

COMPANY PROFILE

DIGITAL TRANSFORMATION SERVICES

WHO WE ARE

- **DIGITAL TRANSFORMATION AND SOFTWARE SERVICES COMPANY.**
- **OUR MISSION:**
 - **HELP ORGANIZATIONS NAVIGATE THROUGH THE VAST AVAILBLE OPTIONS TO DIGITALLY TRANSFORM**
 - **HELP THEM MAKE THE BEST CHOICE**
 - **HELP THEM PLAN FOR THAT CHOICE**
 - **HELP THEM MAKE THAT CHOICE A REALITY**

WHAT WE DO

DIGITAL
TRANSFORMATION

BUSINESS PROCESS
ENGINEERING

SOFTWARE
SOLUTIONS

DIGITAL TRANSFORMATION

- **HOW CAN WE LEVERAGE DIGITAL TECHNOLOGY TO INCREASE REVENUES AND REDUCE COSTS?**
- **DO WE NEED TO DEVELOP CUSTOM SOLUTIONS OR PURCHASE READY-MADE APPLICATIONS?**
- **WHICH VENDORS CAN WE RELY ON IN THIS JOURNEY?**
- **HOW CAN WE MANAGE CHANGE AND TRANSFORMATION IN OUR ORGANIZATION TO ACCOMMODATE THIS JOURNEY?**

BUSINESS PROCESS ENGINEERING

- **DOCUMENT CURRENT PROCESSES AND ACQUIRE ACCURATE CONSENSUS OF HOW THINGS ARE ACTUAL OPERATIONS.**
- **IDENTIFY THE AREAS OF IMPROVEMENT THAT CAN HELP INCREASE REVENUES OR REDUCE COSTS.**
- **BUILD CONSENSUS ON THE NEW PROCESSES AMONG ALL STAKEHOLDERS TO SMOOTHEN IMPLEMENTATION.**
- **DEFINE AND IMPLEMENT KEY PERFORMANCE INDICATORS.**

SOFTWARE SOLUTIONS

- **NAVIGATE THROUGH BUILD-OR-BUY**
- **IF WE BUY**
 - **WHICH SOLUTION**
 - **WHICH VENDOR**
 - **MANAGE RFP AND IMPLEMENTATION ON YOUR BEHALD**
- **IF WE BUILD**
 - **DESIGN, BUILD AND LAUNCH SOLUTION**
 - **ENSURE FREQUENT AND ACCUMALATIVE VALUE**
 - **ACCOMMODATE USERS' AND STAKEHOLDERS' FEEDBACK**

SALES COMMISSION

THE CHALLENGE

- LARGE AND DIVERSE SALES FORCE DISTRIBUTING PRODUCTS
- PLENTY OF BUSINESS RULES AND VARIABLES TO CALCULATE COMMISSIONS
- OFTEN RESULTS ARE MARRED WITH ERRORS



THE SOLUTION

- SALES COMMISSION SYSTEM THAT READS DIRECTLY FROM SAP
- SALES COMMISSIONS ARE CALCULATED AUTOMATICALLY AND INSTANTLY

THE IMPACT

- MILLIONS SAVED IN MAN-HOURS AND MISTAKES CORRECTION

VENDOR PORTAL

THE CHALLENGE

- VENDORS INVOICES AND PAYMENTS ARE OFTEN LATE
- VENDORS ARE UNABLE TO SEE THE STATUS OF THEIR PAYMENTS WHICH STRAINS RELATIONS WITH CUSTOMER
- APPROVAL OF PAYMENTS IS NOT PROPERLY GOVERNED



THE SOLUTION

- VENDOR PORTAL DEVELOPED TO PROVIDE ACCESS AND VISIBILITY TO VENDORS
- INVOICES ARE UPLOADED IN A GOVERNED FRAMEWORK

THE IMPACT

- IMPROVED RELATIONSHIPS AND SUPPLYING FROM VENDORS
- IMPROVED FINANCIAL VISIBILITY ON CASH OUTFLOWS

MEMBERS' PORTAL



THE CHALLENGE

- THOUSANDS OF MEMBERS WITH OUTDATED CONTACT INFORMATION
- DIFFICULT TO FOLLOW UP ON MEMBERSHIP DUE FEES AND THEIR COLLECTIONS
- INABILITY TO REACH MEMBERS AND SHARE IMPORTANT INFORMATION

THE SOLUTION

- MEMBERS PORTAL THAT HELPS MEMBERS SELF-ACCESS AND SELF-HELP
- ALLOW MEMBERS TO RENEW MEMBERSHIPS AND PAY ONLINE

THE IMPACT

- ENHANCED COLLECTION AND CASH FLOW
- IMPROVED SATISFACTION AND ENGAGEMENTS FROM MEMBERS

PAYMENT AUTOMATION **ExxonMobil** FFWD

THE CHALLENGE

- PAYMENT PROCESS WAS VERY SLOW
- DELAYED PAYMENTS LED TO POOR SUPPLY OF PRODUCTS AND SERVICES
- STRAINED RELATIONS WITH VENDORS

THE SOLUTION

- PROCESS ENGINEERING TO STREAMLINE THE PROCESS
- AUTOMATED PAYMENT SOLUTION TO SPEED THE PAYMENT PROCESS

THE IMPACT

- SIGNIFICANT COSTS SAVINGS AND PROCESSING PAYMENTS
- IMPROVED RELATIONS WITH VENDORS

SAMPLE OF OUR PAST SUCCESSES





CONTACT US

OMAR KANDEEL – PRINCIPAL CONSULTANT

O.KANDEEL@THEFFWD.COM

+20 1143111147