

# Our Profile

OCTALPHA Business Solutions

From Us to You Over our Cloud



# Presentation Outline

- About us
- Vision, Mission and Values
- Why Octalpa
- Why Cloud
- Products and Services
- Our Partners
- Our Customers



# About Us

## Our Transformation Story



Established in  
2011 as an IT  
Department for  
Oncost Cash &  
Carry



Transformed  
into an IT  
Systems  
Integrator in  
2014

OCTO $\alpha$ PHA  
POWERED BY SAP

Part of Business  
Conglomerate IFA  
Holding



Managing more than  
2000 seats

**Our Motto**  
***"We deliver what we commit"***

# Vision, Mission and Values

## Vision

To be recognized as the best IT solution provider in Kuwait and all over GCC

- ❖ To offer Credible Information and transparent processes as responsible realists, and define our success by your results.
- ❖ To Integrate honesty, integrity, professionalism and business ethics.

## Mission

To provide the best niche, boutique IT solutions

- ❖ To Deliver faster, better and more sustainable results.
- ❖ We Believe in building long term fruitful business relationships with our clients and are Passionate in serving our clients business.

## Values

Customer Focus, Our Team, Innovation,  
Add Value to Customers

- ❖ The Pursuit of building a good reputation in the field of IT and become a key player in the industry.

# Why Octalpa?

## WITH OCTALPHA CLOUD SOLUTIONS YOU HAVE

- No servers to manage.
- No upfront cost.
- No long term lock in contracts.
- No equipment lease every time you upgrade.

Successful and Timely  
Project Completion

End-to-End Service,  
Business Analysis to  
Support

Managing Services of  
nearly 2000+  
Users with 99.7%  
availability

Team with a unique  
blend of IT expertise

Certified Professionals  
with Practical Business  
Acumen

Lower your TCO  
drastically

Customer-centric  
approach with rich  
technical efficiency

Practice Implementing  
Proven Methodologies

Service Delivery to  
Multiple Industry Vertical



Why Run Your Business On OCTALPHA Cloud?  
Efficient | Integrated | Visible | Global | Adaptable | Up to date

# Our Team



*Our team comprises of a group of highly motivated, skilled and ready-to-go individuals with the following skillsets in place*



- ❖ Data Center Deployment Team
- ❖ 5 Support Technicians



- ❖ Pre sales and post sales teams in place
- ❖ VMware and Cloud Certified Engineers



- ❖ Huawei Certified Engineers
- ❖ Microsoft Certified Engineers



FUTURE PROOF YOUR BUSINESS WITH OCTALPHA CLOUD SOLUTIONS

# Why Cloud?



## IT'S VIRTUAL

Imagine racks of servers, humming along in a data center. Together, these servers become a massive pool of resources. Divide this “pool” into multiple virtual servers, and you create a “cloud.”



## IT'S SECURE

For the utmost security, create a private cloud on dedicated hardware. But always remember to put appropriate security measures in place, no matter which cloud you choose.



## IT'S FLEXIBLE

Since virtual servers aren't physical, they are super flexible, giving you what you need at the moment. Spin up a server in minutes, and take it down just as easily.



## IT'S AFFORDABLE

You'll get the greatest cost savings in the public cloud, where your virtual servers run on physical servers that you share with other customers.



## IT'S OPEN

In the open cloud, you can easily move your cloud around—without being locked into one provider or a closed, proprietary technology.

# Managed Security Service

Firewall | VPN | Anti-Virus | Web Filtering | Intrusion Prevention | Anti-Spam | DLP



With Internet threats on the increase can you afford not to be protected?

OCTALPHA's Managed Network Security is based on

- Fortinet's award-winning range of Unified Threat Management (UTM) devices.
- Complete Network Protection by integrating multiple security layers into a single platform.
- Integrated approach simplifies network infrastructure and reduces administration costs.



- ✓ *Complete Internet Protection*
- ✓ *24X7 Network Monitoring*
- ✓ *Ongoing Maintenance*
- ✓ *Network Activity Reports*
- ✓ *Security VPN Management*
- ✓ *Deep Packet Inspection Firewall*
- ✓ *Customized Web Content Filter*

# Infrastructure Service

## **Infrastructure**

Infrastructure as a Service (IaaS) is a form of cloud computing that provides virtualized computing resources over the Internet. IaaS is one of three main categories of cloud computing services, alongside Software as a Service (SaaS) and Platform as a Service (PaaS).



## **POWER CONNECTION:**

Our infrastructure would not be able to survive without the energy to run it. The expert team at Octalpa and the hardware we use ensure a fail-safe, redundant and clean supply of energy from independent providers 365 days a year.

## **PERFECT NETWORK CONNECTIVITY:**

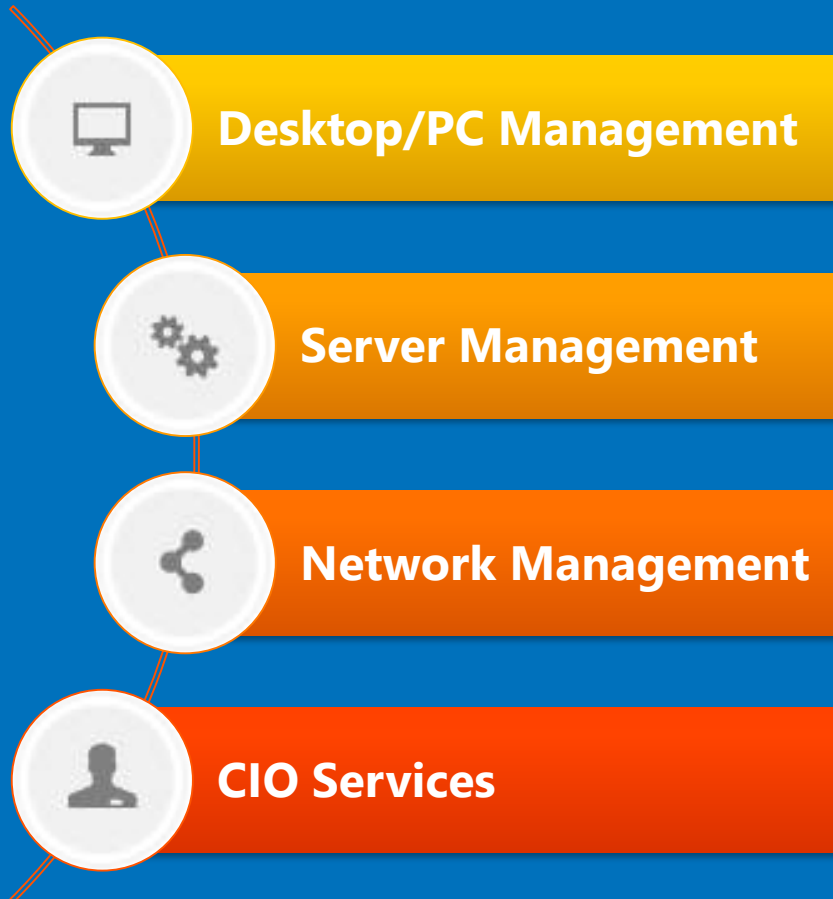
With Octalpa data centers, we can transport your bits from A to B almost at the speed of light. We always select the best route for your data to guarantee a safe, reliable and fast data transfer.

## **RELIABLE SERVER MONITORING:**

Our whole infrastructure is observed by a high-quality monitoring cluster. External measurement points ensure a view from the outside. This guarantees the rapid detection of routing errors in our infrastructure.

# Support Service

Octalpa provides an array of essential IT management services on a flat rate subscription basis to small and medium sized businesses.



- ✓ Strategic technology planning and implementation
- ✓ Maximize technology investments to help your company achieve your business goals through increased productivity and efficiency
- ✓ Proactive support
- ✓ Detailed infrastructure performance reports, asset inventory reports, and end user usage reports
- ✓ Cost-effective and predictable IT budgets
- ✓ Unlimited access to purchasing support, end user training, 3rd party vendor management, resource, and up to date information about the latest technology trends

# Virtual Desktop Infrastructure

With Octalpa VDI solution users can access their 'Virtual PCs' using thin clients (TCs), PCs and Mobile devices, while still allowing the enterprise to maintain information security and high service reliability.



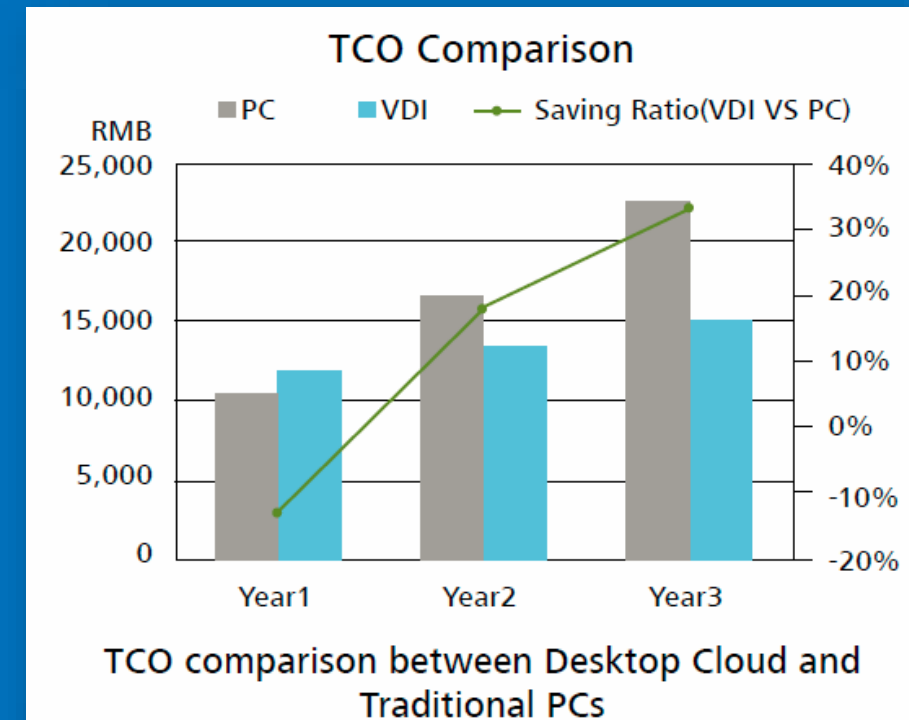
- High Reliability & 99.9% Uptime
- Improve Management Efficiency
- Increase Security and Reliability
- Work Anytime, Anywhere, Any Device
- Improve Employee Productivity



Make IT Simple | Make Business Agile

With Octalpa VDI solution you can mitigate

- ✓ High Risk in Information Security
- ✓ High Management Cost
- ✓ Environmental Disaster Impacts



# HANA Capability Comparison

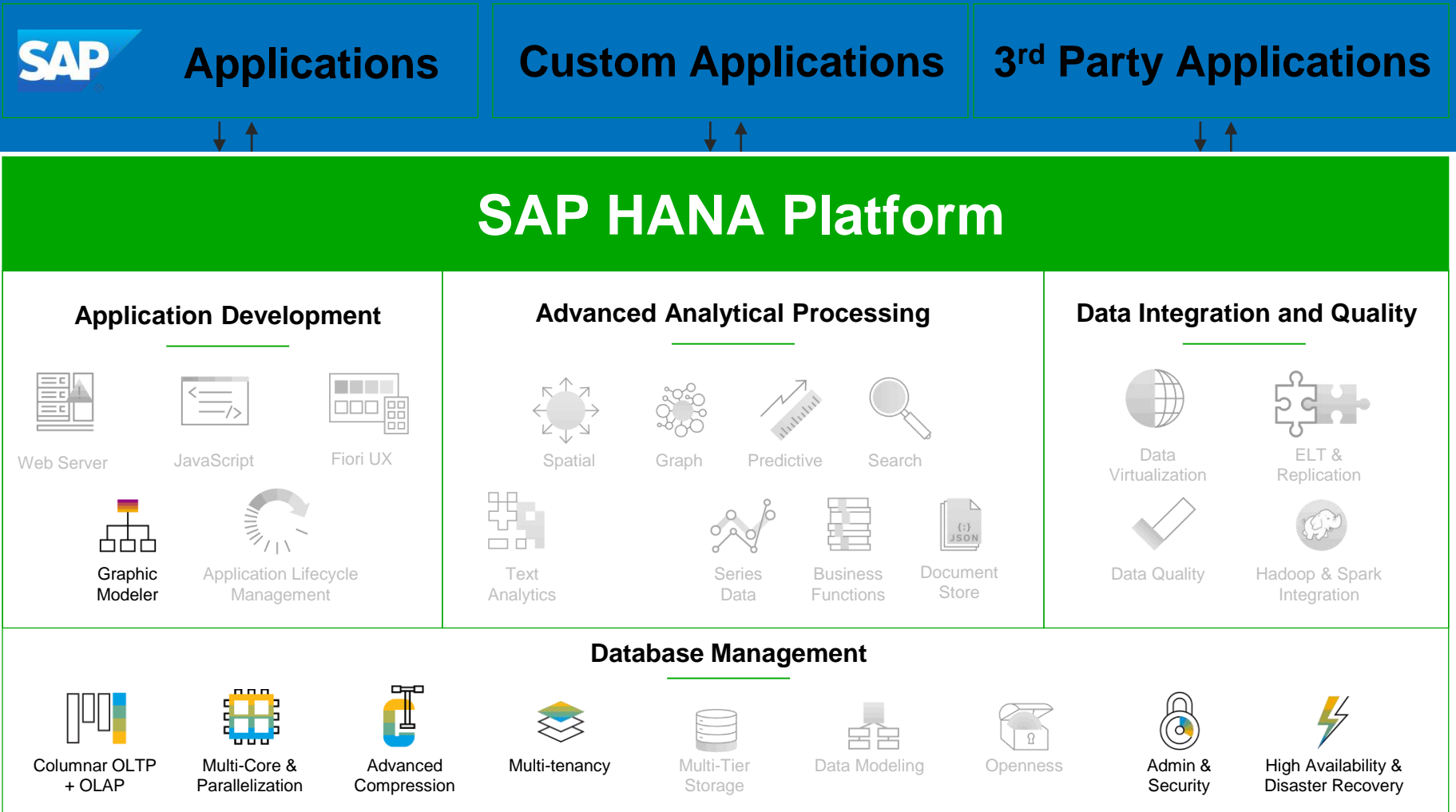
Select HANA License Type:

SAP HANA Runtime Edition

SAP HANA Enterprise Edition

## HANA Runtime Edition

- HANA advanced capabilities only available by and through the licensed SAP application with the only exception being the use of the Graphic Modeler to build views to be used only for reporting purposes
- Direct data platform connection is limited only to SAP or certified 3<sup>rd</sup> party BI tools
- All data extraction must occur via the application layer



# Business Solutions – Dynamics CRM

Sales managers will be happy because the seamless integration of Microsoft CRM software with MS Office minimizes the need for additional training.

## Sell Effectively

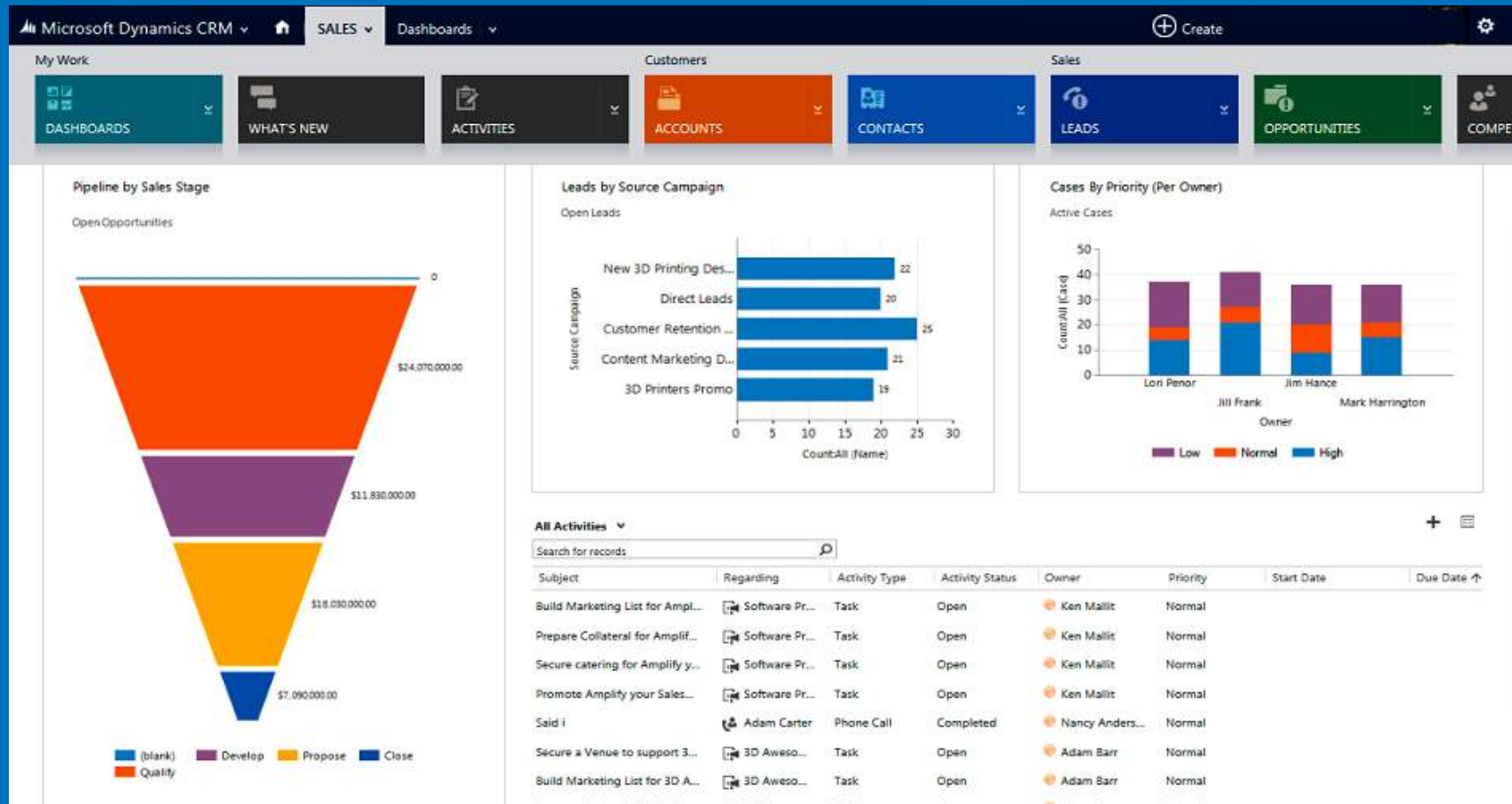
- ✓ Accurate Sales Forecasting
- ✓ Lead, Opportunity & Quote Management
- ✓ Mobile CRM

## Customer Care

- ✓ Case Management
- ✓ Searchable Knowledgebase
- ✓ Service Contracts

## Market Smartly

- ✓ Campaign Management
- ✓ Marketing Analytics



# Business Solutions – Dynamics AX

A business solution for global enterprises that supports industry-specific and operational business processes, along with comprehensive, core enterprise resources planning (ERP) functionality for financial and HRM. It empowers your people to anticipate and embrace change so your business can thrive.

## Microsoft Dynamics AX | At-a-Glance

Retail | Manufacturing | Distribution | Services Industries | Public Sector

### Retail

- Point of Sale (POS)
- Centralized store management
- Omni-channel management
- Order management (payment processing)
- Merchandizing and catalog management

### Manufacturing

- Lean, process and discrete manufacturing
- Product configuration
- Shop floor management

### Sales, service & marketing

- Sales force and marketing automation
- Lead and opportunity management
- Sales and case management
- Service management
- Microsoft Dynamics CRM connector

### Procurement and sourcing

- Direct and indirect procurement
- Purchase requisitions
- Supplier relationship management
- Vendor self-service portal

### Supply chain management

- Inventory management
- Multisite warehouse management
- Order promising
- Distribution planning
- Quality management

### Project accounting

- Project accounting and invoicing
- Grants management
- Project cost control
- Work breakdown structure
- Interoperability with Microsoft Project

### Financial management

- General Ledger
- Accounts receivables and payables
- Commitment Accounting
- Cash and bank management
- Shared services and consolidation
- Budget planning and control
- Compliance management

### Business intelligence

- Standard and analytical reports with Microsoft SQL Server Reporting Services
- Role Tailored, pre-defined data cubes
- Dashboard views with KPIs
- Self-service reporting

### Human capital management

- Core Human Resource Management
- Talent management
- Workforce management
- Travel and expense



# Web Hosting Service

Flexibility | Pricing | Security and Reliability | Speed and Simplicity

## ***Linux based Web Hosting***

When it comes to the operating system for affordable web hosting, Linux and Windows both want to have a bigger share of the pie. The open source and proprietary platforms have differing strengths and weaknesses, and the services offered cater for the specific needs of online businesses.

However, Linux servers are extremely attractive to Internet entrepreneurs and publishers.











## ***Windows based web Hosting***






This platform seamlessly integrates with all kinds of Microsoft applications and as there are many out there, it becomes important, at times, to ensure compatibility with Windows platform to run the web apps.

Another important advantage is that both ASP generated pages and database generated pages can be used along with other parts of FrontPage. This is something not that possible in case of Linux; you can use FrontPage but not ASP generated and database-generated pages.

# Our Offerings

SAAS (Software As A Service)			
Business Application	Collaboration	IM/Voice/Video Conferencing	Email
			
			
			

# Our Offerings

DAAS (Desktop As A Service)		PAAS (Platform As A Service)	
Virtual Desktop		Database Hosting	Web Hosting
			
			

# Our Offerings

## IAAS (Infrastructure As A Service)

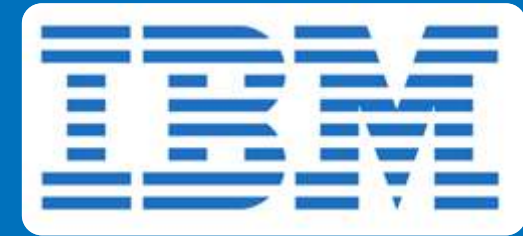
### Virtual Private Servers



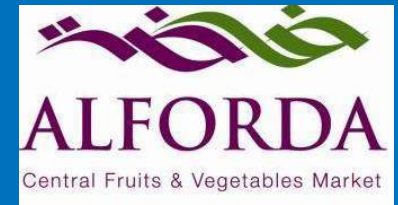
### Dedicated Server Hosting



# Our Partners



# Our Customers



# The meaning behind our name

