QUALIZONE

PARTNERING WITH COMPANIES TO **OPTIMIZE THEIR OPERATIONS AND STRATEGIC GROWTH**

WHO **WE ARE**

With more than 11 years of experience partnering with
- **ORGANISATIONS**
- **UNIVERSITIES**
- **SCHOOLS**
- **CLINICS**
in automating their processes towards universal accreditations, Qualizone now houses top experts in information management systems and professional advisors in financial solutions, growth management and human capital development.

We are a team of

- **ENTREPRENEURS**

- **CORPORATE PROFESSIONALS AND EXECUTIVES**

- **ACADEMICS AND UNIVERSITY STUDENTS**

We gather to **DESIGN, IMPLEMENT AND ENABLE**
systems that drive your organisations towards a

SUSTAINED ECONOMIC GROWTH, INNOVATION CAPABILITIES AND CUSTOMER LOYALTY

OUR **SERVICES**

MANAGEMENT SOLUTIONS

> Enterprise Resource Planning (ERP)
> Quality Management System (QMS)
> University Management System (UMS)
> School Information System (SIS)
> Q-prime (Software solution for clinical administration)
> Ranking Monitoring Tool (RMT)
> Quality Assurance System
> Research Management System

PROFESSIONAL SERVICES

> Financial Advisory
> Bookkeeping
> Tax Advisory
> Financial Evaluation
> P&L optimization
> Feasibility study/Budgeting
> Debt Restructuring
> Growth Management
> Consolidation
> Integration
> Franchising
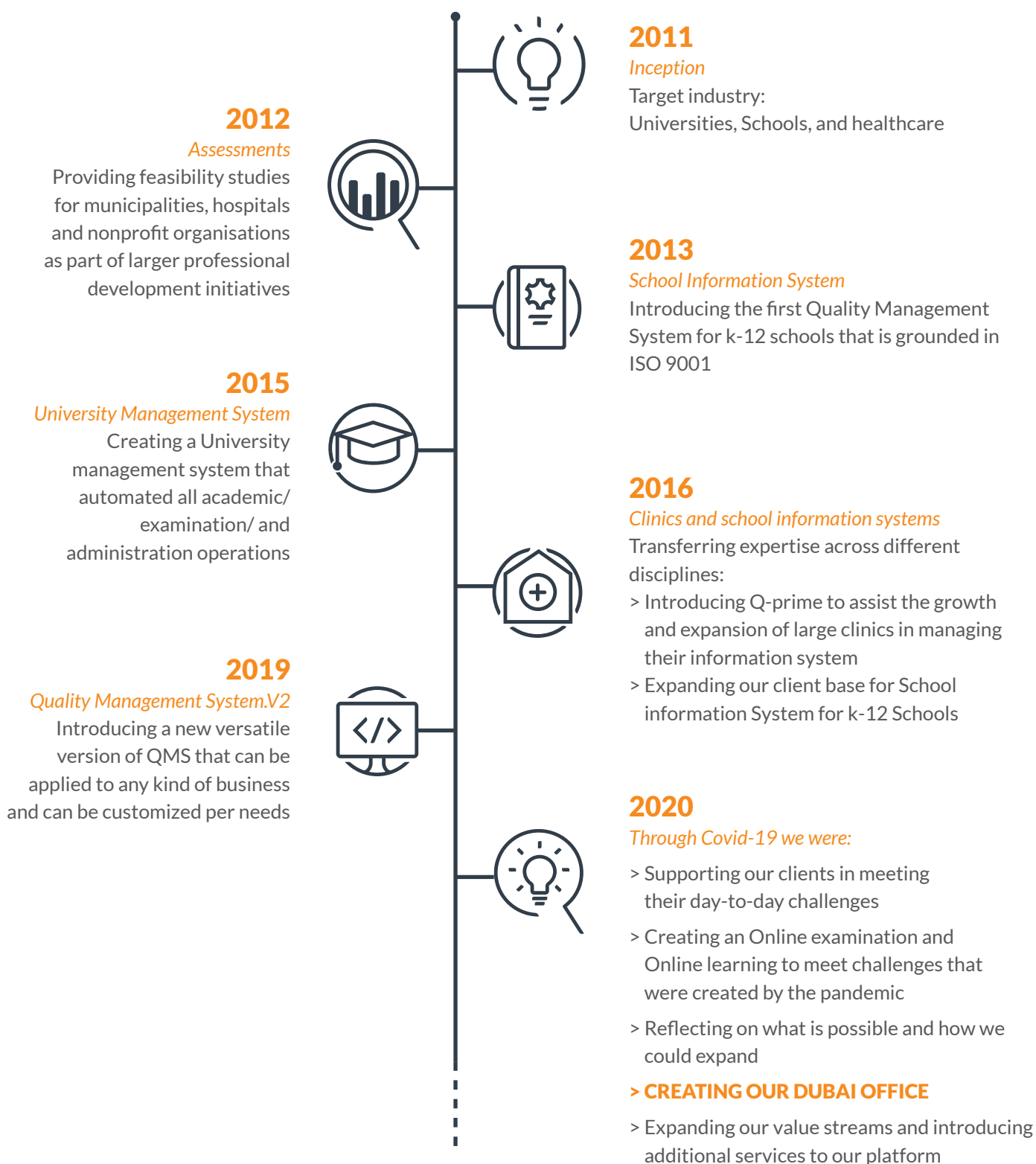> Mergers & Acquisitions
> Operation Optimization
> Restructuring

HUMAN CAPITAL

> Skills Development
> Assessment & Development Centers
> Psychometrics
> Succession planning
> Performance Development
> Organisational Culture

OUR **TIMELINE**

General overview of Qualizone history and where we are now

2011
Inception
Target industry:
Universities, Schools, and healthcare

2012
Assessments
Providing feasibility studies for municipalities, hospitals and nonprofit organisations as part of larger professional development initiatives

2013
School Information System
Introducing the first Quality Management System for k-12 schools that is grounded in ISO 9001

2015
University Management System
Creating a University management system that automated all academic/ examination/ and administration operations

2016
Clinics and school information systems
Transferring expertise across different disciplines:
> Introducing Q-prime to assist the growth and expansion of large clinics in managing their information system
> Expanding our client base for School information System for k-12 Schools

2019
Quality Management System.V2
Introducing a new versatile version of QMS that can be applied to any kind of business and can be customized per needs

2020
Through Covid-19 we were:
> Supporting our clients in meeting their day-to-day challenges

> Creating an Online examination and Online learning to meet challenges that were created by the pandemic

> Reflecting on what is possible and how we could expand

> **CREATING OUR DUBAI OFFICE**

> Expanding our value streams and introducing additional services to our platform

QUALIZONE

HUMAN
CAPITAL

The COVID19- Pandemic has prompted the case for change in organisational cultures and working practices. With an exponential technological change and digital breakthroughs, **upskilling employees and harnessing their potential is a competitive advantage.**

WE WORK WITH YOU TO:

Identify your capability gaps and support you in designing and building learning programs that adresses these gaps.

Inherent to our work is continuous and autonomous learning,

Therefore we walk the line with you in continuously growing your talent and developing your economy of knowledge, leadership and digital literacy.

Our Human Capital Solutions Include:

1. Assessments Centers and Psychometrics
2. Succession Planning
3. Performance Development

01.

Assessments Centers and Psychometrics

People are the vital operators of organisations in a dynamic and competitive local and global market. Understanding organisational capabilities and activating its potential can inform decision makers of their current reality from existing talents, current gaps, and future strategies. We, at Qualizone, partner with our clients towards finding the most optimal, cost effective and engaging assessment and development solution that drives the overall organisational human capital strategies while taking into consideration context and culture.

We use **world class assessment and development tools** along with psychometrics next to our pipeline of skilled subject matter experts and organisational psychologists.

We can also work to **customize your own tools for collecting data** that can drive your launch of learning platforms such as digital coaching and mentoring applications.

02.

Succession Planning

In any organization, it is absolutely critical to have a robust succession planning mechanism in place, so as to ensure that in case of any eventuality, there is no question of disruption and the business can sustain continuity. Succession planning also helps in creating a culture where high potential employees endeavor to be on a path to professional development, especially when they are being groomed for leadership roles.

OUR TEAM OF EXPERTS WILL BE ABLE TO:

Build an end to end, simple, well thought through, medium to long term succession planning model.

Guide the top team on the selection process, time frames, communication and follow-on actions with stake holders.

03.

Performance Development

We help build high performing teams that are fully aligned to the organizational objectives and put their best foot forward all the time.

THIS INCLUDES BUT IS NOT LIMITED TO:

Building revenue driven yet client centric incentive frameworks

Operating rhythm to track sales momentum

Business performance review templates to track core strategic and satellite tactical solutions

Management reviews framework to pulse check if strategy is on track

This will also cover coaching and one to one development for those who are on performance improvement plans, as well as some colleagues who need a simple blind spot detection!

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QUALIZONE

MANAGEMENT
SOLUTIONS

Under this critical value stream, We offer:

Tailor-made Software Solutions

Management Consultancy

Professional Development Services

to help private enterprises and public bodies
reach exceptional quality levels.

As a professional services company that works with the Total Quality
Management approach, we set high standards of performance and ethical
behaviors. Our good reputation established by our customer satisfaction
levels, is upheld by how we work and live up to our core values:

Integrity, Confidentiality,

Respect And Commitment

We love what we do, work as a team, and
establish lifelong relationships with our clients.

Our Management Solutions Include:

1. Enterprise Resource Planning (ERP)
2. Quality Management System (QMS)
3. University Management System (UMS)
4. School Information System (SIS)
5. Ranking Monitoring Tool (RMT)
6. Quality Assurance System
7. Research Management System
8. Q-prime (Software solution for clinical administration)

Our Approach:

A.
R&D, INTELLECTUAL PROPERTY

Qualizone contributes to the evolution of the knowledge-based society through its research platform where scientific research activities are piloted. Our National and International collaborations valorize the impact of our research activities.

B.
SOFTWARE DEVELOPMENT

Your business is unique, dynamic, and evolving: we create custom solutions designed specifically to fit your business processes and strategies. We believe that developing user-friendly custom software can enable you to grow your business in a sole cost-effective way.

C.
ENTERPRISE SOLUTIONS

In addition to solid advice, we provide total solutions from high-level strategic planning to improved customer service to daily operating rhythm and operations.

01.

ERP Solutions

Our Enterprise resource planning (ERP) team will business partner with your organization to provide the best-in-class customized business process management software. This will allow your organization to use a system of integrated applications to automate many back-office functions related to financial management, supply chain management, customer relationship management, human capital management, reporting and more…

Our ERP customized solution will also integrate with all facets of your operations to provide you with real time visibility, mobility and team collaboration.

02.

Quality Management System (QMS)

Managing quality performance requires a comprehensive approach that has a dynamic nature in terms of agility and customization. This becomes highly important when dealing with organizations as they must carefully consider and control their activities to ensure all quality requirements are met.

The integrated web based automated QMS system that we built has been designed to assist such organizations in implementing and maintaining this comprehensive approach by delivering tools structured around the ISO family of international standards for quality management taking into consideration the special needs and features for services.

It is a centralized management system that provides a portal to critical quality information and facilitates quality performance improvement through requirement tracking, notifications, and real-time management reporting. It has been designed to streamline and automate quality management processes of any organization and assist in the effective implementation of wide quality initiatives on a "use per need basis". The software system is %100 web-based, highly configurable QMS that helps organizations track, analyze, and report on quality management in addition to streamlining existing processes and enforcing their application, to achieve efficiency and effectiveness.

03.

University Management System (UMS)

The University Management System (UMS) is an enterprise web-based system that automates the internal workflow procedures of a university as well as the interaction with the students and the instructors. It allows universities to create more structured organization, increases the transaction handling capacity, and improves the system of internal control.

OUR OBJECTIVE IS TO:

> Partner with you to provide a smooth student engagement

> Improve institutional outcomes

> Use data to leverage future effective strategies for growth and improvement

TOP FEATURES:

> **Prospecting students**

> **Intelligent Application Forms:**
   > Online Entrance Exams Reservation
   > Online Results and Application Status

> **Students Module:**
   > Admission Process
   > Online Registration
   > Tuition Management
   > Scholarships
   > Financial Aids management

> **Faculty Module:**
   > Faculty Members profile
   > Class Roster
   > Grading System
   > Attendance and Archive

> **Administrative Part:**
   > Meta Data
   > Semester Management
   > Offerings
   > Facilities Management
   > Graduation Management
   > Management
   > Academics
   > Tuition Fees
   > Reports
   > Users and Permissions
   > Blockage System
   > Bank Integration

> **HR Module**:
   > Faculty and Staff hiring process
   > Promotion
   > Payroll module
   > Applicants management

> **Reporting Modules:**
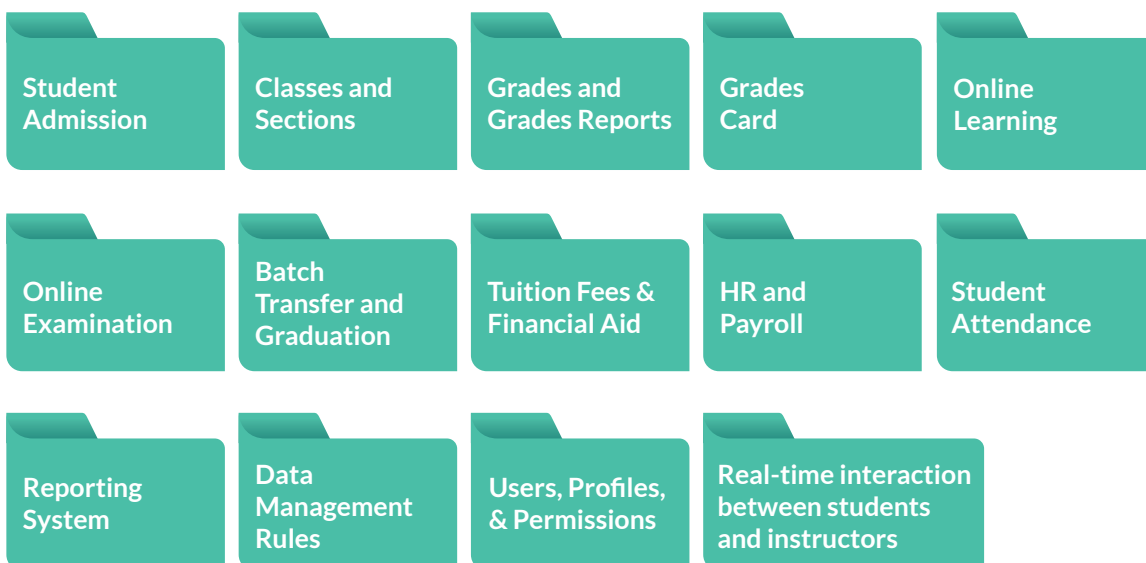   More than hundred different academic and financial reports

04.

School Information System (SIS)

In this big leap that the world facing, all industries are transforming, and schooling management is one them. Connecting all stakeholders over an interface that is easy, fast, secure, and informing is an essential feature that parents, and students are looking into. Becoming Autonomous learners starts with providing a technology that enable an effective connection across all school community.

School information system (SIS) from Qualizone is the primary system for operating a school. The systems include student registration, enrolment, scheduling, grades, fees management, reporting and many other modules. This system is used by educators and school boards to collect the information they need to manage student achievement. It also provides an interface for student, parents to follow-up and keep track of their children performance and all related academic and financial records. There is also student zone that can be securely accessed to keep track of their agenda, homework, grades, and others.

Besides quality assurance of education and daily processes, automation of the management system is the pathway for the school continuing improvement and piloting of progress through the automated performance reports and statistics that are provided by the system.

Modules

Student Admission	Classes and Sections	Grades and Grades Reports	Grades Card	Online Learning
Online Examination	Batch Transfer and Graduation	Tuition Fees & Financial Aid	HR and Payroll	Student Attendance
Reporting System	Data Management Rules	Users, Profiles, & Permissions	Real-time interaction between students and instructors	

Mobile Application

Smart School Mobile application is designed to work with both Android | IOS and is meant to create interactivity between school activities, parents, teachers, and students. Data feeding is available through different inputs. It can be integrated to Qualizone SIS or can be updated through a simple backend interface that secures availability of information.

Interactivity between students and teachers on the one hand and between parents and those concerned on the other, makes the school experience more interesting and provides live data to the user now of request.

Developed in three different languages (English, Arabic, and French). Our smart App provides continuous communication between schools and families making the school experience an interesting journey.

SIS Mobile App

PARENTS
Parents and teachers can communicate easily.

> Name of the student and their classes
> Payments
> Homework agenda
> Report cards
> Calendar and schedule
> School news and events
> Day offs
> Attendance details
> Messages
> Watch videos and pictures

TEACHERS
Teachers Can Send Multiple Task Through The Application

> Less paperwork
> Child growth
> Communication
> Student attendance
> New events
> Check homework
> Student information
> Uploading grades and homework

STUDENTS
The student task is more clear and efficient

> Agenda
> Grades
> Daily activities

05.

Ranking Monitoring Tool (RMT)

RMT is customized enterprise multilayer web-based application built on a business intelligence and data integration infrastructure. It allows universities to analyze and benchmark all ranking components to identify and communicate institutional strengths and weaknesses in analytical and visual way through dashboards and KPIs. RMT use a collection of data, such as surveys, faculty and school's data, student engagement, peer institutions with benchmarking capabilities, academic reputation, and offer a unique insight into the university positioning among peers' institutions.

Modules

Teaching, research, social services, international collaboration, etc...	Resources and funding allocation among department and schools	Performance tracking of faculties and researchers	Tracking of contribution to the overall University performance of faculties and researchers	Record and evaluate performance for all Deanships, Research Centers and Faculties
Track and monitor the evolution and growth of faculty/ department	International-ization	University input / output	Research outputs	Industry and government funds	Key performance indicators

06.

Quality Assurance System

Helps institutions organize their administrative and academic activities, to ensure compliance and best practices across all parts of the organizations.

FEATURES

> Organization performance

> Evaluation of educational programs

> Research outputs, relevant needs of the society

> **To monitor and continually improve satisfaction**

Qualizone system is an integrated customizable integrated web-based software that administer administrative and academic activities of a higher education institution. The system provides systematic data collection that cover the following areas to be evaluated:

> **Institutions**

> **Programs**

> **Scientific research, community services**

Qualizone System modules can be customized based on **individual institutional needs and according to government and accreditation bodies standards.**

BASIC COMPONENTS OF THE QUALITY ASSURANCE SYSTEM ARE:

> Institution profile and Strategy

> Documentation of quality policies procedures

> Teaching and Learning process

      a. Program Learning Outcomes

      b. Course Learning Outcomes

      c. Formative and Summative Assessment

      d. Data Collection

> Satisfaction Survey:

      a. Faculty & Staff Satisfaction Survey

      b. Students Satisfaction Survey

      c. Exist Survey

      d. Alumni & Employers Survey

> Research output

> Teaching Staff and employee's performance evaluation

> Students Success

> Infrastructure, financing

> Hiring process (Staff and faculty members)

> Staff & Faculty professional development

07.

Research Management System

Research Management Systems is complete web-based customized solution for Universities, which enable institutions to effectively manage their research activities, funding and grants, research projects, researchers' publications, ranking, and promotions of faculty members. The system has powerful-reporting tool to track all research activities of all departments / units of a university.

Modules

Faculty research profile	Faculty research publications	Ranking and promotion of faculty members	Research related activities	Research projects management
Data analytics and reports per school, department, and faculty members	Grants and fund management per department and researchers	Research processes workflow: Application, approval and tracking of different research related activities		

08.

Q-prime (Software solution for clinical administration)

The system is a multi-user web-based solution, customizable for all specialties and offers a user-friendly responsive interface. Web based solution for health care information system and health information management provide automated workflows, with complete patient record. A highly configurable and scalable single enterprise information platform for managing content, processes, and cases, on base support.

FEATURED AND BENEFITS:

> Health records system helps the physicians and assistants to improve their productivity
> The product includes all features to operate small and large clinics, as well as polyclinics
> New modules can be integrated for hospital administration and management processes, clinical data and reporting
> A complete hosted software solution with a secured backup plan, accessible online from any place

WHAT CAN Q-PRIMES HELP YOU COMPLETE:

> Create manage and search patient files
> Schedule and manage appointments on a multi-clinic basis
> Track the patient's medical history
> Archive medical information
> Easily manage financial duties
> Document all recommended diagnostic tests and treatments
> Quickly and efficiently refill multiple medications
> Remotely access the information from out of clinic or office
> Automatically generates required reports
> Easily generate the unified NSSF template

WHO CAN USE Q-PRIMES:

> Doctors
> Health care providers
> Nurses
> Medical assistants
> Front office staff
> Back office staff

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QUALIZONE

How you do business matters more than ever. Whether you are a small or a medium size company, becoming skilled in information management and with what your managers do on daily basis will help you become distinguished in what you offer to your clients.

Qualizone recognizes that time is a valuable resource and that our clients need immediate yet responsible action. We work at an accelerated pace to facilitate change.

Our team is nimble and have the optimal mix of consulting tools and operating experience

Our Professional Services Include:

A.
**FINANCIAL AND
TAX ADVISORY**

A.1. > General Accounting

A.2. > Financial Evaluation and Debt Restructuring

A.3. > P&L optimization, Feasibility study/Budgeting

B.
**GROWTH
MANAGEMENT**

B.1 > Consolidation and Operation Optimization

B.2 > Mergers, Acquisitions and Integration

B.3 > Franchising

WE OPT TO:

> Streamline and standardize finance operations

> Design and establish Performance Management Systems

> Apply Business Intelligence Initiatives

> Balance and enhance the supply chain

> Identify working capital and cost optimization opportunities

> Establish more effective approaches to Planning, Budgeting and Forecasting

A.

FINANCIAL AND TAX ADVISORY

With the pressure of new regulations, taxation reforms and changing customer demands, Key executives must make informed decisions that broadens financial capabilities. Our objective is to help you redefine and implement best practice in organisational design. To help you achieve this objective we help you in designing and implementing your finance platform; equip you with impactful data and rethinking new ways to transform your compliance constraints onto strategic asset.

A.1.

General Accounting

Our Accounting Module will provide you with up-to-the minute financial view of your organization.

IT ADDRESSES KEY ACCOUNTING FUNCTIONALITIES LIKE:

> General Ledger
> Fixed Assets
> Accounts payable and receivable with the proper control
> Statutory reporting requirements

ACCURACY, CONSISTENCY, SIMPLIFICATION AND COST OPTIMIZATION ARE THE KEY PILLARS TO OUR ACCOUNTING MODULE...

Next to our accounting module, we offer professional assistance on tax advisory related to country of incorporation of your company or even country of operations.

FEATURES:

> Account Enquiry & Management
> Accounts Receivable and Payable
> Automated Batch Invoicing and Processing
> Automated Payment and Allocation Options
> Prepay or Voucher Sales Payment Option
> Comprehensive Reporting
> Smart Notes for Communication History
> Account Status
> Purchase Order and Inventory Management
> General/Nominal Ledger Interface Capabilities
> Advance Sales Reporting
> Purchase Order Management
> Tax Advisory

A.2.

Financial Evaluation and Debt restructuring

Our team of experts have been in the field of assessment and performance valuation for more than 20 years. We understand the current challenges that businesses and industries are facing in managing investments, regulations, strategy, and portfolio.

OUR OBJECTIVE IS TO PROVIDE YOU WITH A RELIABLE BUSINESS VALUATION REPORT THROUGH:

> Reviewing historical and forecasted information
> Analyzing balance sheets, income statements and cash flow
> Conducting meetings with management to evaluate company financials, operations employees, customers and competitors and other relevant items
> Analyzing and comparing company performance to similar businesses within the industry
> Examining budgets, leases, sales contracts, purchase agreements, customer lists, local and national economies, and management capabilities

Our experts also cover potential debt restructuring to better manage cash flows. Whether you are buying or selling a business, we will provide you with authentic and accurate reports for getting your financial decisions well-done.

A.3.

P&L optimization, Feasibility study/ Budgeting

Numerous factors affect the profitability of a business and profit and loss management is a critical aspect. Our objective lies in providing a thorough analysis of your company's profit performance. This in turn will help you make informed decisions necessary for short- and long-term changes.

DELIVERABLES

> Full financial performance reports
> Profit and loss statement (P&L) analysis report
> Prospects business opportunities and expected financial risks
> Possible scenarios of how to Optimize finance operations and resource utilization

B.

GROWTH MANAGEMENT

COVID19- Pandemic prompted the importance of rethinking businesses practices in a radical way. To start a new course or lead a transformation is one of the riskiest decisions that front line executives needs to make. Our aim is to support you though this transformation journey. We take the time to understand your business operations from end to end, your current and future needs next to our experience to collaboratively develop solutions that yields tangible results.

B.1.

Consolidation and Operation Optimization

WE GET THINGS DONE AND THAT IS HOW WE BUILD TRUST.

Our Qualizone team will collaborate with your team to make sense of the current status quo of your organization.

WE
ANALYZE

We analyze the four dimensions of business change — **people, processes, technology, and risk/control**

WE
IDENTIFY

We identify problem areas that prevent your organization from fulfilling its potential and to road map improvements

WE
CREATE

The objective is to create an agile, lean, and client centric business model by bringing together the very best from each organizational structure and creating a single consolidated and efficient model

We offer operational excellence audits supported by empirical evidence to clients on how their assets are performing. Our Performance & Continuous Improvement practice helps clients rapidly unlock profitability by driving revenue, optimizing costs, and improving operational effectiveness.

B.2.
Mergers and Acquisitions

The current global pandemic, political tensions and new work models brought disruptions that radically shifted the competitive landscape in most industries. To remain a solid player, it is imperative for companies to achieve real growth. Our objective is to help you evaluate the business, source your next acquisition, and define your M&A strategy. From innovative financial strategies and techniques to the often-underestimated facets of people and customer integration, you will walk away confidently with an integrated view of how to shape your company's growth.

DELIVERABLES

> Evaluate your corporate strategy
> Source the right deal
> Conduct a thorough Due Diligence- Informed assessment of the expected costs, benefits, and risks of an M&A transaction
> Apply the latest methods and tools for valuation and due
> Drive operation efficiency and synergy to enhance profitability (Holistic and comprehensive workflows)
> If Divestiture is needed, why when and where
> Facilitate private information flows between the acquirer and target firm
> Analyze the full M&A process and measure its performance
> Apply risk management & risk mitigation principles to your growth (Data analytics)
> Review capital fund-raising options
> Mobilize positive emotions and reassure your team during the change process

B.3.
Franchising

We work with our clients to structure an end-to-end Franchise Strategy based on their business needs and requirements. Providing what is most compelling to their brand, culture and operating model in order to help them achieve the right brand growth.

Franchise Strategy
(Type of franchise, branding & product margins)

Franchise Financial business plans
(Initial franchise fees, Royalties) & product margins)

Franchise operating manuals, training programs and sales brochures

Franchise organizational structure and implementation plans

Sales and Marketing Plans

Comprehensive ongoing Franchise management services

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