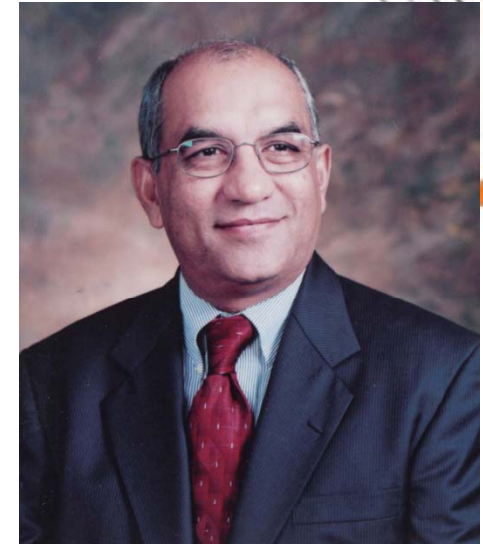


Ashraf Kapadia



- **Over 39 years of experience of IT Industry**
 - **30 years in IBM Corporation (1971-2001)**
 - Pakistan, UK, Italy, & UAE
 - **9 years in Systems Limited (2001-2010)**
 - USA & Pakistan
- **Current responsibilities:**
 - **Managing Director, Systems Ltd**
 - **Member Board of Directors, Visionet Systems, Inc.**
- **Has served as**
 - **Chairman, Computer Society of Pakistan**
 - **President, Pakistan Software Houses Association**
 - **Member Board of Directors, Pakistan Software Export Board**
 - **Member Board of Trustees Publican Alumni Trust**





TECHNOLOGY SOLUTIONS FOR OPTIMUM PERFORMANCE

Ashraf Kapadia
Managing Director
Systems Limited



Your Long Term Partner

2

Technology Solutions in Vogue



- **Enterprise Resource Planning (ERP) Systems**
 - An integrated suite of modules, typically covering
 - Financials
 - Distribution
 - Human Resources
 - Customer Relationship Management
 - Supply Chain Management
- **Business Process Management (BPM) Systems**
 - Design, Modeling, Execution, Monitoring & Optimization of business processes
 - Technology solutions typically have following components
 - Process Engine
 - Business Analytics
 - Content Management
 - Collaboration Tools

Enterprise Resource Planning (ERP) Systems



Your Long Term Partner

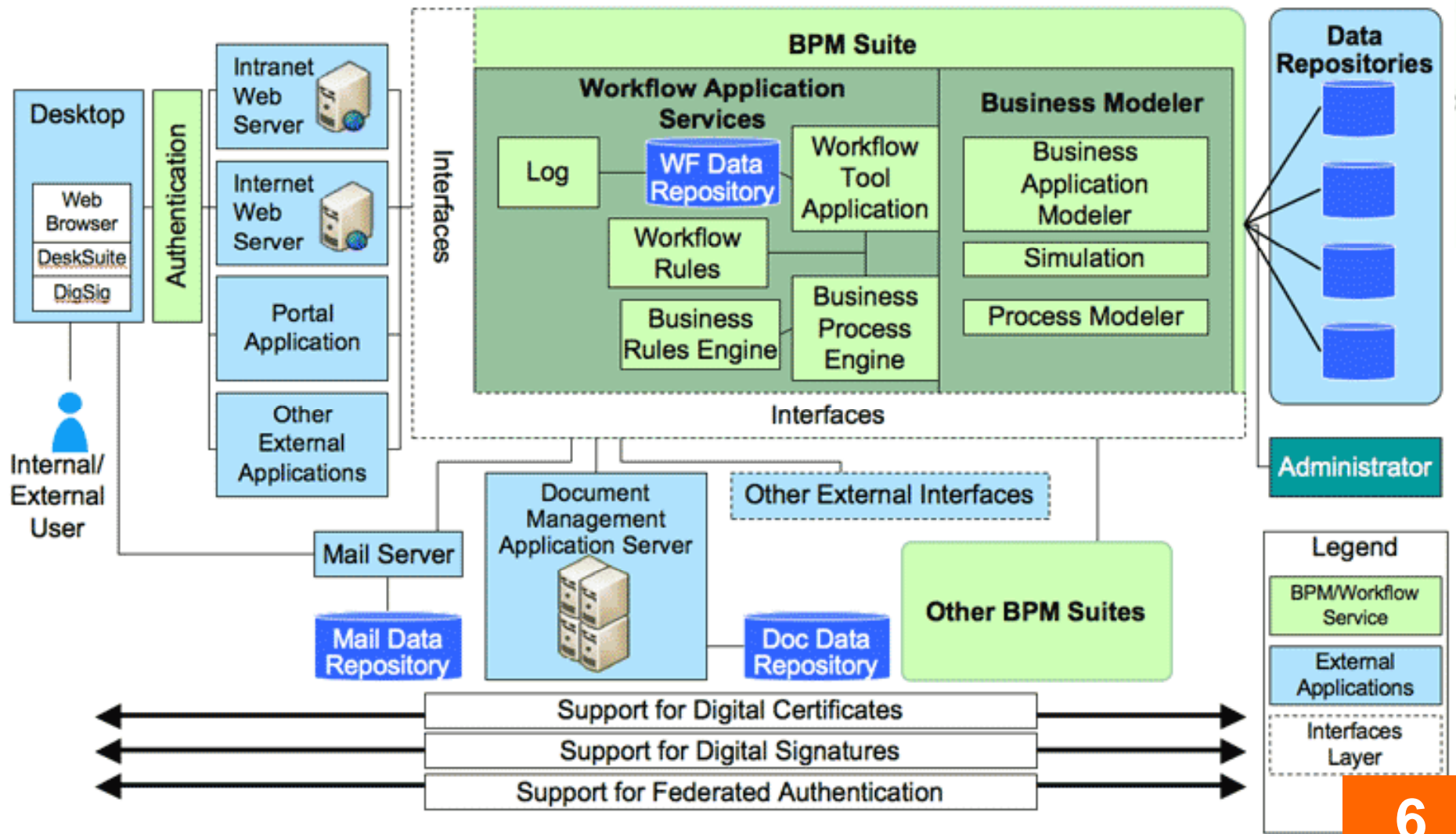
Business Process Management (BPM) Systems



Future
Matrix



Geek Speak



Benefits of Implementation of Technology



- **Productivity improvement**
- **Reduced resource requirements**
- **Rationalization of inventory stocks**
- **Improved order management & timely deliveries**
- **Improved business processes**
- **Information/Supply Chain visibility**
- **Process standardization (ease of globalization)**

Technology Implementation – Issues for SMEs



- **Limited capacity for investment**
- **Organizational ability to absorb technology**
- **Human resource constraints**

ERP Adoption – Cultural Difference



- **Higher relative per capita costs**
- **Limited infrastructure (skills & communication)**
- **Level of integration is too high**
- **Organizational Cultural Issues**
 - Centralized decision making
 - Culture of being told what to do
 - Supervisory overheads are higher
 - Performance oriented culture is lacking
 - Low commitment to organization

Challenges during a downturn



- **Retaining existing and loyal customers**
- **Identifying unnecessary expenditures**
- **Optimizing existing supply-chain**
- **Introducing new delivery channels**
- **Introducing the 'right' new products**
- **Preparing for the economic recovery**



All reasons for implementing Technology

Downturn– The Right Time for Technology



- **Anytime is the right time for implementing Technology**
- **Additional factors during downturn**
 - Lower cost of acquisition & implementation
 - Availability of key resources in your organization

Summary



- **Decision should be based on Business Needs**
- **Multiple options are available**
- **Cost/benefit analysis for “your” business**
- **Organizational capacity for technology absorption**
- **Pick the right technology partner**
- **Meet and beat the competition**
- **Exceed customer expectations**
- **Build a sustainable competitive advantage**

Systems Limited – An Overview



- **Present staff strength is 900+**
 - 360 IT Professionals in Pakistan, India, and US
 - 480 ITeS Professionals in Pakistan and India
 - 60 Mgmt., Mktg., & Support Staff in Pakistan, India, and US
- **Process Driven Organization**
 - ISO 9001, ISO 27001, CMMI, SAS70
- **Lahore, Karachi, New Jersey, California, & Bangalore**
- **Current Offerings include:**
 - Consultancy
 - Off-the-shelf Products
 - Custom Development
 - Systems Integration
 - IT enabled Services

The Right Tool At The Right Time

Sire, there is someone wanting to sell something called a Gatlin Gun

I don't care what he is selling. 1,000 barbarians come ashore with tomorrow's tide. I have to come up with a plan to defend the castle with only 50 archers. I don't have time to waste on new things.





THANK YOU
Ashraf Kapadia
Managing Director
Systems Limited

