



## COMPANY PROFILE



## About PROXC Consulting

### Introduction

PROXC is a key regional player in business consulting and advisory services field within the Europe, Middle East & Africa regions; bridging gaps between the management approaches and its actual implementation plans.

PROXC services are grouped into three main categories:

- Business Advisory
- Technical Consultancy
- Training and Development

All categories serve a wide range of domestic, regional and multinational clients in the region and are recognized as market leaders in multiple business areas.

Our daily challenges are acquiring the most up-to-date knowledge in different management functions as well as an up-to-date knowledge of the latest technologies and utilizing this knowledge to maximize the value added services to our clients.

Persistently working toward continuous improvement, and stretching our potential, we have succeeded in developing models and tools that serve to identify our clients specific requirements and cater to addressing them in the most effective and efficient manner. We believe that this represents our main competitive edge, and as such we strive to constantly upgrade and fine-tune these methodologies to remain in line with local and regional business environments.



PROXC Services Categories

## Why PROXC Consulting

We believe that our clients' success is our success; we believe in professionalism, we consistently maintain high standards for service and consultants to be always able to bring the best team of senior consultants to bear on every single project.

We understand our clients business needs, we comprehend their business specific language. We live the way they live. We help enterprises explore extraordinary opportunities, manage and sustain growth, and maximize revenue.

### Save 40 % of your project schedule before you start!!

Through our diverged geographical presence, and as we operate in two different continents with two different time zones; our consultants are there for you during 56 hours/ week while most service providers normally operate only 40 hours/ week.

### Multilingual Consultants

Our multilingual consultants are a definite asset in communicating with the project stakeholders; minimizing the gap that usually occurs due to language and culture barriers.

### World Class Project Management

PROXC Consulting outsources experienced Project Manager to many worldwide elite enterprises. Experience our Project Management Services that shall be embedded in our proposed services.



## Business Advisory

While enterprises may not be able to control interruption event, we help in controlling the impact it has on the business. **PROXC Consulting** works closely with companies to identify risk and limit its impact. We offer solutions and tools — and answers to real world challenges — in critical areas of exposure:

### **Enterprise/ Business Continuity Management.**

PROXC assists enterprises in building their Business Continuity Management [BCM] framework; coaching in identifying, prioritizing, and managing enterprise risks; leading to achievable strategic objectives and keeping business on track.

Only with an industry specific, practical, executable, and periodically tested *Business Continuity Plan*, enterprises should be able to identify the business vulnerabilities and prepare the proper actions to mitigate the impact of any interruption. Building an efficient and effective *Disaster Recovery Plan* identifies the fastest, and minimal course of actions so that they can get back to "business as usual" should an incident occurs.

### **Human Assets**

We make sure your safety and ergonomic programs are actually decreasing incidents significantly; helping you protect your most valuable asset: your people.

### **Claims and Litigation Support**

We help you conduct financial investigations and extract, authenticate, and preserve digital information. We help resolve insured — and uninsured — losses and resolve virtually any kind of dispute.





## Enterprise & Solutions Architecture

When you think of a solution, it includes the hardware, software, and supporting people and documentation to solve a problem or reach a certain business goal.

Solution architecture starts with a really deep understanding of the business need, and this is where so many projects fail. We gather requirements, envision the solution, evaluate the options available for the solution, perform the time/people/resources trade-offs, design the solution, and then communicate all of this to the developers.

As Enterprise Architects we translate the strategic objectives and vision of an enterprise into a realizable blueprint for business and IT change. We help organizations develop their Enterprise Architecture, working closely with business and IT to understand the business drivers and vision and how this needs to be reflected in the Enterprise Architecture. We work collaboratively with key stakeholders to understand their business and technology challenges from which the Enterprise Architecture can be derived.

Our services also include:

- Translation of enterprise strategies to definite technical requirements
- Enterprise business needs Analysis
- Technical RFP consulting
- Business solutions design and architecture
- Solutions quality assurance
- Technical writings







## Project Management

Projects are temporary activities by nature, designed to deliver unique goals and business objectives, with project teams released to their operational roles at project completion. With less focus on project management skills development, enterprises may end up with low quality, over budget, unsuccessful projects.

Project management success requires discipline at both the individual at organizational levels. As project management experts, we understand how hard it can be to change behaviors. We will work with you to solidify adoption of your process and build the discipline that will guarantee your long-term success.

With a varied background in project implementations, we provide temporary project management resources to meet the needs for any contract length. Through our experienced certified project managers, we supplement project teams with:

-  Leadership and planning necessary for successful project completion and closure
-  Coaching of individual project managers, their teams, and/or their managers
-  Planning and then supporting execution of an organizational change program
-  Acting as external “Project Management Office” to audit projects, assess risks, enforce compliance and coach enterprises PMO team during this transition period



## How we do business

Our core business – Business Continuity Management – makes a valuable contribution to society. For many people our advisory services are, quite literally, life-saving. Corporate responsibility defines how we achieve our goals. The way we conduct our business affects our relationship with groups such as:

- 🔄 Major Enterprises who use our services including mission critical companies
- 🔄 Their employees whom they trust them for their life and money
- 🔄 Their Clients who are in continuous need to their products and services
- 🔄 Governments that regulate their industries

Our reputation with these people and the trust they place in our services is critical to our business. But our pride in what we do does not mean we can ignore the critical need of a continuous development, enhancement and improvement of our services.

## Ethics

By demonstrating to stakeholders that we meet high ethical standards in all aspects of our work, and that we are committed to helping address challenges, we can maintain their support. Our reputation, the standards we operate to and our employment practices also affect our ability to attract, retain and motivate the best people.



## Business Partners

In an effort to expand outreach efforts and services, PROXC entered into a strategic partnership with multiple world class associations and institutes; including ISACA, DRI International and PECB covering United Kingdom, Middle East and Africa regions; to achieve goals that we believe are important in improving our clients' business performance.

### ISACA

As an independent, nonprofit, global association, ISACA engages in the development, adoption and use of globally accepted, industry-leading knowledge and practices for information systems. Previously known as the Information Systems Audit and Control Association, ISACA now goes by its acronym only, to reflect the broad range of IT governance professionals it serves.



### DRI

DRI International certifications are recognized worldwide as the professional credential in Business Continuity Management. PROXC Consulting and DRI International share common goals, objectives and dedication to the business improvement within the region



### PECB

PECB is a certification body for persons, management systems, and products on a wide range of international standards. As a global provider of training, examination, audit, and certification services, PECB offers its expertise on multiple fields, including but not limited to Information Security, IT, Business Continuity, Service Management, Quality Management Systems, Risk & Management, Health, Safety, and Environment.








## Our Clients

Almost every company has something about client focus in its mission statement. The larger the service organisation, the more executives tend to insulate themselves from clients. Some rely on client-satisfaction surveys and focus groups. Others simply assume that clients are just like them! These kinds of service companies end up delivering services that suit them, not their clients.

Well, we do not ...!

We understand that our clients work in all sorts of business sectors and industries and may be senior managers, middle management or junior staff members. They have different business goals, with different needs, even their cultures and their business environments might be different.

Despite these differences they share a number of common goals. They may wish to develop a competitive edge to maintain their business growth in increasingly competitive work environments

-  Achieve business goals to have the minimum impact for Interruptions
-  Better nurture their staff to achieve to their highest performance levels
-  Make an immediate, measurable and lasting difference in their enterprise
-  Improve their project management skills and relationships
-  Solve problems more effectively and be solution-focused



**UNODC**

United Nations Office on Drugs and Crime



*"The services provided by PROXC Consulting are of a real added value for any enterprise; tackling the real pain areas within the current market dynamics"*

**Khaled Al-Baz**

Customer Experience Director  
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