



MTC

MTC Profile & Strategy

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Who We Are

MTC is an ICT & SW Firm aiming to support Carrier Operators, Service Providers (CSP), and SME in providing Turn-Key Solution starting from Engineering Study, Business Consultation, Technical Solution, Supplying Materials, Installing & Configuring Systems, Testing, Managed Services, and Customized SW App.

Our Business Obligations

☐ *Customer:*

Provide world-class quality in a cost-effective way.

☐ *Shareholder:*

Becoming a multinational profitable organization where our investors enjoy growth potential in new market and in revenue streams.

☐ *Employee:*

Building a strong Employee Value Proposition, ensure fair wages, provide employment security, social security and opportunity to grow.

☐ *Society:*

Boosting Technology (ICT & SW business), creating jobs, GDP growth, reduce negative Environmental impact e.g. reduce Greenhouse Gases emissions, waste generation, and energy consumption.

Our Vision & Strategic Dimension

"Aiming to be the Customer's Preferred Choice by Ensuring Customer Satisfaction"

Generate profitable
growth

Customer Solution
Driven
(Transformation)

Build Our Assets
(Leverage)

Achieve
operational
excellence



Strategic intent



Strategic dimension

What We Offer

☐ **Carrier Solution:**

Field Operations (TI, Site Acquisition, CM/PM), Construction & Civil Work, CEM, NOC, Network Planning, Network Optimization, SDN/NFV...etc.

☐ **Enterprise Solution:**

Light Current Solution, IOT, ERP/CRM, SDN/NFV, Smart Cities, Data Centre, 3D printing, Automation Technology, Cyber Security Solutions, Crisis Management Centre...etc.

☐ **Software Solution:**

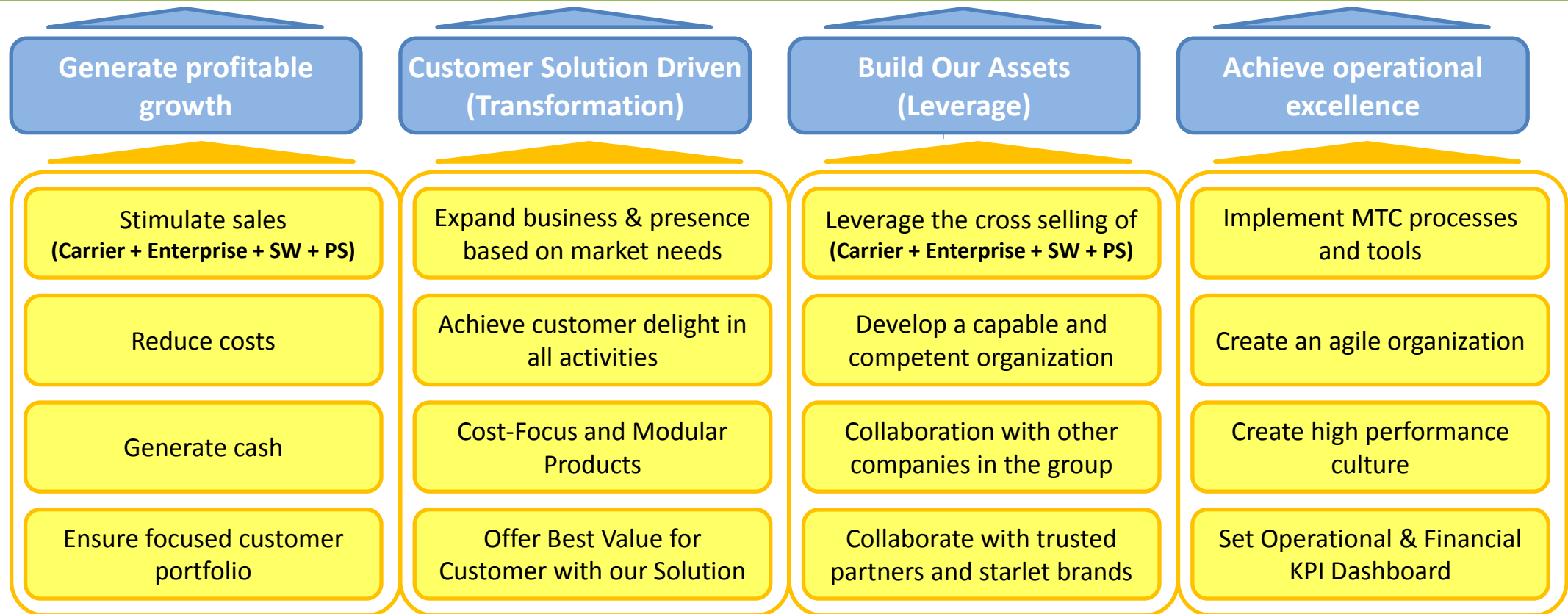
AI & ML, Intelligent App & Analytics, Mobile App, ERP modules, SaaS...etc.

☐ **Professional Services:**

Security Operations Centre, Smart Building Management, Business Consultation, Risk Management, Revenue Assurance & Fraud Management, Technical training...etc.

MTC Strategic Objectives

“Aiming to be the Customer’s Preferred Choice by Ensuring Customer Satisfaction”



Strategic intent



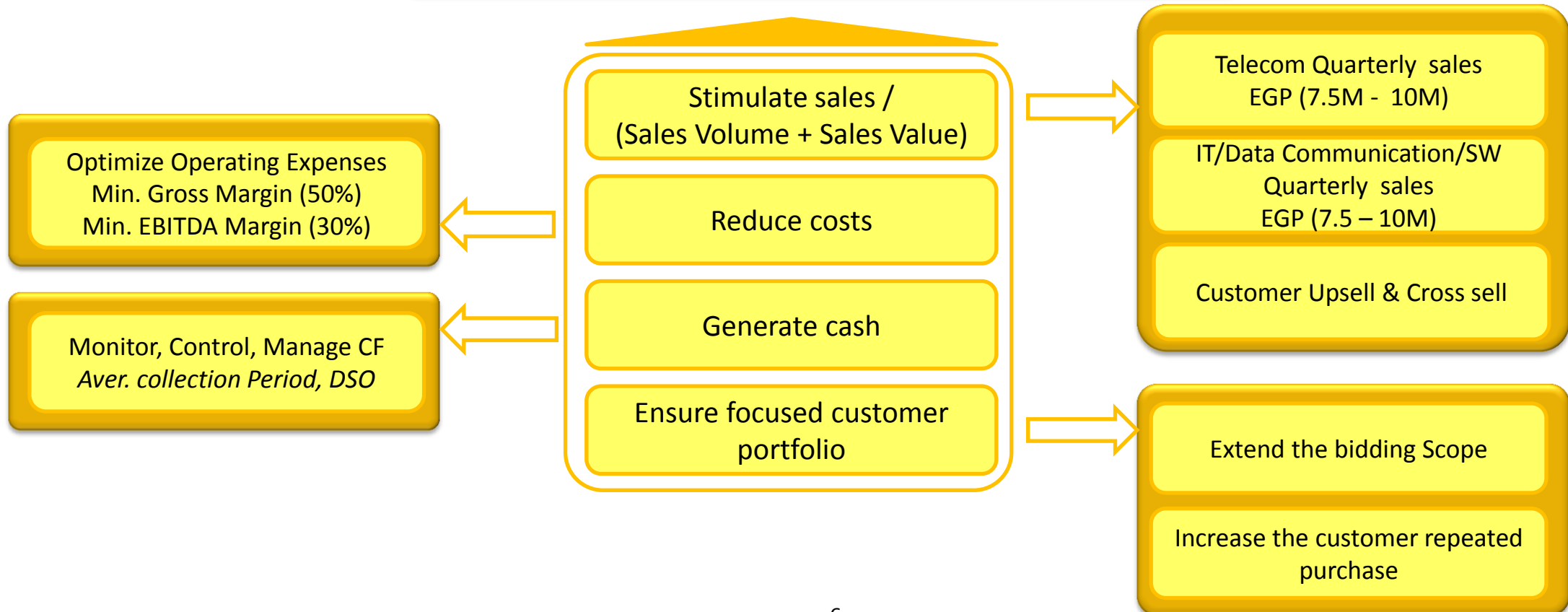
Strategic dimension



Strategic objective

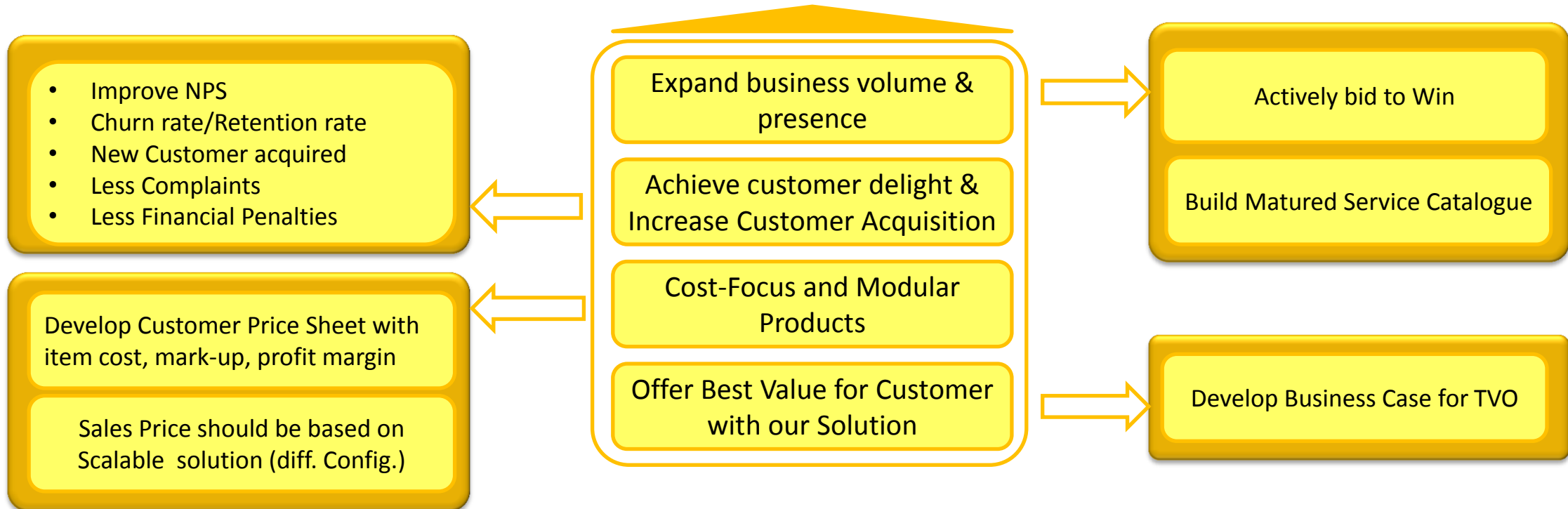
Objectives' Key Metrics (KPI)

Generate Profitable Growth



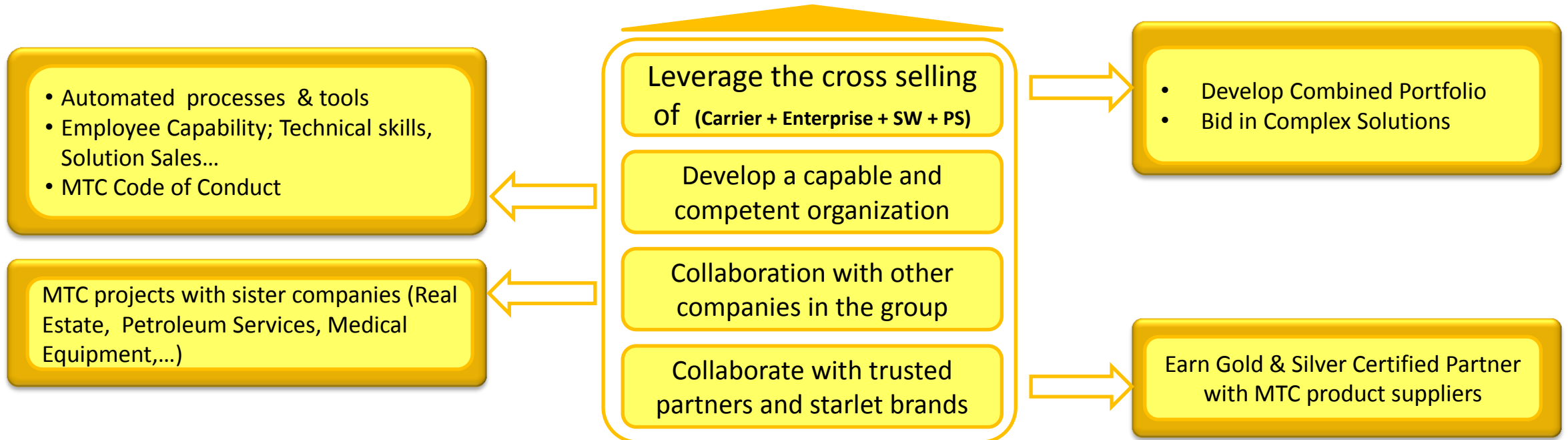
Objectives' Key Metrics (KPI)

Customer Solution Driven (Transformation)



Objectives' Key Metrics (KPI)

Build Our Assets (Leverage)



Objectives' Key Metrics (KPI)

Achieve operational excellence

- Enable customer needs across CLC
- Proactively identify and pursue opportunities (Consultative Sales)
- Flexible resource allocation
- Empowered teams
- Employee Continuous learning
- Ensure clear, accountable roles
- Processes for rapid decision
- Standardization processes and best practices
- Employee knowledge & Experience sharing
- Employee Performance evaluation against targets
- Employee job rotation
- Information transparency
- Evolving & Next generation technology architecture, system, and tools

Implement MTC processes and tools

Create an agile organization

Create high performance culture

Set Operational & Financial KPI Dashboard

ERP, CRM, Pricing Tool, Sales Funnel, WFM, RM Process, SCM Process, ITIL

- Sales KPI (Revenue Growth, Gross & EBITDA)
- Financial KPI: AR, DSO, Working Capital,
- Projects KPI: %Projects On Time
- Bids KPI: #bids, complex bids, lost bids,
- CE KPI: NPS
- RM KPI: Risk Cap., Risk App., RAR, GEV

