# ENABLING A DIGITAL TOMORROW



#### Delivering Seamlessly for a Digital Tomorrow





Digital Transformation, Cloud Enablement & Data-Driven Service Portfolio



Success-Proof Methodologies

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Strong Partner network



### Value Offerings and

## \$600 M+

Market Capitalization

## 5000+

**Employees** 

Globally

138+

**Global Active** Clients

Years In Business

45+

Systems is a premier digital technology solutions provider with a team of over 5000 brilliant minds globally who continue to innovate in building leading enterprise solutions that ensure a promising future of our customers' digital footprint for sustainable growth and profitability. We are passionate about solving our customers' challenges using customized, scalable, and efficient products and services. Our people are our promise and method for driving global digital engagement. As a digital technology services provider, we encourage the free sharing of ideas throughout Systems.

Our ability to improve, accelerate, and generate key competencies is driven by our investment in our people. When Systems thrives, everyone benefits.



#### Subsidiaries and Affiliates:

- Systems Limited
- Systems Middle East (Techvista)
- Systems Qatar (Techvista)
- Systems Arabia
- Systems Misr
- Systems APAC (TechVista)
- Systems ASEAN
- Systems Ventures
- Visionet (North America, Europe, UK)
- OneLoad

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ARDS 2021





TOCK EXCHANGE

Top of Microsoft's most strategic Business Applications partners

vears in a row

Best Under A Billion two Partner of the year 2020

Received SAP® EMEA S

Best in Top Exporter Partner Excellence Awards 2022 for Top New Partner and Service Excellence

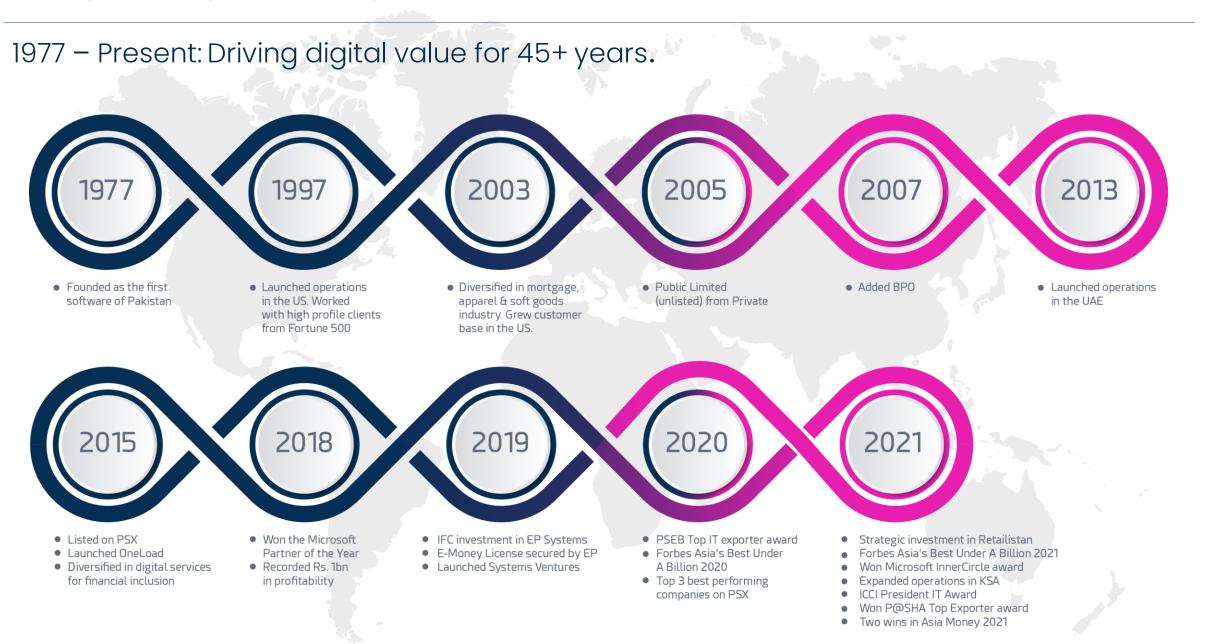
Two awards in "Most Outstanding Company

Pakistan's first IT company to reach Rs. 100 billion market capitalization

### PARTNERSHIPS AND STRATEGIC ALLIANCES



### Our journey of many firsts





As a top-tier employer, Systems promotes employee ownership, leadership, professional fulfilment, and job satisfaction. We deliver profitability and business success to our global clients through precise execution and technical excellence.



Systems Limited aspires to enhance the productivity and growth of organizations around the world with a comprehensive range of digital solutions and services.





Mr. Aezaz Hussain CHAIRMAN/NON EXECUTIVE DIRECTOR

### **Chairman's** Message

Despite the difficult economic conditions, the demand for IT services has remained robust and Systems Ltd. has taken advantage of this opportunity. We have grown in revenue, profitability and expanded geographically with 80% of our new business being generated from our existing clients vouching for us. Systems Ltd. has grown manifold in the last 5 years and plans to further its growth objectives. To excel in such a feat, the management structure has been strengthened and aligned with the strategic objectives.

The Covid-19 pandemic has helped strengthen focus on our human resource, and we have significantly improved our engagement with employee needs for safety and health, and facilitating a hybrid work environment. Systems has also led a "people first" approach and created employment opportunities as well as career advancement for our resources. In 2021, we have added a net of over 1,800 bright minds to the company. Most were onboarded virtually and have displayed exceptional performance. Using the now established work from home opportunity, we are working towards improving our gender ratio by offering work from home on full time or part time basis to women.

We remain committed to growing our employee ownership by supporting a robust stock option plan. This is for creating an organization designed for perpetuity. I am grateful for the able guidance that we have received from our Board and thank them for their commitment and support of the company. Finally, we thank all our customers worldwide who have given us the opportunity to service their IT needs and continue to do so.



**ASIF PEER** CHIEF EXECUTIVE OFFICER

### **CEO's** Message

This has been a transformational year for the IT Industry in Pakistan. We are proud to say that Systems has led the way and created the vibrance in the ecosystem for generating employment by being the leading IT exporter for two years in a row. Systems Ltd. has more than doubled the revenue as well as profitability over two years. This could not have been possible without our resilient leadership and adherence to our core values - Courage, Commitment and Customer Centricity.

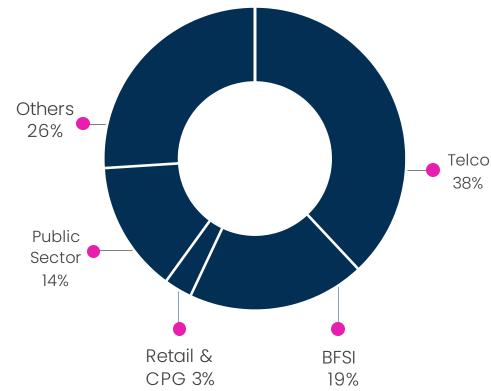
We focused on our core, and we delivered value to our customers. Their recognition is evident from recurring and numerous business opportunities. We have also complemented our talented teams with the hiring of resources with diverse skillset and leadership qualities which has lifted the associates' engagement to greater heights. Systems is nurturing employee ownership in the company which is going to strengthen our leadership for future growth, and we are working on many initiatives to make sure that we have ample supply to fulfill the demand that is being created.

As I look ahead, I am more optimistic than ever of the enormous opportunity ahead of us. Technology, especially digital, data and cloud, continue to be at the center of change for large enterprises globally. We believe we are in a new phase of growth propelled by increased commercial momentum, a portfolio focused on faster-growing market and geographic segments, a stronger partner ecosystem, a more robust demand environment, and enhanced government support for the IT sector hyper growth. We are resolved to take Systems as regional industry leader.

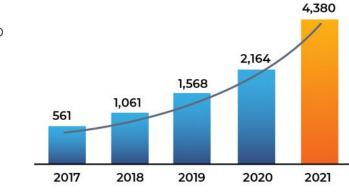
### VERTICALS SHARE 2021

We are more than technology professionals; we are innovators, architects, engineers, and disruptors striving to make the next phase of growth easier for you. Your problems are right at the center of our technological aptitude.

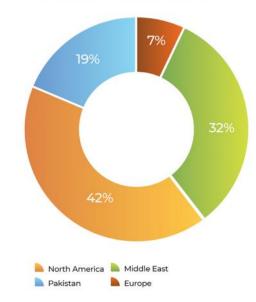
We're proficient to solve enterprise problems across numerous verticals, including:



### (PKR MILLION) CAGR 67%







### Digitally Empowering the Best



### Our value proposition



#### Digital, Data and Cloud

Pureplay in the digital data and cloud space



#### **Emerging technologies**

Organized by competencies and delivering business and technical solutions in emerging technologies.



#### **Global presence**

Global presence, leveraging our core engineering strength, to improve and accelerate digital transformation, to generate additional revenue streams and improve customer retention



#### Domain expertise

Strong set of accelerators / business solutions that leverages our core engineering and business / domain expertise



Growth

margins

#### **Recurring revenue**

Consistent and recurring revenue with existing customer base

Rapid revenue growth and industry leading

# Employee ownership

Employee-ownership and experienced Leadership team



#### Insight-driven

We are insights driven, user centric, systematically tested and have financially impactful delivery model that delivers projects with immediate, substantial and sustainable impact on customers' bottom line.



#### Consulting

Best-in-class business strategy consultants to propel your enterprise performance to greater levels.

### How Do We Differentiate Ourselves



We are more than technology professionals; we are innovators, architects, engineers, and disruptors striving to make the next phase of growth easier for you. Your problems are right at the center of our technological aptitude.



Value-centric consultants

We leverage our global network of decorated industry experts to steer enterprises to shape their future towards admirable growth.

## Exceptional delivery

Our global team's timely delivery scales your business goals, allowing you to grow across different geographies and time zones.

### Where We Incubate Creativity!





### INVESTING IN OUR PEOPLE, INVESTING IN OUR COMMUNITY

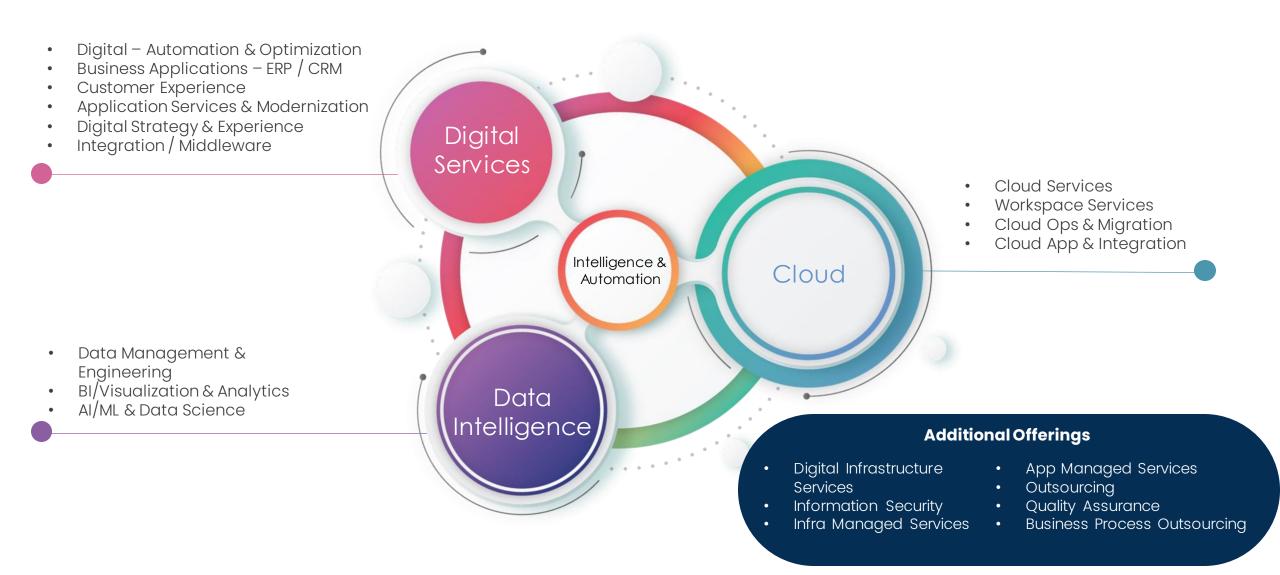
We are believers and preachers of human centrism. We value continuous learning and growth, giving back to the community, consistent innovation of digital and mobile products, and the well-being of our human power. Our 45+ years of experience dictates a culture of intuitiveness, ingenuity, empathy, and collaboration. Over time, we have taken numerous initiatives to realize this vision.

Systems Limited enables a human-centric design experience and encourages its team to think beyond creativity. The multi-purpose environment at Studio77 is designed for interdisciplinary teams to develop personalized and engaging digital customer experiences. The idea behind this was to carve out an area that will provide our team of designers, researchers, and strategists with positive affirmations and give them an environment where they feel motivated, inspired, driven, and triggered.



### What We Do

Our global strategy is focused on three key pillars Digital, Data, Cloud and Infrastructure and this directs our work across all our sectors.





### Digital

Transforming ways enterprises engage, transact, and service their customers. To excel in a dynamic and aggressive market, companies need digital-led business operation models to deliver impactful and humanized B2B and B2C connections. With deep digital capabilities at their disposal, leading enterprises can also offer design-led experiences to your customers.



#### Automation and optimization

Offering fundamental guardrails for your business through automation to empower employees, fortify customer relationships, and devise new approaches to innovation



#### Business applications – ERP & CRM

Liberating everyone with intelligent applications, valuable insights, and connected data across different business processes and teams



#### **Customer experience**

Mapping out interactive and personalized customer journeys that would meet customer expectations and kindle positive customer experiences

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### Application services & modernization

Transforming legacy applications to achieve agility and efficiency in the cloud-first world



#### Digital strategy & experience

Channelling digital, data, and cloud expertise to help organizations innovate, optimize, and transform

### Digital Business Automation & Optimization Services

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#### **Process Management**

- Process Discovery & ROI Analysis
- Process Modelling and Implementation
- Process Measurement and Optimization
- Business Process Re-engineering and BPM COE
  Facilitation

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#### **Content Management**

- · Content based workflows implementation
- Discovery, Modelling and Design
- Integration of ECM with various systems including AAA
- Business and IT enablement

### $\Rightarrow$

#### **Decision Management**

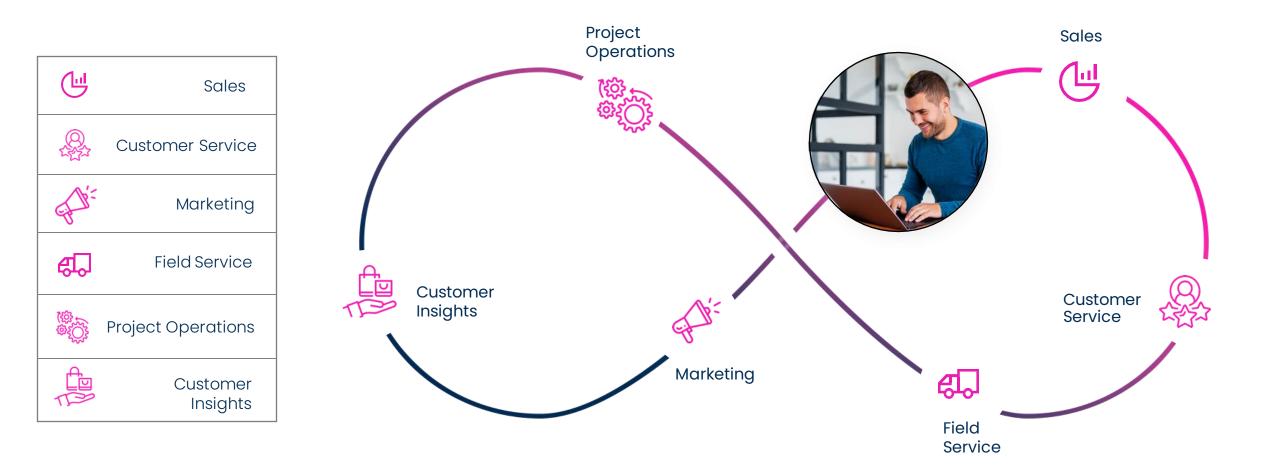
- Deep technology ecosystem analysis
- Rules Discovery
- Centralized Rules Management and Governance
- Implementation and Support
- Business and IT enablement
- Development of governance models: policies, procedures, SDLC, feasibility and ROI analysis.

#### **Engagement** Level

- Training and Enablement
- ROI and TCO Assessment Engagements
- Staff Augmentation
- Post-production support including maintenance, CRs and infrastructure
- Assessments for Performance

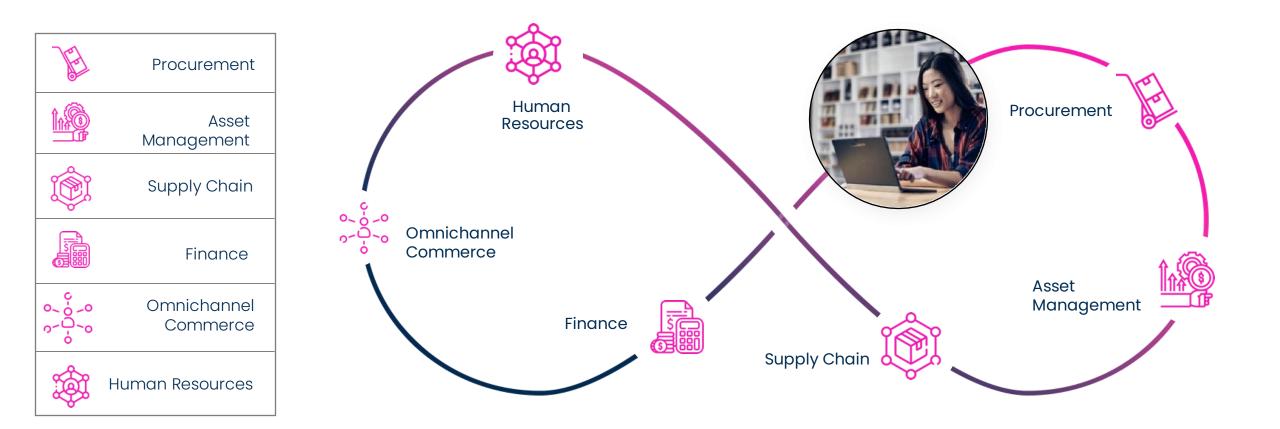
### Business Applications - Microsoft Dynamics 365 CRM

Purpose-built business applications



### Business Applications - Microsoft Dynamics 365 ERP

Purpose-built business applications



### Business Applications – Omnichannel for Customer Service

Extending the power of Dynamics 365 Customer Service to ensure instant connection and engagement with customers across digital marketing mediums.

# Chat

Enabling agents to connect seamlessly with customers in real-time

## SMS

Engagement channel allows organizations to connect with customers and support asynchronous modes of communication



Equipping agents with receiving and making PSTN calls through native calling experience with realtime Al-powered features

## ரீ

Microsoft Teams

Engagement channel for support of internal functions, allowing organizations to connect their employees



Opportunity to capitalize on social media trends and engage with the customer in a personalized and seamless manner

### Inbox view

Efficiently work on high-velocity tasks by selecting the inbox icon for complete access to all cases and conversation

### Business Applications – Microsoft Power Platform

Connected solutions for analysis, automation, mobility, and engagement



#### **Power Bl**

Data-driven insights for everyone to ensure better decision-making



Amplifying organizational productivity by automating



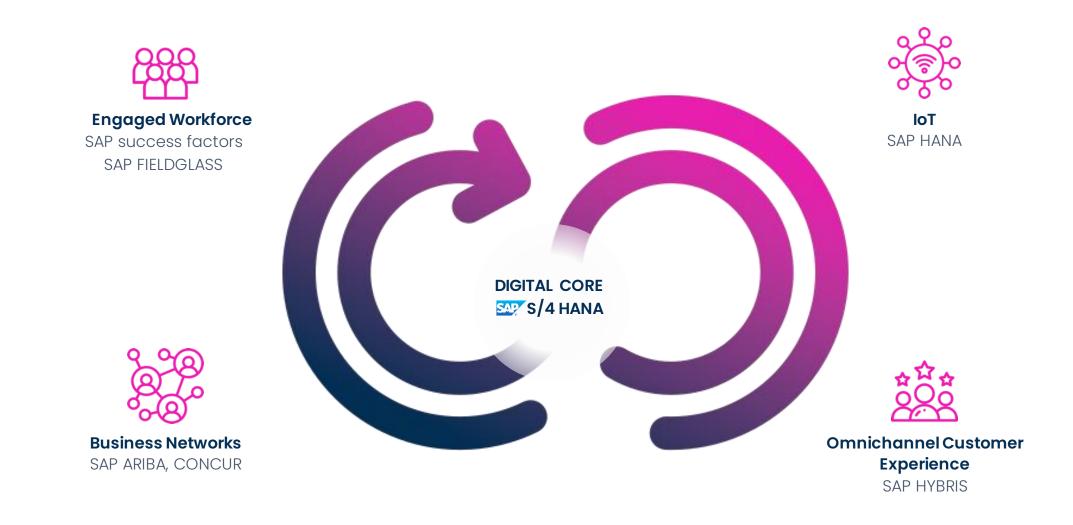
#### **Power Apps**

Leveraging professional-grade low-code apps to drive agility and innovation across organization



Addressing customer challenges by building Alinfused chat bots and freeing skilled workforce

### Business Applications - SAP S/4HANA Cloud



### Business Applications - SAP Portfolio Categories



#### **ERP and Finance**

Ensure business continuity by unifying your fundamental ERP and financial management software



#### Database and Data Management

Translate and govern data into business value to act upon a unified source of truth.



#### **Analytics**

Discover data-driven and deeper insights with BI and AI- powered intelligent tools and achieve resilient digital excellence.



#### **CRM and Customer Experience**

Prioritize personalized customer journey by understanding their needs and fulfilling your brand promise.



#### **Digital Supply Chain**

Design easy-to-operate and sustainable supply chain models to introduce customer-centric products to the market faster. ୍ଷ ହାଉ

#### Network and Spend Management

Leverage enterprise-class and cloud- based spend management solutions to mitigate disruption and lessen costs.

### Digital Strategy & Experience – Portals and Mobility

We enable design-driven transformation for sustainable growth through



#### **Product Innovation**

Innovate simple solutions to complex problems by building products that engage users and create brand loyalty



#### **Experience Design**

Uncover user insights, evolve and create immersive experiences that tell a story and evoke emotion



#### Design at Scale

Work as an extension of the business team to drive growth at scale through design

### Mobile Development Services

We've long known what is observed today: Mobile is the future. We'll show you ways to use this channel to get users excited about your business



#### **Native Apps**

The best tools used to create native mobile apps for Apple's iOS and Google's Android



#### 99% market coverage

Reaching millions of users by developing your app for both leading mobile operating systems



#### Hybrid Apps

Experienced React Native developers when you decide to use the best hybrid mobile app framework



#### Long-term maintenance

Support and maintenance services to ensure your app's compatibility with new OS versions

### Application Services & Modernization

Sculpting customized digital solutions and services to help customers achieve their technology goals



#### **Cloud App Dev**

- Lifting and Shifting of Applications to Cloud
- Application Modernization Using Micro-services
- Cloud Strategy & Consulting
- Cloud Implementation Services
- Cloud DevOps Services



#### **Managed Services**

- Infrastructure/Apps Monitoring
- Development, Maintenance & Platform Migrations
- 24/7 L1 & L2 Support
- QA Services



#### Custom App Dev

- Enterprise Web Applications
- Enterprise Desktop Applications
- Enterprise Applications Integration
- Native & Cross Platform Mobile Apps

### Integration: Offerings Landscape



#### **Selection Services**

- Diagnostics & Scoping Exercises
- Assessments
  - EAI Assessment
  - Application Modernization Consultancy
  - Business Process Modelling
- POCs & Demos



#### **Acceleration Services**

- Hybrid Cloud Integration
- Service Oriented Architecture Microservices
- Electronic Data Interchange Messaging, Streaming API
- Economy
- Digital Business Automation
- Intelligent Character Recognition
- Business Process Management
- Decision Management
- Enterprise Content Management
- Robotic Process Automation



#### **Optimization Services**

- ArchitecturalUplift
- Monolith to Microservices adaption
- Performance Optimization Review
- Business Process Optimization
- SLA Conformance
- Managed Services
- 24x7 Support Services

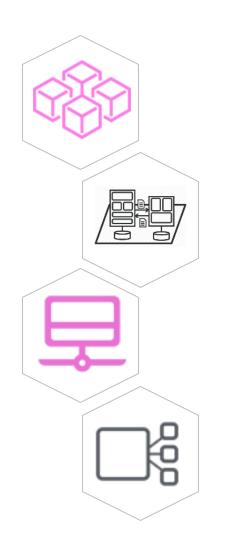
### Hybrid Cloud Integration Services

#### **SOA & ESB Capabilities**

- Delivering on SOA & ESB projects
- Application development expertise on IBM, MuleSoft, RedHat, Microsoft & Software AG platforms
- Integration of large and disparate systems
- High Performant & Scalable use cases

#### **Modern Integration**

- Microservices, Service Mesh
- Cloud native integration
- API Management, Metering, Monetization
- API Life cycle governance
- Security gateways at the edge
- Hybrid, Multi, Private Cloud to Ground Connectivity
- Message Streaming
- Events & Notifications
- Data Integration Batch, offline, Big Data
- IOT Data integration



#### Assessment & Monitoring

- Design integration architecture and frameworks
- POCs & Pilots for feasibility assessment
- Architectural assessment of existing implementations
- Post-production managed services encompassing monitoring,
- maintenance updates, health checks

#### **EAI Patterns**

- Synchronous & Asynchronous communication
- Message brokers, topics, queues
- Web Service or REST based
- Transformation, Validation, Enrichment, Authentication, Authorization, Routing, Orchestration

### Tools & Technologies

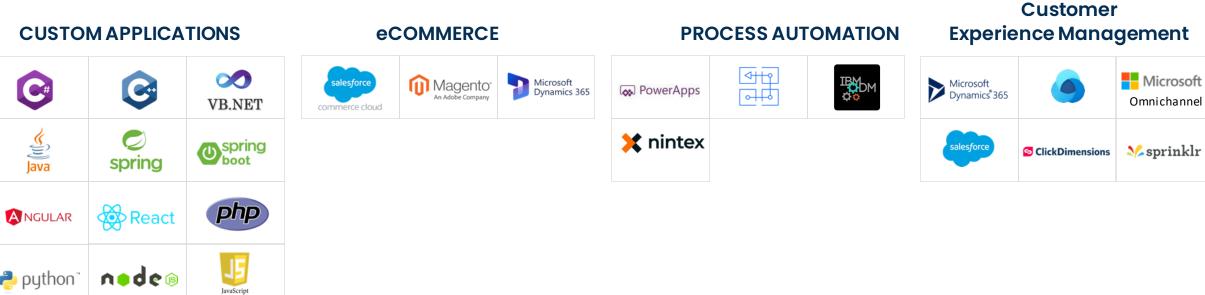
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n python"

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### **Cloud Services**

Enabling optimized cloud-based workflows through secure and effective bootstrapping strategies

### Enterprise IT Experience

#### **Cloud Migration**

- Assessment & Strategy
- Foundation and Build
- Automated Migration

### **Employee Experience**

#### Productivity and Collaboration

- M365 and GSuite Services
- Service Desk

#### **Native Adoption**

- Native App Dev
- PaaS & SaaS
- Micro-services

#### Mobility

- Mobile device management
- End-point security

Azure

Google Cloud Platform

#### CloudOps

- DevSecOps
- Security and Governance
- Economics

#### Virtual Workplace

- Virtual workplace and meetings
- SD WAN

### Our full spectrum of cloud capabilities include:

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Cloud Consulting

### Tools & Technologies

Cloud adoption

Cloud Consulting



Data and Al

### Overview

Bolstering sustainable value for businesses with end-to-end data management and AI transformation modules



#### Data Management & Engineering

Gathering, optimizing, and improving data processing pipelines

- Data Warehousing & Data Lake
- Data Integration
- Big Data Processing/Engineering
- Data Virtualization
- Data Governance
- Master Data Management
- Data Quality
- Cloud enablement



Using advanced tools and algorithms to generate forecasts

- Deep Learning
- Machine Learning
- Time-series forecasting
- Natural Language Processing



#### **BI/Visualization & Analytics**

Promoting a culture of datadriven intelligent business and generating deeper insights

- BI/Reporting Tool Implementation
- Self-Service BI
- Reports Migration
- Version Upgrade
- BIGovernance
- Tool Administration
- Cloud Migration
- Managed Services

### Data Management & Engineering



#### Data warehousing / Data lake

Enterprise data warehouse and data models development



**Data integration** 

Data loading from disparate sources to common data model



### Big data processing or engineering

Data lake implementation and processing for structured, semi-structured and unstructured data sources



#### Data virtualization

Implementation of data virtualization layer for quick data access across departments



#### Data governance

Implementation of metadata management, data glossary, data catalog. Data security implementation through tokenization



#### Master data management

Data management for customer, product and vendors



#### **Data quality**

Enterprise data quality rules implementation for curation of data



#### **Cloud enablement**

Deliver tailored services for public cloud that proactively encompass the goals and requirements for scaling longterm use

## BI/Visualization & Analytics



### BI /reporting tool implementation

Services related to BI tool implementation and its lifecycle management processes



#### Self service BI

Implementation of self-service BI and ad-hoc analysis across departments



#### **Reports migration**

Migration of reports and dashboards from legacy tools to modern BI tools



#### Version upgrade

Upgrade of existing BI tool to latest/higher version available



#### **Bl governance**

Implementation and management of end-to-end business intelligence platform

#### **Tool administration**

Between on-premises, cloud or hybrid ensure seamlessly service continuity and best practices of administration



#### **Cloud migration**

Migration of on-prem BI tool to high availability cloud cluster



#### **Managed services**

Managed services and support for implemented BI tool

# AI/ML/Data Science



# **Deep Learning**

- Deep feature extraction
- Auto-encoders
- Convolutional neural networks for image, text and signal classification
- Long-short term memory (LSTM) for sequence-tosequence predictions

## L<sup>2</sup> Machine Learning

- Classification
- Regression
- Clustering
- Ensemble methods
- Gradient boosting methods
- Neural networks
- Anomaly detection



## **Time-series Forecasting**

- Sales forecasting
- Demand forecasting
- Inventory forecasting
- Trend and seasonality
  analytics
- Correlation analytics
- Fourier transformation
- Signal processing

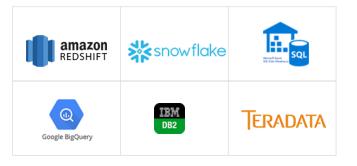


# Natural Language Processing

- Text-based document
  classification
- Sentiment analysis and intent classification
- Domain-specific named entity
  extraction
- Knowledge graphs
- Document clustering for distance based matching and ranking
- Word embeddings

# Tools & Technologies

#### **Data Warehouse Solutions**





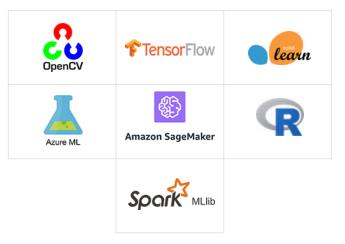
#### **Data Integration**

Informatica	<b>TEM</b> , DataStage	© pentaho
snapLogic	Microsoft SQL Server Integration Services	DATA INTEGRATOR
	⇒ talend	

## **Business Intelligence**

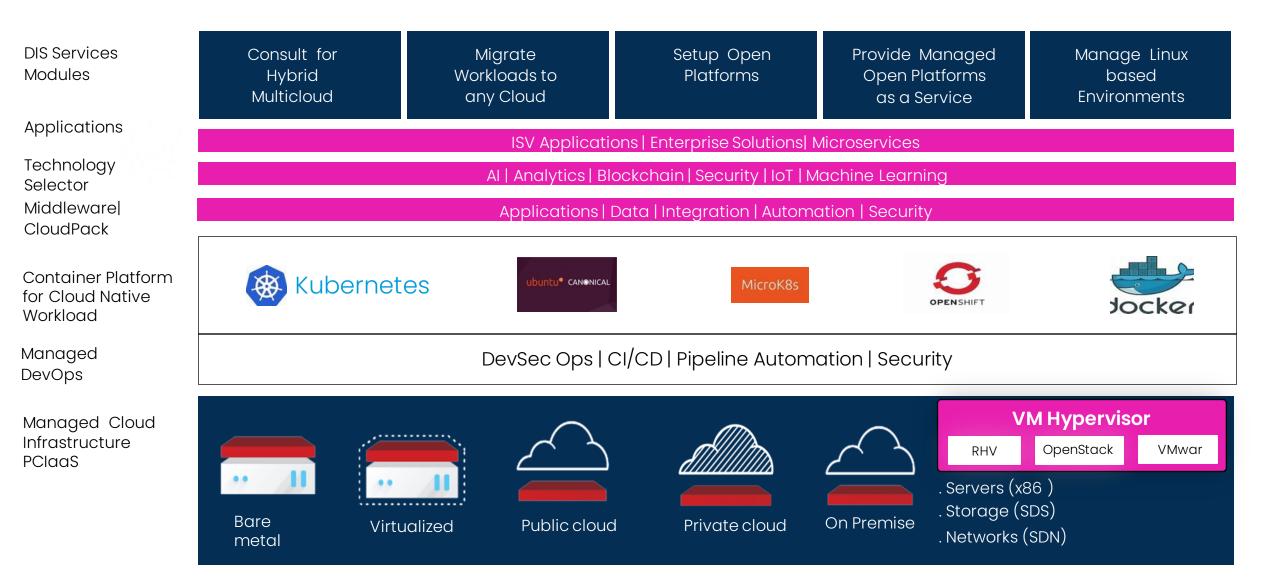


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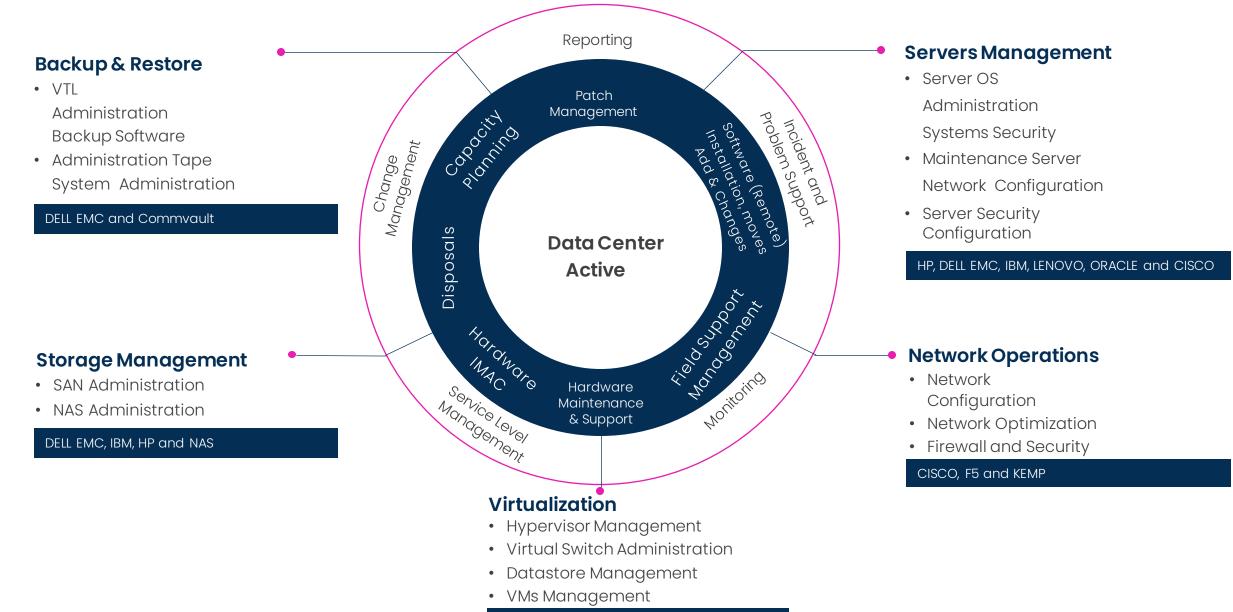




# Digital Infrastructure Platform Managed Services on AnyCloud – Open, Hybrid, Multi-Cloud, PCIaaS



# Active Equipment Management Services



HP UNIX, VMWARE and LINUX

# SL Kubernetes Platform Modernization Offering



## Description

• Container Orchestration Platform Kubernetes, RH OCP, Docker, CP4I etc.



#### **Benefits to Customer:**

- SL will provide a fully managed OpenShift container platform can be deployed at
- On-premise (in customer's datacenter and or managed datacenter)
- Deployment on Bare metal Hardware
- Deployment on vSphere Infrastructure



#### Use cases:

- An Application User would like to see the service catalogue and access the deployed applications.
- An Application Developer is able to deploy the application code as containers automatically without writing a Docker file.
- An Application Developer is able to follow CI/CD DevOps practice for application containers deployment.
- An Infrastructure Manager is able to observe, manage and troubleshoot the deployed application resources.

# NOC Services

The function of Network Operations Center (NOC) is to manage network infrastructure, ensuring resilience of the organization's critical, revenue-generating business services. Managed Network Services tools are used to manage, administer and report LAN, WAN & Wireless infrastructure with well-defined purchaser Service Level Agreements (SLAs) and ITIL process.



Analysis & Optimization



Network Assessment & design



Mobility



Network Hardening



Monitoring & Troubleshooting

# **Common network challenges**



Poor Performance









# Security

Our team of cyber experts tailors strategies ensuring a resilient and an eversecure IT infrastructure to assure a sound operational capability of businesses. Our vast cybersecurity knowledge and next-gen industry expertise helps leading enterprises navigate crucial issues such as;

- Poor performance,
- Lack of actionable diagnosis,
- Network downtime, and
- Security threats

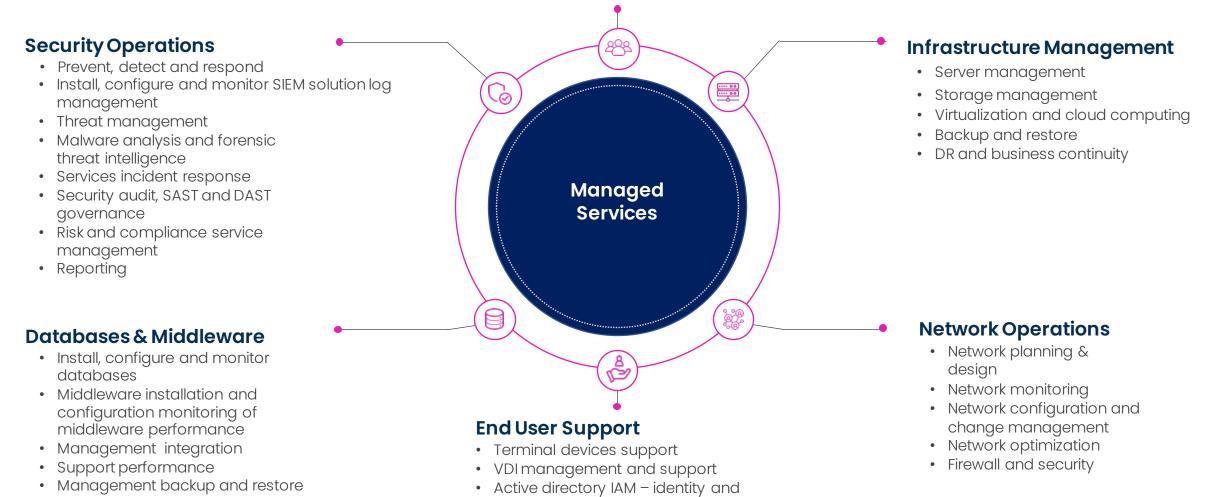
# To establish an impregnable IT infrastructure of your business, we employ;

- Managed security services Technology services
- SIEM administration and GAP assessment
- Penetration testing and vulnerability
  assessment
- Threat detection and prevention
- Digital forensics

# Managed Services

# **Directory and Messaging Services**

- Active directory messaging service
- Collaboration services
- Certification authority



access management on-prem

and D365 support

# Managed Services

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# Managed Services

Management and support services ensure smooth operations and availability of business applications backed by global infrastructure, 24x7 monitoring and support, clear SLA, and skilled teams equipped with modern tools.



# Monitoring/Health Checks

- Monitoring of website/apps usage
- Health checks in different geolocations using New Relic
- Monitor and validate contents and media



#### Troubleshooting and Fixes

 Identify, troubleshoot, resolve and deliver fixes for reported issues



# Features/Enhancements

 Provide end-to-end services for new features and enhancements e.g. improved cache usage, better code security, and testdriven development



# CI/CD

- Continuous integration
- Continuous delivery and maintenance
  support



# **Knowledge Base**

• Define, maintain SOPs and knowledge base for common issues



# Software Upgrades

- Update framework and environments where necessary for AP news website and mobile apps
- Support and maintain external APIs





# Business Process Outsourcing (BPO)

Systems Limited employees a mix of highly proficient resources with a bespoke strategy to offer a one-stop Business Process Outsourcing (BPO) solution. Systems Limited has been a technical partner to numerous international businesses, government organizations, and industry leaders. Many of these clients trust our BPO services enough to have continued with us more than a decade. We have helped dozens of our clients grow and transform their businesses using our BPO solutions. Here's why:

- 20+ years of experience serving domestic and international clientele
- Systems Limited's BPO services have been instrumental in the success of multiple large-scale organizations through an attempt to digitally enable them to augment the pace of their operational competencies
- Best-in-class methodologies replicate successes and scale
  operations
- Processes based on Six Sigma best practices

- PMP, COPC, and Six Sigma certified management
- Over **1,500** trained BPO professionals with diverse skill sets
- Quick ramp-up while maintaining consistently high-quality results
- PCI-compliant contact centers
- Multiple proprietary technologies accelerate service delivery
- Centers of Excellence in multiple regions ensure business
  continuity

# Banking & Finance

Systems Limited's BPO services have been instrumental in the success of multiple large-scale organizations through an attempt to digitally enable them to augment the pace of their operational competencies. What distinguishes us is our best-in-class BPO offerings. Our services catalog provides a 360 coverage to all your business needs with top-notch quality.



# **Core Services**

- Image scanning and processing
- Data entry
- Catalog population
- Chart reading and review



## Mortgage & Title

## Data

- Title search
- Commitment typing
- Policy typing
- Post-closing
- Recording

## Voice

- Tax
- Payoffs
- Recording follow-up
- Loan review



#### **Contact Center**

#### Data

- Email support
- Chat support
- Safetech review
- Social media
  management

# Voice

- Inbound & outbound sales
- Ordertaking
- Customer support
- Store helpline
- Product information
- Voice
  management



# Banking

## Chat & Email Support

Super-Agent Services

## Bilingual Call Center

## Services

Inbound and Outbound Call Center Services

- Up-selling and cross selling
- Product inforequests
- Toll freecs services
- Customer acquisition and tele-sales

#### Virtual receptionist

- Market intelligence
- Customer satisfaction survey
- Direct mail follow-up
- Payment and billing support
- Customer complaint
  handling and management
- Application processing services



Followed by other BPO services, we lay down a meticulous plan for our clients to voice their presence on digital media platforms and reach their intended prospects through a witty and engaging content.



#### **Paid Marketing**

Using extensive research and precision techniques, we optimize your paid marketing spends to generate a measurable improvement in ROI.

- PPC marketing (Google, Bing, Yahoo)
- Facebook/Instagram
- Content marketing
- Email marketing
- Lead generation
- Twitter advertising
- Video advertising
- Reputation management



#### **Site Optimization**

Our SEO gurus tailor and implement bespoke strategies to improve your site's domain authority and visibility while increasing your organic traffic and SERP ranking.

- Technical site audit
- Sales funnel optimization
- Conversion tracking



## Social Media Campaign Moderation

We Optimize your social media ad copies to improve clickthrough rates with our tailored campaigns to meet your business goals.

- Facebook
- Twitter
- Instagram
- Webchat

