insights from data lakes you can trust. With Big data, you can imagine advanced analytics use case which were unimaginable.

Our solutions offer a wide set of features including: Universal Data Access, High-Speed Mass Ingestion & Extraction, Visual Design Environment, and Flexible Server-less Deployment.

A systematic approach that quickly and repeatedly transforms ever-increasing amounts of big data into business value without risk is clearly the ingredient for success. MAGNOOS leverages the following solution offerings to make your big data projects successful.

Data lake management driven by machine learning

Fuel your data lake with trusted, relevant, and actionable data. You can find, prepare, catalog, master, govern, and protect raw data for your data lake. We remove the complexity of data lake management, so you can unleash the power of big data.

Find nearly any data to discover relationships that matter

Discover and integrate nearly any data anywhere. Our solutions simplify stream processing on top of open-source and proprietary streaming engines. You can repeatedly deliver more data faster to more targets with our support for Tableau Data Extracts and a hub-based publish/subscribe architecture.

Prepare and share data with governed self-service

Ensure faster business access to more trusted insights. This means your users get the right data at the right time.

INTELLIGENT DATA LAKE

The sheer volume of data being ingested into Hadoop systems is overwhelming IT. Business analysts eagerly await quality data from Hadoop. Meanwhile, IT is burdened with manual, time intensive processes to curate raw data into fit-for-purpose data assets. Big data cannot deliver on its promise if it brings progress to a grinding halt because of complex technologies and additional resources required to extract value.

Intelligent Data Lake enables raw big data to be systematically transformed into fit-for-purpose data sets for a variety of data consumers. With such an implementation, organizations can quickly and repeatedly turn big data into trusted information assets that deliver sustainable business value.

- › Find any Data
- › Discover data relationships that matter
- › Quickly prepare and share the data
- › Operationalize data preparation into re-usable workflows
- › Run AI/ML projects at scale

BIG DATA MANAGEMENT

The gold standard in data management solutions for integrating, governing, and securing big data that your business needs to extract business value quickly. The Hadoop eco-system is rapidly changing with new innovations continuously emerging in the open source community. Big Data Management builds on top of the open-source Hadoop framework and preserves all the transformation logic in your data pipelines. As a result, Hadoop innovations are implemented

faster with less impact and risk to production systems.

- › Data Integration on Hadoop
- › Performance Optimization
- › Dynamic Schemas & Mapping Templates
- › Data Profiling on Hadoop
- › Data Quality on Hadoop
- › Complex Data Parsing on Hadoop
- › Universal Metadata Services
- › End-to-End Data Lineage
- › Universal Data Access
- › High-Speed Data Ingestion and Extraction
- › Data Discovery on Hadoop

INTELLIGENT STREAMING

Intelligent Streaming allows organizations to prepare and process streams of data and uncover insights while acting in time to suit business needs. Intelligent Streaming provides pre-built high-performance connectors such as Kafka, HDFS, NoSQL databases, and enterprise messaging systems and data transformations to enable a code free method of defining your data integration logic. And data flows can be scheduled to run at any latency (real time or batch) based on the resources available and business SLAs.

Derive maximum value from IoT streams by gathering and analyzing the information immediately and at an ever-increasing scale.

- › High-performance streaming analytics with reliable quality of services
- › Real-time decisions with business rules

- › Streaming data management on a foundation of open source technologies
- › Simple, centralized configuration, administration, and monitoring
- › High Availability, Scalability and Architectural Flexibility

AUTOMATED MACHINE LEARNING (AutoML)

Automated machine learning (AutoML) is the process of automating the process of applying machine learning to real-world problems. AutoML covers the complete pipeline from the raw dataset to the deployable machine learning model.

AutoML is the perfect artificial intelligence-based solution to the ever-growing challenge of applying machine learning. The high degree of automation in AutoML allows non-experts to make use of machine

learning models and techniques without requiring becoming an expert in this field first.

MAGNOOS leverages the following solution offerings to make your AI projects successful.

- › Automatic Machine Learning is the process of automating algorithm selection, feature generation, hyperparameter tuning, iterative modeling, and model assessment.
- › AutoML tools make it easy to train and evaluate machine learning models.
- › Automating the repetitive data science tasks allows people to focus on the data and the business problems they are trying to solve.

Smart CEOs should be thinking about AI and its impact on their respective business.

Fei-Fei Li, Professor of Computer Science

3.3. Robotic Process Automation (RPA)

RPA helps in seamlessly automating tasks that are highly manual, predictable, repetitive, error-prone and require low human discretion. Automating these low-value activities allows organizations to focus on activities higher up in the value chain.

RPA can be imagined as a box of 'capabilities' which can be chained together to automate tasks.

TYPICAL BUSINESS PROCESSES THAT CAN BENEFIT FROM RPA IMPLEMENTATIONS

Onboarding

Multiple task in client partner, vendor and employee onboarding.

Reconciliations

Simple and complex reconciliations across multiple data sets.

KYC/CIP

Gathering and validation of data used in the KYC process

Finance & Accounting

Report data compilation, reconciliation and error checks

Data Acquisition

Automated acquisition and validation of data from multiple sources

Other Operational Process

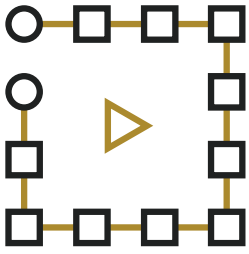
A host of other manual operational process

EMAIL	DATA EXTRACTION	DATA ENTRY
<ul style="list-style-type: none"> › Monitor email › Email rules – different action based on sender, folder etc. › Read email & copy contents › Download attachments › Send email 	<ul style="list-style-type: none"> › Get data from webpage / application / document › Extract 'structured' data from a webpage – e.g table › Extract output in various formats – xls, csv, word, xml, json etc. › Login and navigate application menus/ pages 	<ul style="list-style-type: none"> › Enter data in specific fields in an existing system form › Make appropriate selections on form fields – e.g combo boxes, radio buttons etc. › Submission of entered data in application

TRANSFORMATIONS	CALCULATIONS	FILE & FOLDER OPS
<ul style="list-style-type: none"> › Transform data from one format to another › Rules-based transformation › Enrich with other data › Typical formats handled – xls, txt, csv, pdf, edi, xml etc 	<ul style="list-style-type: none"> › Compare two sources of data to find similarities, differences › Execute mathematical and other formula during transformation › Create data files based on calculations 	<ul style="list-style-type: none"> › Open, close read files of various types › Name / rename file › Create folders › Save files in folders › Move files between folders

BENEFITS OF RPA

- › **COST AND SPEED**
Working round the clock, a typical RPA bot cuts FTE cost by upto 30%
- › **MINIMAL IT EFFORT**
Running on top of IT infrastructures, RPA requires only user access without system integration.
- › **FLEXIBILITY TO SCALE UP OR DOWN**
Ability to adapt with changing business needs. Quickly add more bots rather than ramping up the team.
- › **FOCUS ON WHAT MATTERS**
Re-deploy human workforce towards strategic, high value activities to achieve business growth and competitive edge.
- › **INCREASE QUALITY AND CONTROL**
Significantly increases accuracy and compliance, and records actions for detailed monitoring.
- › **ANALYTICS**
Analyzing The performance data generated, RPA enables continuous process improvement.



THE MAGNOOS ADVANTAGE

A. MAGNOOS RPA CENTRE OF EXCELLENCE (COE)

MAGNOOS partners with clients to help define their RPA strategy – this includes selection of processes for RPA, POCs, platform and tool selection.

We also work with clients on implementing RPA where we map candidate processes, set up the bot and manage implementation all the way until benefits are realized.

Our RPA COE brings the right mix of business expertise, skills platform experience and partnership to our client's engagements, helping our clients continuously derive full benefits from their RPA implementations.

B. MAGNOOS ACCELERATOR

In addition to the business, operations and technology acumen in our COE, we also bring a set of proprietary accelerators to our RPA. Our accelerators focus on automation prioritization, budget/ROI optimization and governance angels of RPA implementations.

Clients benefits from our focus on these critical aspects of implementation which can greatly reduce time, while increasing accuracy.

➤ **EVALUATION STAGE: PROCESS INVENTORY QUESTIONNAIRE**

Quickly gather high-level process data and metrics to build an inventory. Focus on rapid data gathering.

➤ **CANDIDATE PRIORITIZE**

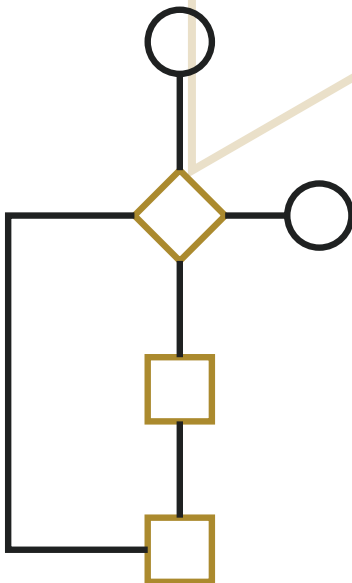
Quick analytics on questionnaire data and business priorities to identify ideal automation candidates. Focus on implementation ROI.

➤ **SOLUTION DESIGN**

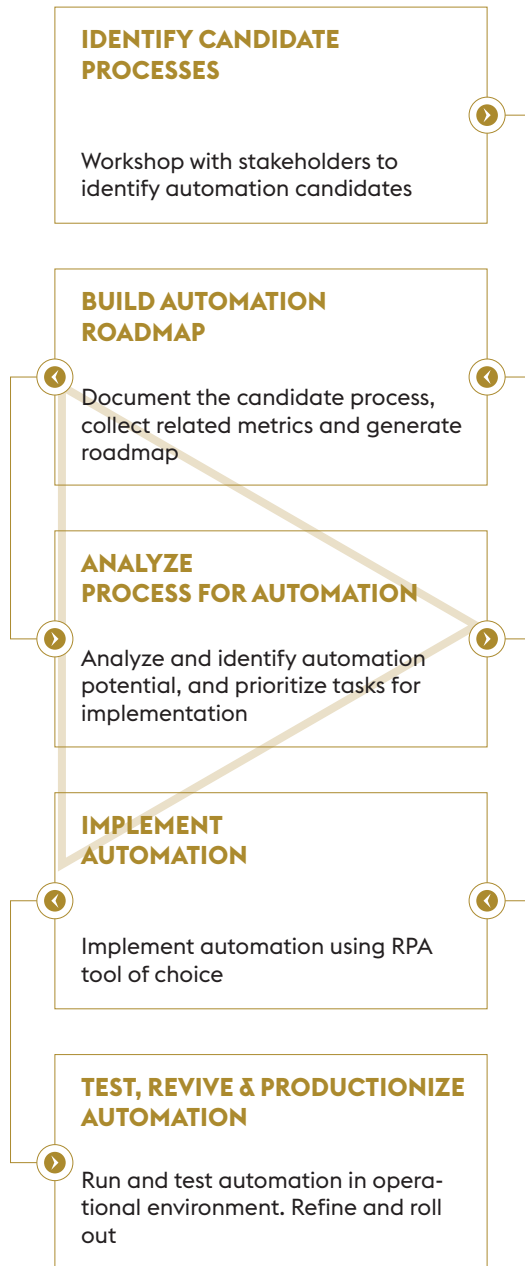
Formal methods of documenting and designing process automation. Focus on design of functionality, technology and data.

➤ **PROOF OF CONCEPT/VALUE**

Identify proof points and build quick proofs of concept / value to validate them. Focus on implementation risk mitigation.



THE MAGNOOS METHODOLOGY



A typical automated process can be rolled in 2-3 weeks' time.

4. Outsourcing services

Industry sectors such as banking, Insurance, Oil & Gas, Energy, Manufacturing, Telecoms and Transport, as well as State Authorities and Public Utility Companies are in a constant need for experts to address their ever changing business requirements, regulations and technological evolution. Their competence is depended on the quest of knowledge, the adoption of industry skills and the implementation of best practices, elements that are not necessarily within the mainline of their business objective. The recruitment of permanent staff to address special or temporary needs, hides serious risks and weaknesses that are difficult to leverage with relevant investments.

Some factors of Permanent Recruitment of experts versus Outsourced/Residency Consulting Expert Services that you should take into account are:

- › Time to respond
- › Permanence of need
- › Transfer of industry skills & practices
- › Failure to deliver
- › Future obsolescence of knowledge
- › Legitimate absences
- › Problems in human behavior
- › Impact on dismissals
- › HR surplus
- › Cost & ROI



Banking & Financial Services



Healthcare



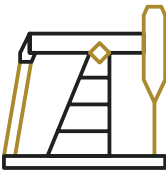
Retail

MAGNOOS Outsource and Residency Expert Services enable leading enterprises and organizations to cover their needs in a spontaneous and effective way and on justified cost. MAGNOOS undertakes the responsibility to deliver the services, regardless of individuals, while the Customers retain the right of choice of the consultants. With long and vast experience in the area of IT and Information Systems Management MAGNOOS is a proven provider of consulting services. Our high level consultants offer advisory and professional services at the premises of our customers. MAGNOOS Services are ISO 9001 2000 and 27001 2013 certified. The certification covers the whole process, from the selection of consultants to the assurance of customer satisfaction.

We hire our consultants with strict criteria based on their academic background, experience, professional competence, skills and character. From the very start of their employment, we invest on their lifelong professional education and skills development.

In parallel, MAGNOOS specialization in implementing the following technologies constitutes an important source of consolidated knowledge that enriches the competence of our consultants and adds a unique advantage to our customers.

- › Data Management & Business Analytics
- › Big Data, Machine Learning & Artificial Intelligence
- › Digital Service Management & Service Assurance
- › Digital Business Automation & Robotic Process Automation



Oil & Gas



Telecoms



**Government
sectors**

5. Partners & clients

MAGNOOS partners with world leading software vendors and provides their proprietary software, implementation, support and

training services. Also MAGNOOS provides management & consulting services in cooperation with world renowned consulting firms.



Abu Dhabi Islamic Bank, UAE | ADNOC, UAE | Ahli United Bank, KW | Arab Banking Corporation, BH | Bank Al Jazira, KSA | Burgan Bank, KW | Commercial Bank Dubai, UAE | Commercial Bank International, UAE | Department of Culture & Tourism Authority, UAE | Department of Transport, UAE | Dubai Electricity & Water Authority, UAE | Dubai Financial Market, UAE | Dubai Properties, UAE | Emaar Properties, UAE | Emirates NBD, UAE | ETISALAT, UAE | First Abu Dhabi Bank, UAE | Gulf International Bank, BN | Habib Bank Limited, PK | Higher Colleges of Technology, UAE | HSBC, KSA | IFFCO, UAE | Invest Bank, UAE | MAF CARREFOUR, UAE | METLIFE ALICO, UAE | Ministry of Human Resources & Emiratization, UAE | National Health Insurance Company - DAMAN, UAE | OOREDOO, QA | Public Institution for Social Security, KW | RAKBANK, UAE | SAMBA, KSA | TADAWUL, KSA | TWOFOUR54, UAE | UAE University, UAE | United Arab Bank, UAE | Wallstreet Exchange, UAE

MAGNOOS Information Systems LLC | We are making **IT** smarter
ABU DHABI, ATHENS, ALEXANDRIA, DUBAI, HYDERABAD, RIYADH

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