IT Sky Profile

2019-20

IT Sky Solutions
RC 752203

www.itskysolutions.com

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SKY SOLUTIONS

Technology provider

IT Sky Solutions Ltd
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It's not about ideas, **it's about making ideas happen.**

Introduction

IT SKY SOLUTIONS LIMITED is a company built on the foundation of rendering solutions to our vast clientele in the areas of Information and Communication Technology. In order to make our clients more competitive at the global market, we deploy our expertise in Networking, Cabling Services, Web Application and Database Development, IP video surveillance, Contact Center Technologies, Converged Communications, Security, with complementary capabilities in Value Added Services such as Consulting, Integration, Support and Managed Services to help our clients optimize their IT infrastructure, consolidate their vendor with solutions in AIDC technologies, Finger print, Facial Recognition, RFID, Smart Cards, Time Attendance Software, Access Control Systems, and ID Cards and Integrated Security Management Systems.

About us

IT Sky Solutions Limited, was founded in 2008 based on the idea that the cost of technology in providing and adopting good customer service interaction should be affordable to all small and medium sized companies, and not limited to just large organizations or multi-national companies.

IT Sky has grown to cover various areas of business, technology consulting and manage IT services.

Our knowledge of products, technologies, implementation skills and understanding of the market place makes us a competitive player in the domestic market, and helps us share exclusive relationships with many of the leading vendors in the world.

Our total solution approach offers customers confidence in investing and initiating innovative business processes for prompt, accurate and secure data capture and mobile computing needs.

Our Objectives

IT Sky applications are simple yet effective and powerful

- To provide an alternative and cost-effective customer service interaction solution to the global market via our direct marketing team and channel partners locally and overseas

- To support a culture of performance, matched with integrity in providing good customer service and applying cutting edge technologies to our clients

- To provide and offer a complete omni channel contact center solution.

"Execution is a specific set of behaviors and techniques that companies need to master in order to have competitive advantage. It's a discipline of its own" —Ram Charan and Larry Bossid

Vision & Values

We aim to provide VoIP solutions that meet the requirements of todays telecommunication service providers and network security implementation.

Our vision

Our **vision** is to continue to innovate and invest in research and development of contact center technology/ Card Management system for both On Premise and Cloud Solutions offerings, and ultimately contribute to the advancement of customer interaction utilizing the best of both worlds from open source and proprietary solution.

Our mission

Our **mission** is to increase customer satisfaction, boost revenues and reduce costs by delivering efficient, flexible and competitive solutions for the benefit of our clients.

Core Values

Our core values guide our instincts and inform our actions.

Integrity

We are honest, transparent and committed to business. We openly collaborate in pursuit of the truth. We have no tolerance for politics, hidden agendas or passive-aggressive behavior.

Can do

We build trust through constructive, candid communication that serves the common good.

Long Term View & one Team

We play to win and openly discuss options when our goals compete. We unite with our partners to deliver results for our company and customers.

Chairman

An articulate and expressive visionary, with deep skills in diverse technical fields.

Almustapha Liman, is a tested and proven seasoned business administrator. A Degree holder in Physics and Associate in Software Engineering, and a Certified Project Manager in ICT has all it takes in Personnel and Marketing Management to paddle the affairs of IT Sky Solutions. He is widely acclaimed and recognized as an astute manager, with a vast exposure to series of Management Training. A capable team of equally experienced engineers and administrators from leading ICT companies adequately support him in the management of the company.

With Over 15 years of experience spanning Malaysia, India and Nigeria in VOIP, GPS, Asset Tracking Solution, IT Management, Software Development, Unified Automation and Systems Management. He also serves on the boards of various Nigerian Companies including GPS Technology West Africa, HelpLine Nigeria, Bajis Group Nigeria, Asset Tracking Technology Limited. A certified Projects Management & ICT Specialist; and holds other Certified Professional qualifications.

He oversaw the development of Zenith Medicare Contact Centre/CRM, their server bespoke application and management applications: the first of its kind. In addition, various Universities, e.g: Sokoto State University have benefited from his expertise, as well as Standard Constructions Limited & Comrade Airlines Nigeria.
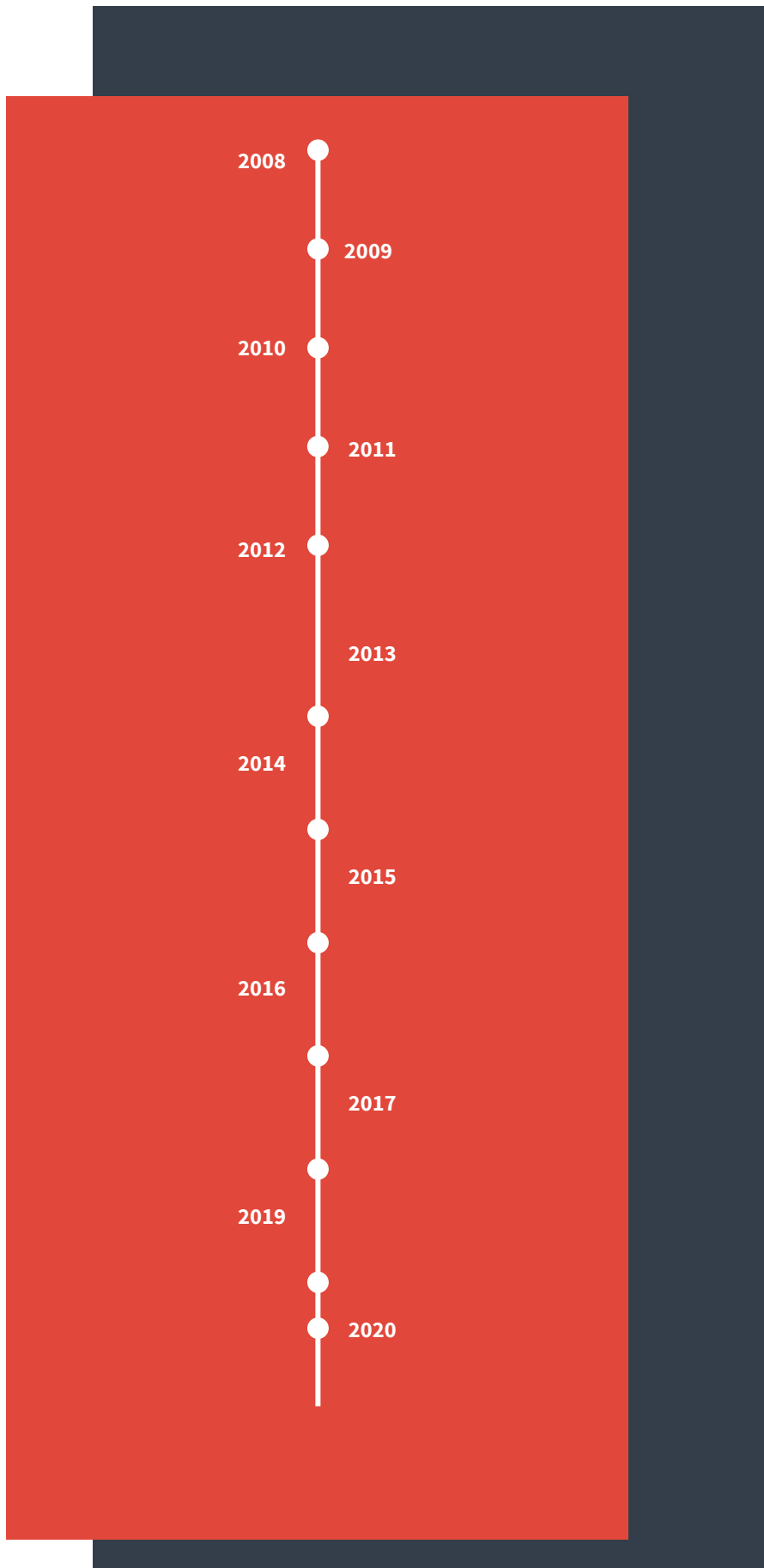
Almustapha Liman
Chairman/CEO

> **Your work is going to fill a large part of your life, and the only way to be truly satisfied is to do what you believe is great work. And the only way to do great work is to love what you do. - Steve Jobs**

Company History

Strength and growth come only through continuous efforts and struggle.

IT Sky Solutions Limited, was founded in 2008 based on the idea that the cost of technology in providing and adopting good customer service interaction should be affordable to all small and medium sized companies and not limited to just large organizations or multi-national companies.

2008

2009

2010

2011

2012

2013

2014

2015

2016

2017

2019

2020

Board of Directors & Senior Management

Experienced, effective and diverse leadership

"Innovation distinguishes between a leader and follower."
Steves Jobs

Dr Bilyaminu Auwal Romo, PhD

Chief Technology Officer

🐦 @DrBilyamin

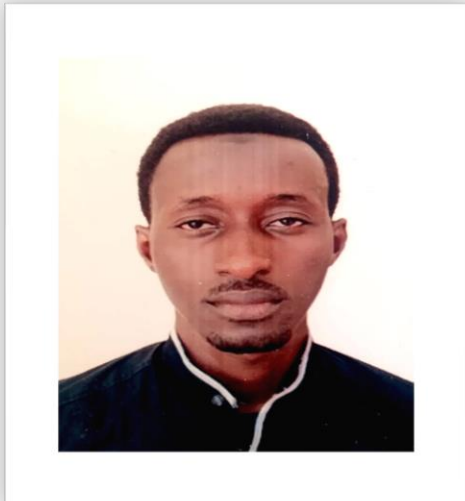**Mr Mohim K Iriajen**

Innovation Manager

🐦 @MohimKI

Mrs. Amina Hassan Sada

Senior Legal Adviser

🐦 @AminaHSada

Mr. Uthman Abdul-Aziz

Network Engineer

🐦 @uthmanabdul

Ms Hauwa Buba Mustapha

Project Manager

🐦 @HauwaBuba

Mr Hussaini Ibrahim Aliyu

Senior System Analyst

🐦 @Hussainidotnet

Our Management & Technical Team Profile

A professional company needs a professional & innovative team.

Mr Mohim K Iriajen

M.Sc. Management of Science, Technology Innovations & Policy │Manchester Business School.
PRINCE 2 Project Management │Foundation level certification.
M.B. A │School of Management, University of Ife (OAU).
Post Graduate National Diploma in Computer Science (Network Security) │University of Benin.
B.Sc. Theoretical Physics │ University of Benin.
GCSE: A – C │ Dover College (Independent Boarding School) Kent.
Experience of working within a Quality Management System (manufacturing, pharmaceutical and FMCG).
Excellent communication skills. Strong proficiency including presentations delivery.
Strong **essential product experience**, same for **analysis of performance**.
Qualitative and quantitative approach to problems. (Attended **AC Nielsen Training**- NiTro, Data gathering).
Market Research International trained (ex MRI UK member).

Dr Bilyaminu Auwal Romo, PhD

Dr Bilyaminu has experience spanning 8 years in the industry and academia in empirical software engineering. He managed a team of Software Developers and Business Analysts at Exergy Global UK. His recent multidisciplinary research roles include: Software Development Consultant of €13M EU's Horizon 2020 ECOBulk. EU project on circular economy digital platform. His research interests include Open Source Software (OSS) projects; OSS-Component Re-use and Block-chain Technology: Open Source Distributed Application. In the past, his focus has been improving the quality of bug data in open-source software repositories. Dr Bilyaminu attained a PhD in Computer Science (Software Engineering) from Brunel University London at the age of 27. He is a fellow Higher Education Academy (UK), Research Associate at UCL Centre for Blockchain Technologies, UK **and Certified SAP Associate.**

95%

Satisfied clients

35+

Creative Staff

55+

Finished Projects

Amina Hassan Sada
LL.B(Hons),B.L,MICTEL

A Law graduate from Ahmadudu Bello University Zaria with B.L and a Masters degree in Information and Communications Technology Law from Usmanu Danfodio University, Sokoto, ventured into Law practice for after her studies. She has been engaged in Corporate Practice for many years by representing both indeginous and foreign companies as their Counsel. She also earned a Post Graduate Diploma in Management, from Ahmadu Bello University in a bid to diversify and meet up with modern business practices. Her years of experience in corporate legal advisory is invaluable to the

Mr Hussaini Ibrahim Aliyu

Hussaini Ibrahim Aliyu holds a BSc in Computer Application (BCA) From MGU University India and a Masters in Information System from Stratford University USA. His lifetime interest has been Software development. This interest and passion led him to India where he became a developer.

Ms Hauwa Mustapha Buba

An Msc graduate in Msc (project management) with experiences in project organizations, working in group settings, providing support in various project implementation and record keeping which has effectively contributed to my skill development and contributions to business and projects in a wide range of sectors and environment.
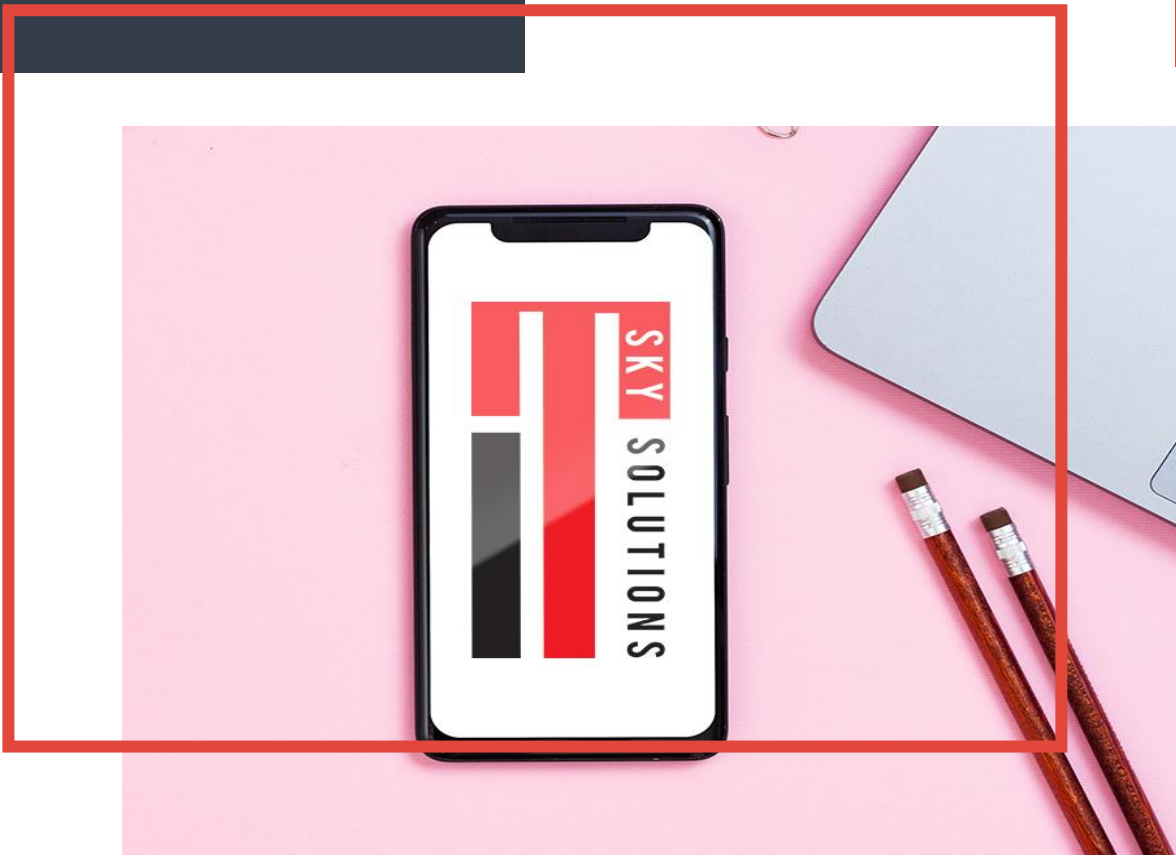
A second-class upper graduate in Bsc (sports business management) which compromises the combination and the study of sports management with business and English, which fine tuned her skills and knowledge necessary to work in global sports and business, while conducting research using different tools and resources available to her.

Uthman Abdul-Aziz

Uthman Abdul-Aziz, a graduate of computer science and also a member of Cyber Security Expert Association of Nigeria has years of certified experience in both CCNA 1&2, Cyber Security Fundamentals and also United Nations Cyber-Diplomacy.

Why you should choose us:
Our company and the benefits of working with us.
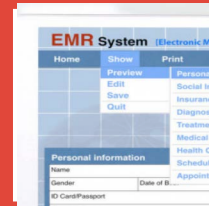
Services & Products

Voip Solutions

Our goals and objectives are to provide and offer a complete omni channel contact center solution and the best in class implementation program to work towards assisting NHIS Nigeria to achieve greater heights and roll out

Web Design and Development

No matter the size of your facility, whether large or small, our system is designed to work at optimal processing power to create a fast and smooth experience.

eMedical Record System

We focus on a more effective, simple, yet powerful **eMRS** that can work for any given hospital. We also develop it to be versatile enough to adapt to the current system as well as any future change that might occur within the healthcare industry.

Software Development & Management

We deploy our expertise in software development to develop mobile and web application using cutting-edge technologies.

ERP Implementation, Maintenance and Management.

Our Expert in SAP ERP not just apply their wealth of experience in management information systems, they attained the highest level of qualification to assert their skills and experience, thus emerged amongst the few Certified SAP Associates in Africa.

Digital Indentity Card & System Integration

IT Sky applications are simple yet effective and powerful digital solutions. Since they are patient-oriented, they take a lesser time to learn and master so that you can get to work with patients within a short period of time.

Why choose us?

✅ **Verified base, unparalleled versatility**

With the use of state-of-the-art technology and a verified clinical engine, our system was tested with a large number of healthcare settings and came out successful. Our cloud-based EHR solution is the ideal support for the future of healthcare across the world. We provide our users with efficient tools to thrive in the healthcare industry, and we also accept feedback to help shape our product to bring about maximum satisfaction.

✅ **Confirmed Clinical Engine**

The core of the clinical engine was harnessed from open source EHR and customized to suit the needs of hospitals. Making the best from the great and famous EHR services available, we are able to deliver first-class functionality to meet the demands of healthcare and also improve on any other aspect as the industry evolves.

✅ **Cutting-edge Technology**

IT Sky's Cloud-based EHR is bound to disrupt the healthcare industry as we create a merge between health and IT. We have integrated Big Data capabilities into our system. We have provided a smarter and cost-efficient solution to old, and outdated traditional on-premise EHR systems. With our innovation, you can expect more flexibility, creativity and efficiency.

Our brand communicates the value that we bring to a working relationship.

SWOT Overview

We address issues by performing an easy-to-follow SWOT analysis of our clients, evaluating their Strengths, Weaknesses, Opportunities, and Threats.

S

W

O

T

Strength

Strengths are an integral part of any organization, for example what makes it "tick"; What you do better than anyone else; What values drive your business; What unique or lowest-cost resources you can draw upon that others can't.

Weakness

Weaknesses, like strengths, are inherent features of any organization. So, we focus on your people, resources, systems, and procedures while thinking about what you could improve, and the sorts of practices you should avoid.

Opportunity

Think about good opportunities you can spot immediately. These don't need to be game-changers: even small advantages can increase your organization's competitiveness and have impacts.

Threats

We may notice quality standards or specifications for your products that are changing or declining, and what you will need to change in those products if you're to stay in the lead.

Our operating process

"Many times, conversation about process improvement neglects the more important topic of how to change a process".

Jason Piatt

Understanding **customer needs** is at the centre of every successful business, thus we use it to persuade potential and existing customers that our products and services are in their best interests.

How we work

01.

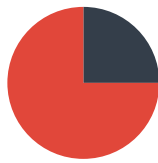**Understand needs**

02.

Develop solutions

03.

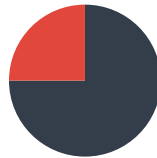**Evaluate implications**

04.

Develop go-forward plans

Overview
Business Growth

95%
Customer Satisfaction

25%
New Customers

2019 turnover

700m
Total turnover

+10b
Investment Secured

+1.5% from last year

New Customer

+12%
Increased

Global Partnership

ExArsoft Digital

HILINKS
HILINKS NETWORK SOLUTIONS LTD.
RC: 1201389

Microsoft

accordia
accentuates communication

hp

SAP

85%
Globally Fortune 500 companies working with us.

95%
Working with Top Tech Companies world wide

Future Growth Strategy

01

Market Penetration Strategy

This Will be achieved by firstly identifying our ideal customers, understansing their needs and how best to meet those needs as the needs and specifications if various organisations are unique, hence each specicification will be tairlored uniquely for each client.

02

Product Development Strategy

Product development will be done in two phases –

- Creating alternative channels for sale of our products for the convenience of our clients
- Developng new products that meets the market as technology is constantly evolving

03

Defining Key Indicators

IT Sky Solution has various key indicators that will be used in measuring its success over time and see the changes that need to be made or aspects that need to be improved on

The best way to predict the future is to create it.

What our clients say

> I recommend IT Sky Solutions for any partnership or project through which they can contribute their remarkable creativity and dedication.

Dr Buhari Sani Buhari Daura
Chairman
Bajis Electrics

List of Satisfied Clients 2019.

Highlights

2019 - 20

Total Sales Increase

15.3%

> ❝
>
> **Always deliver more than expected.**

it's not about ideas, **It's about making ideas happen.**

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