



A decorative element on the left side of the slide consisting of three vertical lines of varying heights and colors: a thin white line, a thin orange line, and a slightly thicker orange line.

# Company Profile

# AGENDA

01 ExD - At a Glance

02 SAP

03 Oracle

04 Digital

05 Outsourcing

06 Optimisation

07 Core Values

# At a Glance

## Technology Services

- ERP
  - SAP S/4HANA
  - SAP Business One
  - SAP Business By Design
  - SAP C/4HANA
  - SAP Ariba
  - SAP SuccessFactors
  - SAP Fiori
  - SAP Analytics
  - Oracle EBS
  - Oracle Cloud
  - IFS
- Digital
  - Secondary Sales Solution
  - Big Data Analytics
  - E-commerce (Shopify/Magento)
  - AI Chatbot

## Outsourcing Services

- IT Outsourcing
  - IT/HR/Finance Organization
  - IT Support Helpdesk
  - Software Development
  - Infrastructure Management
  - E-commerce
  - Digital Media Marketing
- Accounting
  - Back office services
- Offsite Support
  - Help Desk (<http://support.exdnow.com/>)
- Onsite Support
  - Dedicated Resources
  - On call basis

## Optimization Services

- Technology Selection
- Business Process Reengineering
- Change Management
- System Audit & Review
- IT Organization Design
- Development of IT Strategy
- IT Procurement Services
- IT Contract Negotiation
- TCO Reduction
- Training

# Office Locations



# Awards



Trainee Development - Gold





# Partner Center of Expertise

**SAP®** Certified  
Partner Center of Expertise

# Recognitions



UNITED NATIONS  
UNCTAD

## INFORMATION ECONOMY REPORT

# 2012

The Software Industry &  
Developing Countries

ExD was highlighted in the **UNCTAD Information Economy Report 2012** from United Nations.

### Box IV.4. Generating revenues on open source in Pakistan: the case of Excellence Delivered

Excellence Delivered ([www.exdnow.com](http://www.exdnow.com)) was founded in Pakistan in May 2010 by a native entrepreneur with experience from software TNCs such as SAP and Oracle. From the outset, Excellence Delivered focused on developing FOSS products and technologies. The company has won contracts in competition with leading proprietary software vendors to deploy 1,200 users with OpenOffice and an open source-based operating system for the leading bottler of Pepsi Cola International. The company continues its commitment to open source software and has developed, inter alia, a global human resource management system based on the PostgreSQL database (<http://www.postgresql.org/>). It competes in the area of feature functions against similar offerings of global vendors and is available online. Excellence Delivered is also developing Android applications for business intelligence and other applications to supplement its technology offering.

Source: UNCTAD.



# Partners





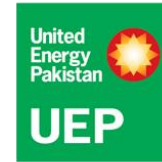








# Our Customers



# Our Customers – List

## North America

- Fidelity & Investments
- Bain & Co
- Jobfox.com
- CERRACAP Ventures
- Sourceforge, LLC

## Middle East

- Gulf Union Foods Group, Saudi Arabia
- Middle East Paper Company, Saudi Arabia
- Saudi Aramco
- Safer E&P Operations Co, Yemen
- Al-Qahtani Pipe Coating and Terminal, Saudi Arabia
- Zealcon Engineering, Saudi Arabia
- Almutlaq Real Estate Investments, Saudi Arabia
- Sinsina Corner Company for Contracting, Saudi Arabia
- Saudi Industrial and Technical Services, Saudi Arabia
- Almutlaq Group Investments, Saudi Arabia
- Almutlaq Furniture Retail, Saudi Arabia
- Almutlaq Furniture Manufacturing, Saudi Arabia
- Almutlaq Services & Manufacturing Company, Saudi Arabia

- WASCO, Saudi Arabia
- Saudi Electric Services Polytechnic, Dammam, Saudi Arabia
- Rabiah & Nassar Group, Riyadh, Saudi Arabia
- Rabiah & Nassar Project, Dammam, Saudi Arabia
- Rabiah & Nassar Industrial Equipment, Riyadh, Saudi Arabia
- Rabiah & Nassar Mining, Riyadh, Saudi Arabia
- RANCO Farms, Riyadh, Saudi Arabia
- Gulf Union Foods Company, Riyadh, Saudi Arabia
- Anhar Al-Majd, Jordan
- GUFCO Trading, UAE
- Abdel Hadi Abdullah Al-Qahtani & Sons Co., Dammam, Saudi Arabia
- DicoTech, Qatar
- Messaieed Power Company Limited

## Pakistan

- Orient Operating
- Orient Power
- LTH JV – New Benazir Bhutto International Airport site
- Habib Construction Services
- Bareeze
- Rungrez
- University of Lahore
- Shakoor and Co.
- Schneider Electric
- HKB

- Ghani group
- Pepsico Faisalabad, Punjab Beverages Pvt Ltd
- Pepsico Gujranwala, Naubahar Bottling Company Pvt Ltd
- Ismail Industries Ltd.
- Hilton Pharmaceuticals
- Hudson Pharmaceuticals
- Nestle, DRDF (Daily Rural Development Fund)
- Ministry of Agriculture, Punjab
- Sui Northern Gas Pipelines (SNGPL)
- LUMS
- CSH Pharmaceuticals
- Lahore High Court
- Punjab Education Foundation
- Banu Mukhtar Contracting (Pvt.) Ltd
- Banu Mukhtar Products (Pvt.) Ltd
- Mukhtars
- Banu Mukhtar Concrete (Pvt.) Ltd
- Rino Pre engineering (Pvt.) Ltd
- Prefabs Systems (Pvt.) Ltd
- Allied Bank Limited (ABL)
- Punjab IT Board
- Pakistan Software Export Board
- Saba Power
- Lahore American School
- Candyland

# Our Customers – List

## Pakistan

- Pakistan State Oil
- Pakistan Petroleum Ltd.
- Bisconni
- Snack City
- Hudson Pharma
- Qarshi Group
- Qarshi Brands
- Qarshi International
- Qarshi Research International
- Qarshi Holdings
- Sefam
- Bareeze Man
- Shahnameh
- Rang Ja
- Minnie Minors
- Leisure Club
- Kayseria
- Working Woman
- Armani
- Ralph Lauren
- The Entertainers
- Zaha
- Khas Stores
- Beechtree
- Pepperland
- Ghani Gases
- Hi-Tech Lubricants
- Hinovex Pharma
- Progressive Associates
- Hinucon
- Immediate Enterprises
- Century Chemicals
- Al-Azeem Petroleum
- Inchem International
- Cytogen Center
- Malir Farms
- Well Printers
- CSH Pharmaceuticals – North (Pvt) Ltd.
- MCB Bank
- MCB Islamic Bank
- National Bank of Pakistan
- Lucky Knits
- Loft Commercials
- Allied Bank
- Bahauddin Zakariya University
- Engro Corp
- Engro Foods
- Engro Fert
- Nishat Chunian Ltd
- Nishat Power
- Hyundai Nishat Motors
- Orient Energy
- Progressive Education Network
- Packages Ltd
- DIC Pakistan
- Bulleh Shah Packaging Ltd
- FESCO
- Honda
- AGPR
- Universal Service Fund
- Transfopower Ltd
- Trans World Associates
- Trans World Enterprise Services
- Trans World Infrastructure Services
- TES Media
- Asian Foods
- Mari Petroleum Company Limited
- Lahore Waste Management Company
- Raani Emaan's
- Jinnah
- Servtex
- Maria B Designs
- Gul Bottlers
- Panasian Group
- VPL Ltd
- Premval Pvt. Ltd.
- Equinox Pvt. Ltd.
- Viva Sal Foods
- Ittehad Chemicals
- Ibadat Educational Trust
- Army Welfare Trust
- Askari Guards Ltd
- MAL Pakistan Ltd
- Sharif Dairies
- Medical Devices
- Euro Oil
- Sky Electric
- Pearl Tex
- Faysal Bank
- United Energy Pakistan
- Securities & Exchange Commission of Pakistan





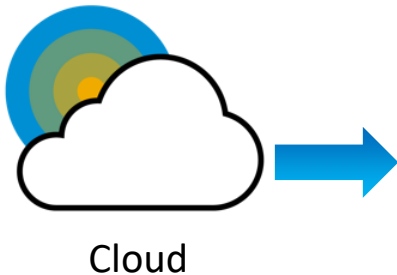
## Our Team

We have one of the most experienced and qualified team in the region. All of our team leads hold degrees from the top universities and are also certified in the relevant products & services.

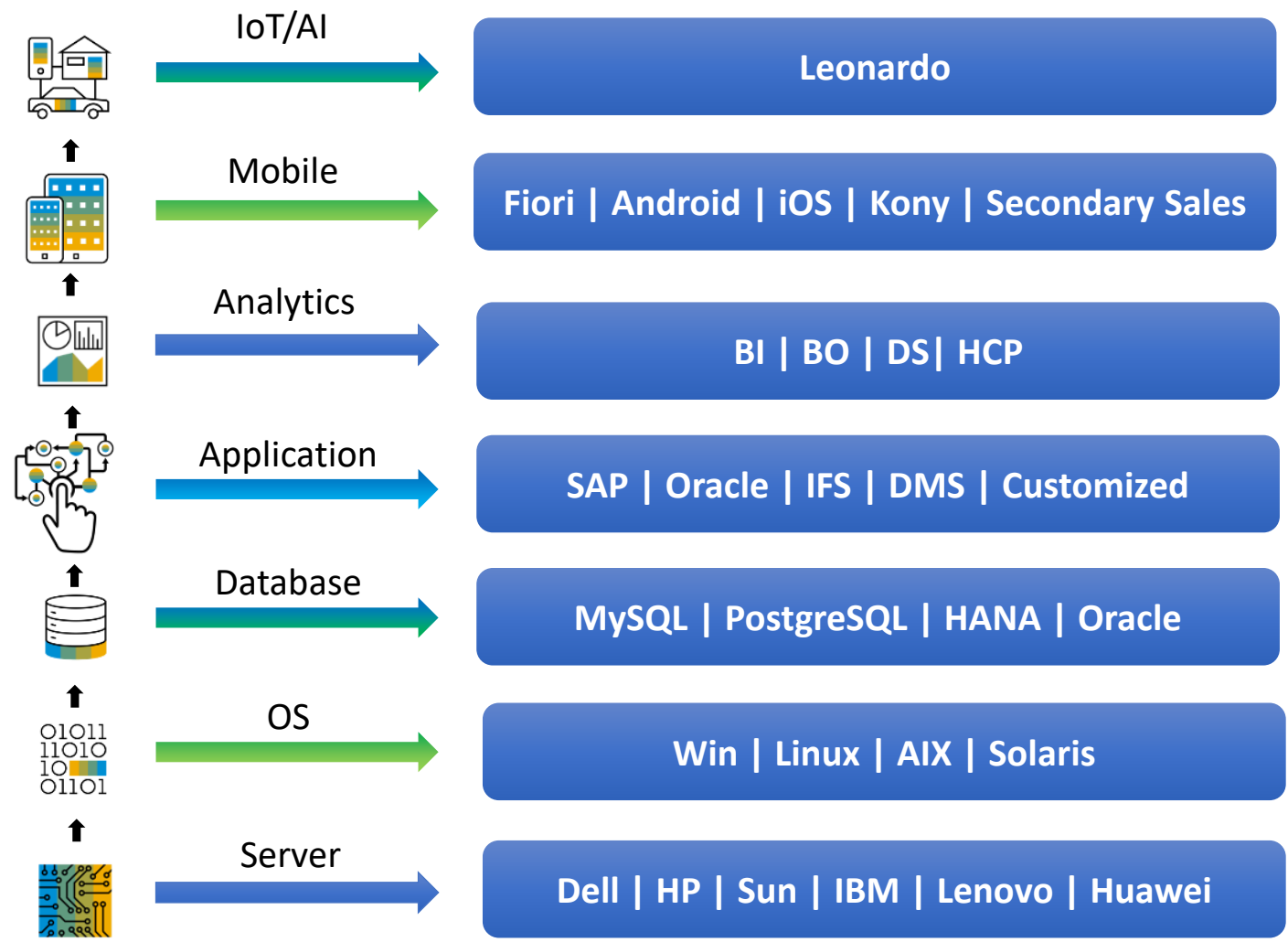
### **Skills and qualifications:**

- More than 150+ certified resources working around the globe
- SAP S/4HANA Certified & Experienced in FI, CO, MM, PS, PP, SD, PM, HR, SuccessFactors, Ariba, Basis, ABAP, Fiori, MDG, EHS, BPC, etc.
- Salesforce Certified Administrators
- Chartered Accountants/ACCAs/CPAs/MBAs/Engineers
- Oracle Certified/Experienced in Financials, HR, Payroll, Purchasing, Manufacturing (Discrete and Process), Inventory, OM and BI etc.
- Customized Software development (Java, PHP, PL SQL, .Net, ASP)

# Typical IT Footprint



Xparty Integration



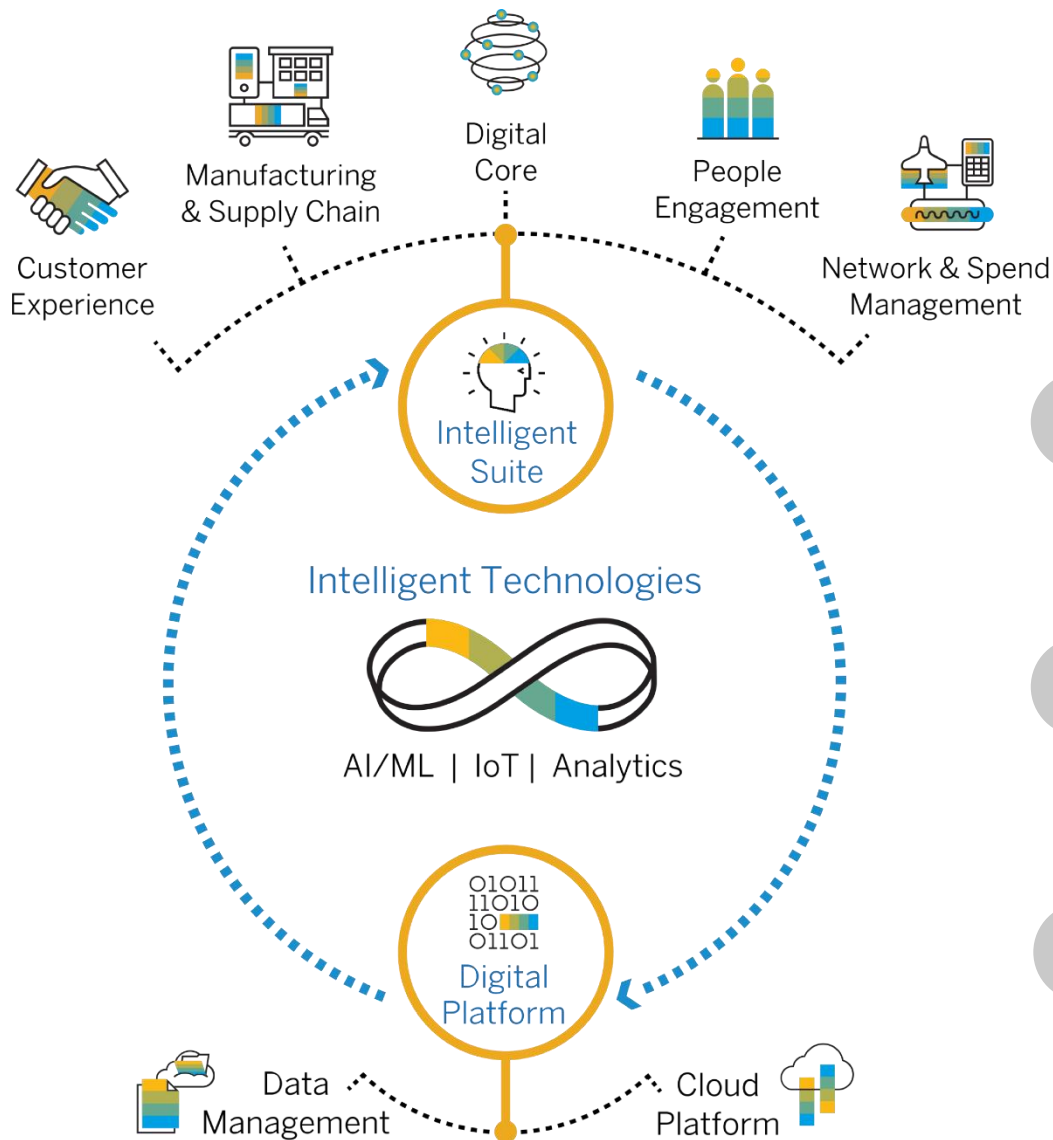
Excellence Delivered – A Complete Company



## SAP with ExD

# Intelligent Enterprise

THE INTELLIGENT ENTERPRISE  
features **3 KEY COMPONENTS**:



- 1 Intelligent Suite
- 2 Data Platform
- 3 Intelligent Technologies





# Technology Services | SAP Skill Matrix

## Our SAP Team consists of:

- Certified Consultants in relevant modules
- SAP Support Certified Consultants
- Chartered Accountants / CPAs

## We provide SAP services in

- Licensing
- Implementation of on premise solutions
- Implementation of cloud services
- Upgrade
- Quality Assurance
- Health Check
- Support Service
- SAP Education

## Expertise

- |                                    |  |
|------------------------------------|--|
| ▪ Financials (FI)                  | ▪ S/4HANA  |
| ▪ Controlling (CO)                 | ▪ C/4HANA  |
| ▪ Materials Management (MM)        | ▪ Service Management (SM)                          |
| ▪ Plant Maintenance (PM)           | ▪ Business Intelligence (BI)                       |
| ▪ Sales and Distribution (SD)      | ▪ Business Warehouse (BW)                          |
| ▪ Human Capital Management (HCM)   | ▪ Business Objects (BO)                            |
| ▪ Quality Management (QM)          | ▪ SuccessFactors                                   |
| ▪ Warehouse Management (WM)        | ▪ Ariba  |
| ▪ Variant Configuration (VC)       | ▪ Web Dynpro                                       |
| ▪ Project Systems (PS)             | ▪ Advanced Business Application Programming (ABAP) |
| ▪ Equipment Tools Management (ETM) | ▪ BASIS  |
| ▪ Governance Risk Compliance (GRC) |  |

# Industry Wise SAP Clients

	SAP Modules																		
	FI	CO	SD	MM	PP	QM	HCM	FM	PM	BO	HANA	WM	JVA	PS	IS	CRM	EP	IM	SRM
FMCG	X	X	X	X	X	X	X	X	X	X	X	X				X	X		
Pharma	X	X	X	X	X	X	X	X	X	X	X	X		X			X		
Chemicals	X	X	X	X	X	X	X	X	X	X		X					X		
Paper & Board	X	X	X	X	X	X	X	X	X	X		X			X		X		
Oil & Gas	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X		X	X	X
Education	X	X		X			X	X		X				X	X	X	X		
Financial Services	X	X	X				X	X			X						X		
Retail	X	X	X	X			X			X		X		X			X		
Telecom	X	X		X			X	X		X							X		
Public Sector	X	X		X					X	X		X							
E&CO	X	X	X	X	X	X	X		X	X		X					X		
Textile	X	X	X	X	X	X	X		X	X					X				



Oracle with ExD



# Technology Services | Oracle ERP

## **Oracle E-Business Suite and Oracle Fusion**

- Financials
- Purchasing
- Inventory
- HRMS
- Manufacturing
- Projects
- Advanced Supply Chain Planning
- Enterprise Asset Management
- Business Intelligence

## **Oracle Customer Relationship Management**

## **Oracle Trainings**

## **Oracle ERP Services**

- Licensing
- Implementation
- Upgrade
- Quality Assurance
- Health Check
- Support Services

# Oracle Skill Matrix

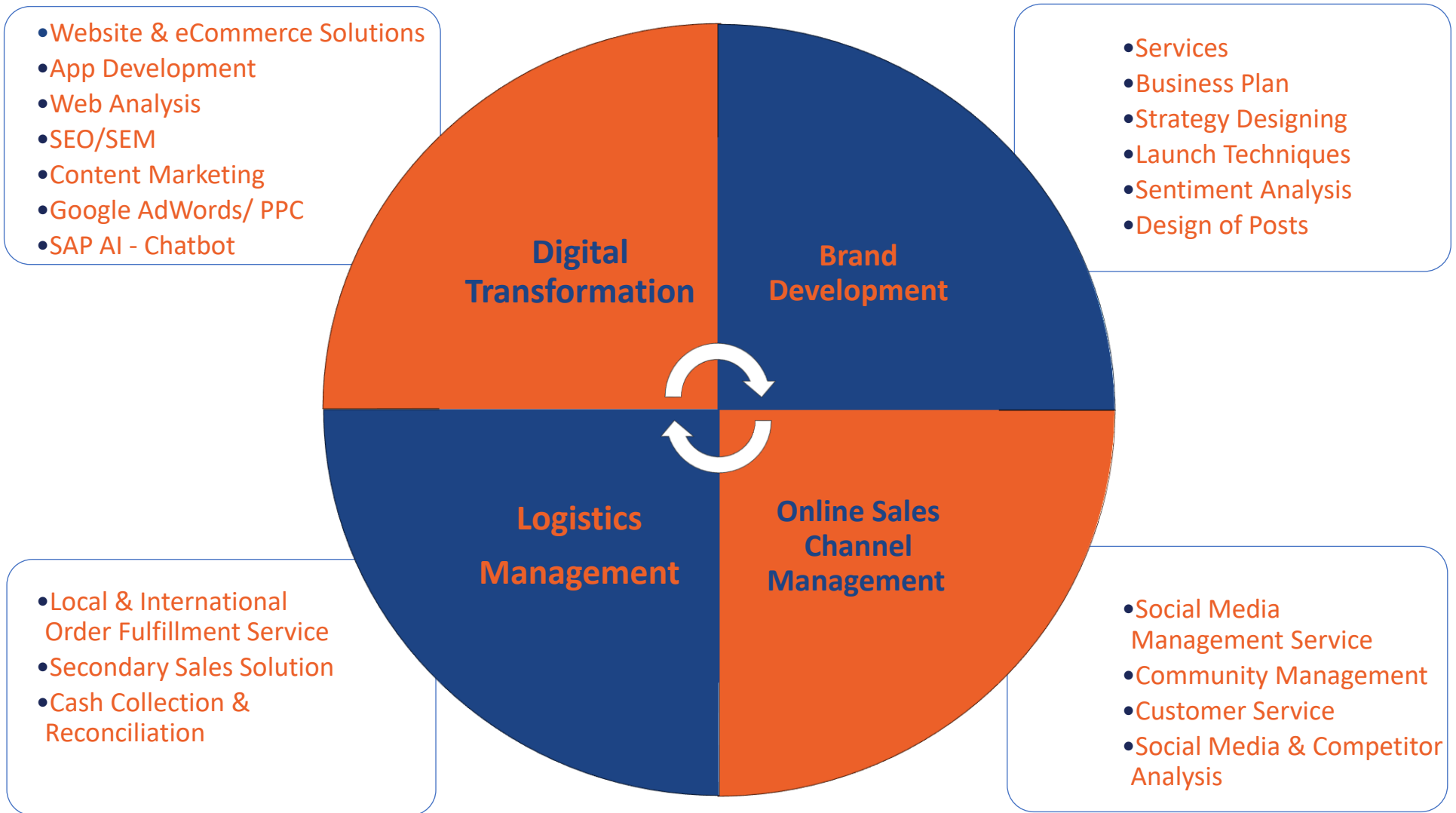
Module/Industry	Utilities & IPP	Public Sector	Financial Services	Telecom	Textile	Education	Retail	Oil & Gas	Health	Manufacturing
Oracle Financials	X	X	X	X	X	X	X	X	X	X
Oracle Supply Chain	X	X	X	X	X	X	X	X	X	X
Oracle HRM	X		X	X	X	X				X
Oracle Business Intelligence	X		X	X	X		X			X
Oracle Sourcing & Contracts	X	X								
Oracle Manufacturing					X					X
Oracle eAM	X				X					X
Oracle Projects	X	X								
Oracle Process Manufacturing					X					X
OAF Framework/Report Development	X	X	X	X	X	X	X	X	X	X
Oracle DBA/App Cluster/Data Warehousing/Security	X	X	X	X	X	X	X	X	X	X
Oracle Engineered Systems/exadata			X	X						





**ExD Digital**

# ExD Digital





# Digital Services | Mobile App Development

## Platforms

- iOS
- Android
- SAP Fiori & HANA
- Kony

## Key Apps

- Secondary Sales
- Farmer Training System
- Sugarcane Order Management
- Standard SAP Fiori Workflows
- Attendance Systems





# Outsourcing Services



# Outsourcing Services

## Help Desk

- SAP Standard features Support
- SAP HANA Support
- Implementation Specific Support
- Key and End User Trainings
- Data Reconciliations
- Documentation of Existing Implementation
- Custom Developments SAP and Other Technologies

## Our onsite support may be on

- Dedicated resources
- On call basis

## IT Outsourcing

- IT/HR/Finance Organization
- IT support Helpdesk
- Software Development
- Data Validation





# Outsourcing Services

## Accounting

- Back office services like Expenses, Payroll etc.

## Infrastructure

- Management of Operating System  
(Linux, Windows, AIX, Solaris)
- Management of Servers  
(Sun, HP, Dell, Fujitsu, IBM- CISC and RISC architectures)
- Management of security equipment (Cameras, DVR etc)
- Management of Email and Web servers
- Management of Data Centers
- Management of Desktop environment



# Optimisation Services





# Optimization Services

- Technology Selection
- Business Process Reengineering
- Change Management
- System Audit & Review
- IT Organization Design
- Development of IT Strategy
- Systems Architecture/ Infrastructure development & deployment
- IT Contract Negotiations
- TCO Reduction
- Trainings





## Core Values



# Core Values





# THANK YOU!

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Do You Have Any Questions?

**FIND US AT:**

