



AIKSOL
ONE PERFECT SOLUTION

TECHNOLOGY SOLUTIONS


Tailored *Enterprise & Digital enablement* solutions to help industries use *innovation*, and emerging *technologies*, to **digitally transform** their businesses.





Message from the Founders

Welcome to AIKSOL!




We feel privileged to be writing this message as founders of AIKSOL. As you navigate our services booklet, we hope you learn more about the qualities that make our company an outstanding business solutions and software development services provider along with that a wonderful place to build a career.

Introduction

We strive to bring a promising future for our clients through innovative solutions, Information Technology Enabled Services [ITeS] and Software products' research and development. Working over the years, we have developed the most innovative and industry-best human resource having a vast experience in these fields of technology. We promote businesses with our strong spirit and belief, that is, to fulfil customers' requests at all times, realizing the glamorous dreams they have. As a result, we contribute to render an affluent society and our values reflect this school of thought in our day-to-day operations.

We provide service with a human touch.



We have earned the trust and respect of our clients for one simple reason—we have great people. They are experts in their fields. They bring a strong service ethos to everything they do. They take pride and ownership in the jobs they do. We bring passion, pride and experience together.

We have a client-first philosophy.

We have only one objective: ensuring that our clients' missions and objectives are achieved with highest level of efficiency, professionalism, and assurance. Our software development processes ensure that our clients' expectations are stood up on schedule and within the budget. Our clients come to us with confidence that we have the expertise to take on their projects and guide them to the next level of performance.

We have a truly international reach.

We have worked in many of the most demanding and secure environments in the world, and our global reach means that we can support our clients wherever their needs require us to. At AIKSOL, we can draw upon the accumulated knowledge of an organization that has set new

standards of excellence in different sectors of life equally. We apply the very best international insights to keep our clients at the leading edge.

We make a positive difference in people's lives.

At AIKSOL, we have earned a reputation for helping our clients to transform the way in which they digitally evolve their business. After years of experience in providing our clients with value-added solutions, AIKSOL has earned a reputation for delivering solutions that truly make a difference.

We live out our values.

AIKSOL's culture is defined by simple set of corporate values defining how we operate every single day – Trust, Care, Innovation, and Pride. They reflect how we interact with our clients, our colleagues, and our communities. We believe that any business depends on its communities for the growth and thus it must give back to society. We believe that when we ingrain this mindset in the company's business model, it attracts positive energy, wins the trust and loyalty of the economy and builds a long-term relationship with the communities. We hold each other accountable for creating a company we can all be proud to work at. Our different models of CSR are further discussed in this document.

We hope this provides you with a few reasons to get to know AIKSOL better. Whether you are a potential customer, a small business partner, or a future employee, we look forward to finding out how we can work together to bring service to life.

AIKSOL.

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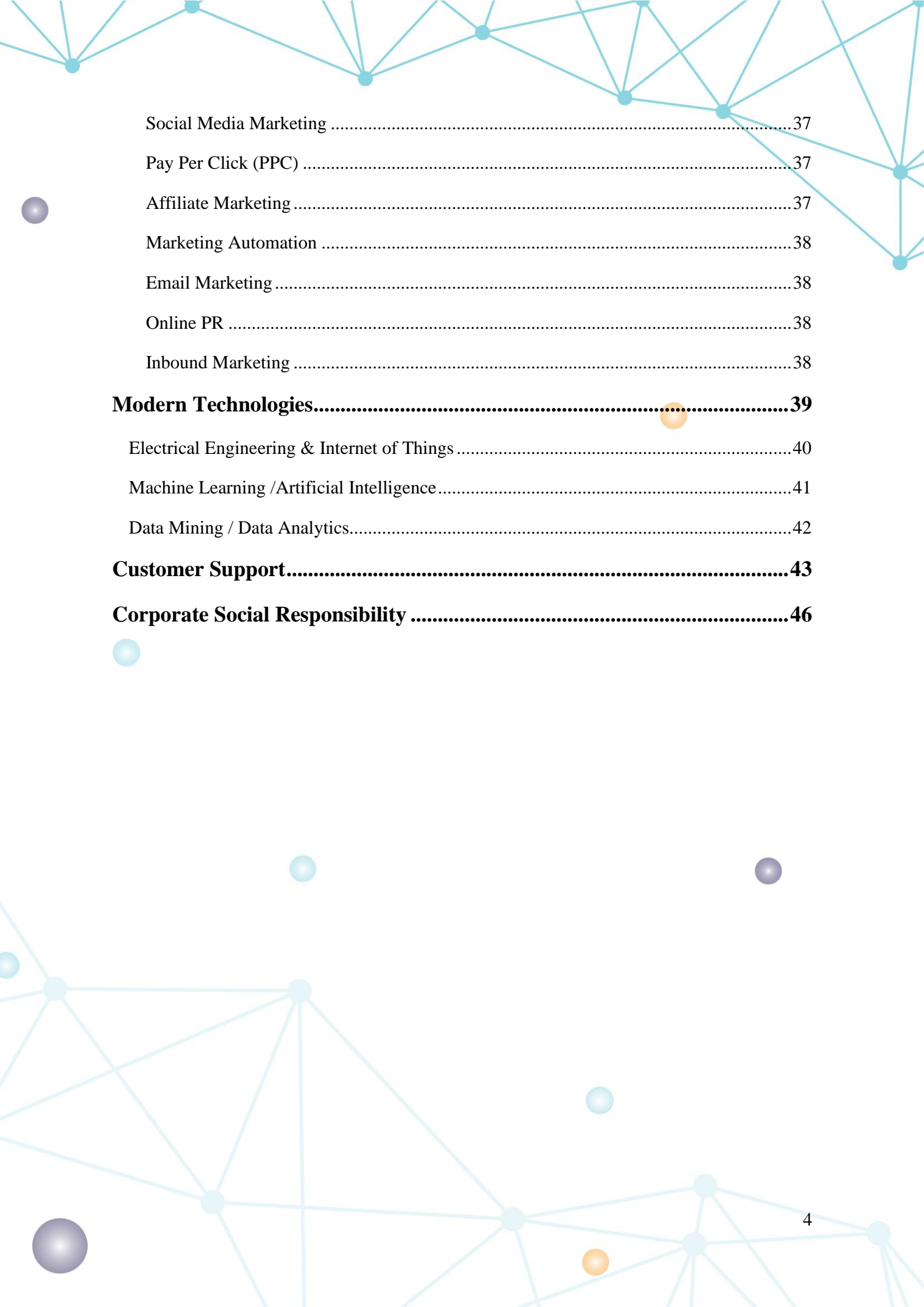
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About Us

AIKSOL is a development and Information technology consultancy company, which provides tailored enterprise & digital enablement solutions helping institutions, industries and enterprises across the globe to use innovation and emerging technologies, to digitally transform their businesses.

Our Mission

To enable, support and boost the businesses of our clients, by equipping them with the most innovative technology solutions tailored to their needs, and helping them achieve a competitive edge in the digital era of 4th industrial revolution.

Our Vision

To equip the individuals and businesses around the globe with the most effective and cutting-edge technology solutions so they can build, maintain, and sustain their development. While doing all this we make sure that the products we design have a positive impact on the lives of the people using them.

Our Work Culture



Working with the aim to deliver the best quality to our clients, we believe in transparent, progressive, and growth-oriented ways of development. To achieve that we work as a network of teams rather than an orthodox hierarchical corporate pyramid structure.

Our belief is that change is no longer a once-in-a-year event. It's a part of every-day work, hence we embrace experimentation in everything we do: products we design, ways we work, and even the ways we build our teams.

In the end, contrary to traditional organizations, AIKSOL acts on the belief that employees are responsible adults who can be trusted. They perform best when given a high degree of autonomy, hence we interact, share projects and ideas to bring out the best.

Our Development Process

Over years of web, mobile application, and software development projects, we have refined our software development process to deliver reliable and excellent results for our clients.



1. Research

The first phase in our development is to thoroughly understand your business, your business goals, your customers and their expectations and behavior, and how your website factors into all of it. We will also look at the competitive landscape to establish context and benchmarks for how your site should function and then improve on that. This stage will give us the foundation for moving forward with just the right recommendations for the design and development of your product. At the start of each project, we work with our customers to build a solid project plan. The initial Scope document can come from the client or a combined process of phone calls and in-person meetings. Once the Scope is finalized, it is used to build out the complete proposal and as the launching point for the initial wireframes.

2. Concept

A finalized plan and scope of the project brings our wireframing teams to take over and bring the concept to life, by designing the right placement of all the objects of each page of the application.

3. Design

Once the skeleton of the application is designed, it is time for our design team to create an effortless and flexible user experience. This is the phase of the project where you will see the complete application come to life, and you will be presented with clickable versions to experience everything that the user goes through, prior to code.

4. Develop

After the completion of wireframes and designs, we start to develop the application and make it functional. We work with Agile development methodologies, to allow fast and efficient project development. Our customers are able to regularly review the progress of their software development process and provide feedback at the end of each sprint.



5. Deploy

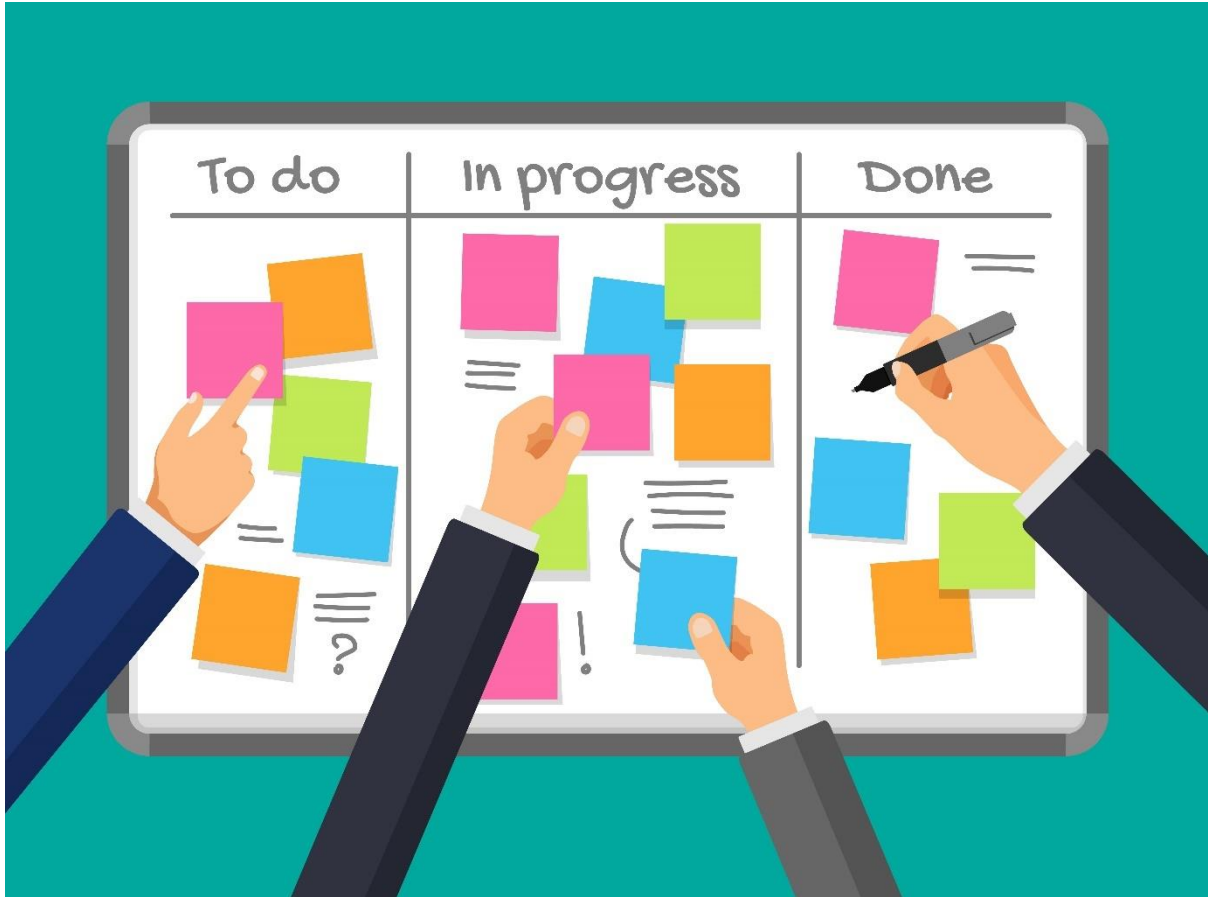
Once the application development is completed and, approved by our internal quality assurance and project management, it is presented to the client for the final approval. We are then ready to deploy the code to its final destination. There are many options for deploying the project code, ranging from: running on a client-owned server to our in-house cloud hosting or on cloud hosting of client's preference. We counsel each client on the options and manage the final steps.

6. Grow

With all our development practices and services focused to enable our clients to grow and achieve the competitive edge in the market of their operations, it becomes vital for us to continue with the after-deployment or sales services. To ensure not just the smooth running of the software solutions but also to keep our clients up-to-date with the latest technological changes and possible improvements in their systems.

Why AIKSOL?

We use best practices in Agile Software Development and project management. While maintaining regular communication with our clients we also ensure every project to be completed in time.



In case of emergency, we are always able to substitute any developer with an equal one in terms of skills and knowledge.

We provide our programmers with everything they need for working and creating for you the best product (for example, all models of iPhone & iPad devices for testing as well as several test computers with ALL needed OS and browsers, etc.).

Our company is perfectly organized, so the developer will be working for you 8 h/day and won't get distracted.

Thanks to our professional project-managers, you will always be abreast of the working situation of your project and get full technical support.

The background features a complex network of thin, dark grey lines connecting various points. Interspersed among these lines are several spheres of different colors and sizes: a large orange sphere in the top left, a medium blue sphere in the center, a small orange sphere in the bottom right, and several small dark blue spheres scattered throughout. The overall aesthetic is modern and technical, suggesting a network or data structure.

CORE TEAM



1. Rai Sikandar Ali - [Co-Founder]

Sikandar developed his expertise specifically in gathering, analysing and generating estimation of business requirements along with the core software development skills amassed over the years. He has developed multiple high availability end-to-end solutions deployed in high availability environments. Sikandar helps to guide development and technology at AikSol. His extensive experience in the industry is put to use when designing robust architectures for our client software, improving internal processes, and mentoring his teammates in their personal and professional growth to become better members and individuals contributing not just to the company but also to the society.

Skills & Specialties

- Software Architect
- Flutter / Dart
- JavaScript / jQuery
- RPA / UiPath
- Graphic Design
- .NET Core MVC
- AWS (EC₂, RDS, DynamoDB, LightSail, Lambda, Elastic Beanstalk)
- React js (6+ Apps)
- Documentation
- Entity Framework / LINQ
- Google Protobuf / JSON
- RDBMS design and development (10+)
- Google Cloud (Compute, Vertex, NLP)
- Agile, RUP, Scrum

2. Noor Ul Huda Gulzar - [Co-Founder]

Noor possesses extensive experience in designing and implementing end-to-end solutions for scalable and fault-tolerant systems in High-Availability environments using Domain Driven Design Development and Service oriented architecture, along with that she has a well-established experience in RDBMS architecture and designing for large scale industry projects being developed at AIKSOL. Her insights into the technologies along with her creative problem-solving skills bring the required blend of ingenuity, creativity, and leadership, necessary to keep the teams working on the best solutions for our customers.

Skills & Specialties

- RDBMS design and development (10+)
- API Development / Integration
- .NET Core / MVC
- Entity Framework / LINQ / RESTful Services
- SignalR / WebSockets / gRPC
- Postgres / Oracle / MongoDB
- AWS (EC₂, RDS, DynamoDB)
- JavaScript / Typescript
- React(10+ Apps) / Angular(4+ Apps)

- Flutter / Dart
- NUnit / Mocha / Integration testing
- Google Protobuf /JSON
- DDD / FDD/ BDD

- Google Dialog-Flow(ES / CX)
- State Management (Redux / Mobx)
- RPA / UiPath
- Agile, RUP, Scrum

3. **Muhammad Snabil - [Senior .NET Developer] [2 years of experience]**

Snabil is skilled in leading the systems development efforts in the domains of requirements definition, implementation, testing and support. He has special hands-on experience of participating in project enhancements operations made possible by gathering requirements and review meetings. He has been working with small and large teams handling project maintenance activities like analysing the issues/bugs reported by the client and delivering the fixes with respect to the priority / severity. Snabil has some excellent interpersonal, technical and communication skills essential to lead from the front.

Skills & Specialties

- .Net Framework
- .Net Core MVC
- EFCore / LINQ / REST APIs
- RDBMS Design and Dev
- Postgres / MS SQL
- API Dev and Integrations
- Postgres / Ms SQL (T-SQL/PL/SQL)
- Stored Procedures & Functions
- Requirement Engineer
- Unit testing and integration testing
- MVC / MVVM / Design patterns
- Jira / Asana

4. **Obaid Ur Rehman - [Senior .NET Developer] [3 years of experience]**

Obaid got experience in leading all stages of systems development efforts, including requirements definition, design, architecture, testing and support. He has added experience of designing technical specification documents as per UML standards. He has been working with small, large teams and covered several areas such as education, enterprise, sports, automobile industry and more. Obaid has some excellent interpersonal, technical and communication skills. Ability to work effectively and efficiently in a team and as an individual contributor.

Skills & Specialties

- .Net core MVC
- .Net Framework
- EFCore / LINQ / REST APIs
- Azure cloud (Azure Apps, Azure SQL, API Management)
- SignalR / WebSockets
- RDBMS Design and Dev
- Unit testing and integration testing
- SOA in multi-tier, database driven, client-server applications
- API Dev and Integrations
- Postgres / Oracle (PL/SQ)
- MVC / MVVM / SOA / CQRS Enterprise Architecture

5. Mirza Aamin Baig - [Senior React Developer] [3 years of experience]

Aamin is our most experienced react developer and UI/UX expert. His interpersonal skills and project management abilities puts him forward in meeting deadlines as swiftly as possible. He has gained experience in JavaScript frameworks over the years. His quick learning abilities have driven him to adapt to any sort of development change and update. His react development expertise has pushed him to surpass all sorts of frontend development obstacles.

Skills & Specialties

- React Js / Vue Js
- Node Js / Express Js
- React-Redux / Mobx / Context
- JSON / Google Protobuf
- Bootstrap / Materialize /JSS / Tailwind
- AJAX / JSX / Jquery / XML
- HTML / CSS and SASS
- ES6 / 7 / TypeScript
-
- React Classes / Hooks
- API integration (Axios, Fetch)
- Npm / yarn
- Adobe XD / illustrator / wire-framing
- GraphQL / MongoDB / Postgres / IndexedDB
- UI Development, Web UI analysis
- Unit / Functional testing (Jasmine)

6. Ali Imran - [Senior React Developer] [3 years of experience]

Ali is the team's most enthusiastic developer. His activeness brings energy to push the phase of development. His hands-on experience in react and its related subdomains and packages has led him to develop ERPs with the most up-to-date technologies. He is a team-player when it comes to development, the collaborative art of development is led by Ali and his brilliant co-operative abilities.

Skills & Specialties

- React.js / Node.js / Express.js
- React-Redux / Mobx/ Context
- Bootstrap / Materialize / Tailwind
- AJAX / JSX / Jquery / XML
- HTML / CSS and SASS
- UI Development, Web UI analysis
- ES6 / 7/ TypeScript
-
- React Classes / Hooks
- API integration (Axios,Fetch)
- Npm / yarn
- GIT / SVN
- Adobe XD / wire-framing
- Unit / Functional testing (Jasmine)
- Indexed DB / PouchDB

7. Muhammad Jahanzaib - [Junior Flutter Developer] [1 year of experience]

Skills & Specialties

- Flutter / Dart
- OOP / Clean code / Debugging
- Adobe XD / Wireframing
- Javascript / Typescript
- GIT
- Web Designing
- Mobile Development
- Java
- HTML / CSS
- Firebase / Firestore
- Postman / Swagger

8. Muhammad Ahmed- [Junior Flutter Developer] [1 year of experience]

Skills & Specialties

- Flutter / Dart
- OOP / Clean code / Debugging
- React.Js
- Adobe XD / Wireframing
- Web Designing
- GIT / SVN
- Firebase / Firestore
- MongoDB
- Mobile Development (XML)
- HTML/CSS
- MVVM

9. Hamza Mehmood - [Junior .NET Developer] [1 year of experience]

Skills & Specialties

- .NET core
- MVC
- C# / C++
- Database design and management
- SQL / P-SQL
- Problem solving
- Windows Forms
- GIT/SVN
- Entity-Framework
- MS-SQL / Postgres

10. Muhammad Umar Arshad - [Junior React Developer] [1 year of experience]

Skills & Specialties

- React Js
- Express Js / Node Js
- JSX / AJAX / JQuery
- HTML / CSS / Bootstrap
- ES6 / ES7
- React Hooks
- GIT
- Redux / Context
- Javascript / Typescript
- API handling (Axios / Fetch)
- MongoDB

11. Haseeb Raza - [Junior React Developer] [1 year of experience]

Skills & Specialties

- React Js
- JSX / AJAX / JQuery
- HTML / CSS / Bootstrap
- ES6 / ES7
- React Hooks
- GIT
- Redux / Context
- Javascript / Typescript
- API handling (Axios / Fetch)
- MongoDB

12. Azwar Fareed - [Junior Flutter Developer] [1 year of experience]

Skills & Specialties

- Flutter
- Dart
- Django
- Adobe XD
- Mobile Development
- Java
- HTML/CSS
- Requirement Specifications

13. Ahmed Aqeel - [Junior Flutter Developer] [1 year of experience]

Skills & Specialties

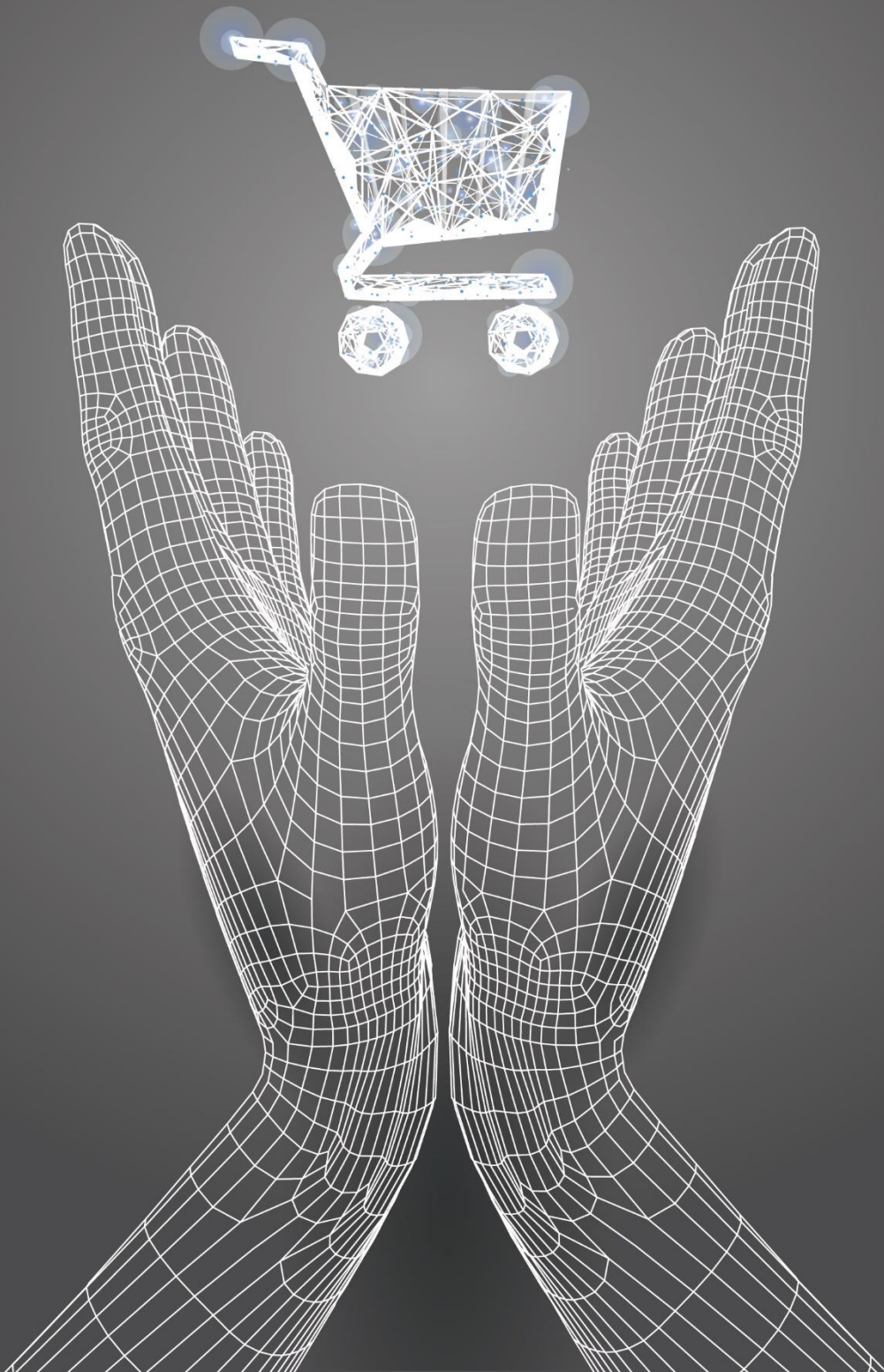
- Flutter
- Dart
- Adobe XD
- Web Designing
- Mobile Development



The background features a complex network of thin, dark grey lines connecting various points. Some points are represented by small, solid-colored spheres in orange, teal, and dark blue. The lines form a series of interconnected triangles and polygons, creating a web-like structure that spans the entire page. The text 'PRODUCTS & SERVICES' is centered in the middle of the image, overlaid on this network.

PRODUCTS & SERVICES

ECOMMERCE



Benefits of building a site with e-commerce solutions

1. Setting up your shopping cart

An ecommerce shopping cart simplifies the payment making process by acting as a facilitator between the payment gateways and the main website. It also acts as a caretaker of the customers, helping them to find their way to various facilities. You'll have the ability to accept payments with PayPal, Visa, Mastercard, and other major credit cards.



2. Manage Accounts and orders better

Your customers' credit card and transaction information will get the security that matches as of banks. You'll be able to calculate shipping rates and taxes automatically.

3. Track and analyze sales

E-commerce solutions make it easy to track your web traffic and sales. You can see:

- Where visitors to your site come from
- How people find your online store
- Which products are popular among your customers?

4. Manage on the go

Need to leave your desktop? Not to worry—you'll have the ability to fulfill orders, look up customers and manage your inventory from your mobile device.

How can we help your E-commerce businesses?

Other than providing you with complete e-commerce solution we can help you renew your old software, manage it or bring latest advancements in it and dealing with all the problems you face in bringing growth to your company. So, what are the challenges e-commerce companies face and how can we provide solutions for those?

1. An absence of online identity verification.

By taking the proper steps to verify the customer's information.

First of all, look out for signs of suspicious activity. This could take the form of particularly high value or large orders, Identify fake phone numbers and email addresses, check whether zip codes match with the state/city. Send a verification link when a customer signs up, via text message or email, to validate the customer is genuine. Integrated measures like OTP and sign up through social ids in the application can help in this.

2. Delivering an omnichannel customer experience.

We equip our team with the right technology and up to date, visual engagement tools which will enable your organization to serve customers across all touchpoints, channels, and journeys. We will provide you with a cross-platform software which will have a common backend providing your customers ease of use and contact via their preferred channels, phone, email, live chat, video call, online help centers or in-app messaging.

3. Stuck in at the old school way of approach to selling.

Integration with prominent market-places like Amazon and E-Bay to provide easy approach to your products. Visitor segmentation allows e-commerce companies to identify and communicate with visitors based on their customer journey, past conversations, geographical location, browsing behavior, referral page, and much more to offer them a personalized service.

4. Shopping cart abandonment.

Your shopping cart should provide great user experience in terms of its design and interface, must be easy to use and only necessary fields to fill by the user to make the process fast.

5. Maintaining customer loyalty.

Create blogs, they help build trust. Make customer service a priority over profit. Remember, it's easier to maintain an existing customer than to find a new one. Create loyalty programs. The points can't be transferred to other companies, so the customer will have to purchase from you.

6. The headache of product return and refund.

Add a live chat option to your ecommerce platform and also easy payment and money transfer methods.

7. The struggle of competing on price and shipping.

To survive in a competitive market, e-commerce companies need to distribute their inventory to fulfillment warehouses, become extremely resourceful shippers, or find some unique products to minimize this problem. Ultimately every online shopper expects free and fast shipping at the lowest price. We can manage this overhead by providing you with such a solution which can assist you in managing those multi-warehouses and making sure that the required products are always present when needed.

8. A problem of data security.

Prioritizing big data security low and putting it off till later stages of big data adoption projects isn't always a smart move. People don't say "Security's first" for no reason. At the same time, ensuring big data security comes with its concerns and challenges, which is why it is more than helpful to get acquainted with them. We can manage own servers for you to ensure security.

ERP

ENTERPRISE RESOURCE PLANNING

*Financial
Management*

*Manufacturing
Resource
Planning*

*Human
Resource
Management*

*Supply Chain
Management*

*Customer
Relationship
Management*

Enterprise Solutions

Enterprise Resource Planning (ERP)

1. Financial Accounting

Landed Cost Tracking

landed cost tracking software allows you to account for all costs associated with getting inventory to your warehouse — your true inventory costs.

Track as many landed costs as you require — there is no practical limit. Common landed costs include: duty, brokerage, freight, insurance, storage and many more.

AR/AP, General Ledger, Bank Management etc.

- a. General Ledger (G/L) – Including Accounts receivable and payable histories.
- b. Chart of Accounts (COA)
- c. Balance sheet
- d. Profit/loss statement
- e. Trail balance

Multi-Currency

Multi-currency pricing (MCP) is a financial service which allows businesses to price goods and services in a variety of foreign currencies, while continuing to receive settlement and reporting in their home currency.

2. Supply Chain Management or Distribution

Warehouse Shipping and Inventory Management

- a. Barcode scanning
- b. Print picking and packing slips, and shipping labels
- c. Manage RMAs-- A return merchandise authorization, return authorization, or return goods authorization is a part of the process of returning a product to receive a refund, replacement, or repair during the product's warranty period. Both parties can decide how to deal with it, which could be refund, replacement or repair.
- d. Shipping history.
- e. Inventory updated in real time upon receipt.



Warehouse Management

- a. Multiple warehouse locations
- b. Consolidated pick slips
- c. Tracking of bin/shelf plus overflow locations
- d. Ability to print shipping labels
- e. Pick/pack/ship workflow management
- f. Generate master shipment and specific box (within a shipment) tracking
- g. Barcode verification scanning
- h. Shipping box/container history

Benefits of Barcode Inventory Management (Mobile)

- a. **More efficient picking.** Mobile barcode scanning allows you to identify picking errors at the source, thus eliminating the time spent finding and correcting errors when back at a packing station.
- b. **Aids in achieving a paperless warehouse.** With mobile barcode scanning, electronic pick slips can be opened and displayed on the device according to a predetermined status (such as ready to be picked).
- c. **Easy inventory lookup.**
- d. **Easy-to-use technology.**

Traceability (Lot Tracking)

- a. Track internal and external lot numbers
- b. Pre-assign lot numbers to facilitate FIFO methodology which allows for shipping earlier expiry dates first
- c. Manage best before and expiry dates
- d. Simplify product recalls and warnings
- e. Auto-generate lot numbers if desired
- f. Track as many or as few items as needed
- g. Optionally print lot numbers on packing slips or invoices
- h. Allows for accurate margin calculations when a single stock keeping unit (SKU) is used for special one-time purchases
- i. Track product end-to-end from your supplier to your warehouse and ultimately to your customer

3. Manufacturing Resource Planning

Manufacturing work very closely with SCM, sometimes acting as a slimmed down set of tools if you choose to omit an SCM module. For instance, if you don't deal with manufacturing or the logistics chain, you still need to know how much stock you have, not only for order fulfillment, but also so you know how much space you have left for incoming inventory.

Main functionality includes:

- Invoicing
- Shipping
- Sales order management
- Stock level tracking
- Inventory receipt processing

4. Human Resource Management

This module features following functionalities:

- Time tracker
- Employee records
- Job profiles
- Skills matrix
- Performance reviews
- Payroll systems: closely integrated with the financial management module to manage wages, travel expenses, and reimbursements
- Training or Learning Management System (LMS)

5. Customer Relationship Management

The CRM module helps you to boost customer service and, eventually, profit per capita. It manages leads, opportunities, and customer issues. CRM is closely integrated with the Sales module to fast track conversions.

Single Point of Entry	Keep track of contact information for customers, vendors and prospects through a single point of entry.
Quotes, Sales Orders and Purchase Orders	Create and manage quotes, sales orders and purchase orders linked to customer and vendor accounts (convert quotes to orders in one click).
Many Data Points	Record customer and vendor information such as contacts, phone numbers, emails, addresses, website and source of contact.
Unlimited Contacts	Track an unlimited number of contacts associated with an unlimited number of companies.
Automated Emailing	Automate emailing of invoices and other customer communication. Turn an order into a PDF and have it automatically emailed on an automated or manual basis.
Enhance Productivity	Quick search contacts by company code, company name, contact name, phone number etc. View quotes, open orders and posted invoices from a central contact screen.
Lead Opportunity Management (Optional Component)	<ul style="list-style-type: none">- Track leads/prospects through a comprehensive sales cycle- Set statuses, next action dates, appointments and more- Enter comprehensive notes and track detailed communication- Acts as a sales dashboard for follow-ups- Manage marketing lists

Customer Relationship Management (CRM)

There are three main modules in CRM: Marketing, Sales, and Services.

1. Sales

Sales module provides tools to successfully manage the sales process, access to potential contacts in real time, and to identify potential customers.

- Lead and opportunity management
- Account and contact management
- Territory and sales quota management
- Forecasting and sales analytics
- Offline and mobile device access
 - sales literature management
 - sales pipeline and competitor analysis
- Quick access to products, pricing, and quotes

Order Entry and Invoicing

- Extensive customer functionality:** sophisticated customer search facility; can create a new customer account while processing a transaction; and when customer is selected, operator is prompted with things like credit status, recent purchases, special pricing, loyalty points' accumulation, etc.).
- Item Price and Discount Control:** CONTROL will select the correct price for each item being sold, considering various factors such as promotional price, discounts, etc.
- Enquiry Facilities:** This includes stock availability across stores and warehouse, detailed product information (warranties, care instructions, etc.), customer information, other orders for customer, and more.
- Analysis by turnover** gross profit, best and worst performers, stock turns and GMROI (Gross Margin Return-On-Investment)
- Salesperson analysis** includes sales per hour worked, comparison to budgets, discounts given by salesperson, and much more
- Customer analysis:** includes best/worst customers, customer survey data, and more.

2. Service

Service module enables management and monitoring services that are provided to clients within the organization, ensuring customer service representatives maintain a consistent system of support.

- Account and contact management
- Case and interaction management
- Incident routing and queuing

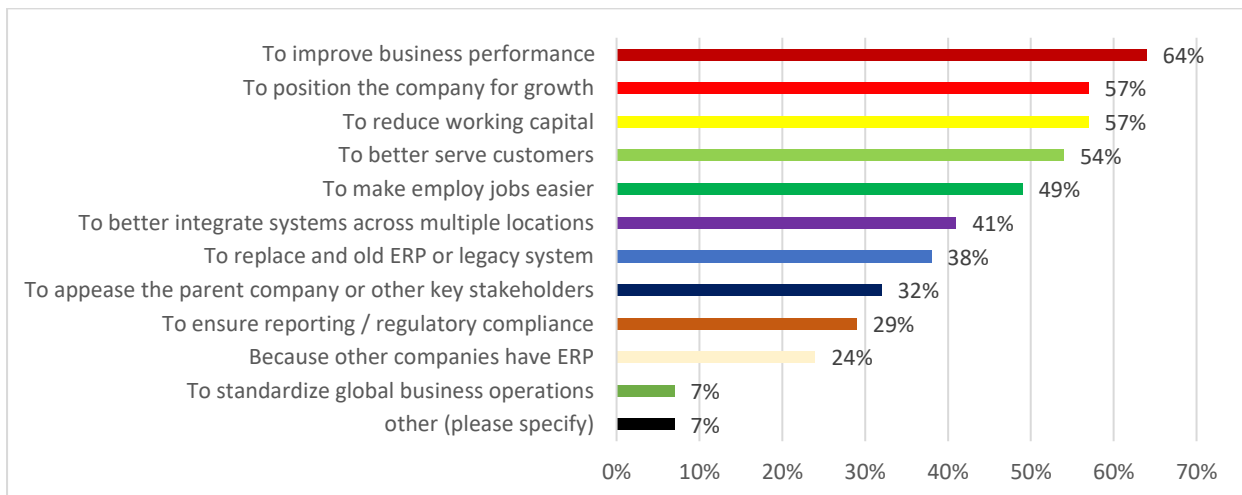
- Product and contract management
- Knowledge-base management
- service scheduling
- workflow across teams and groups
- service reporting and analytics.

3. Marketing

Marketing module enables:

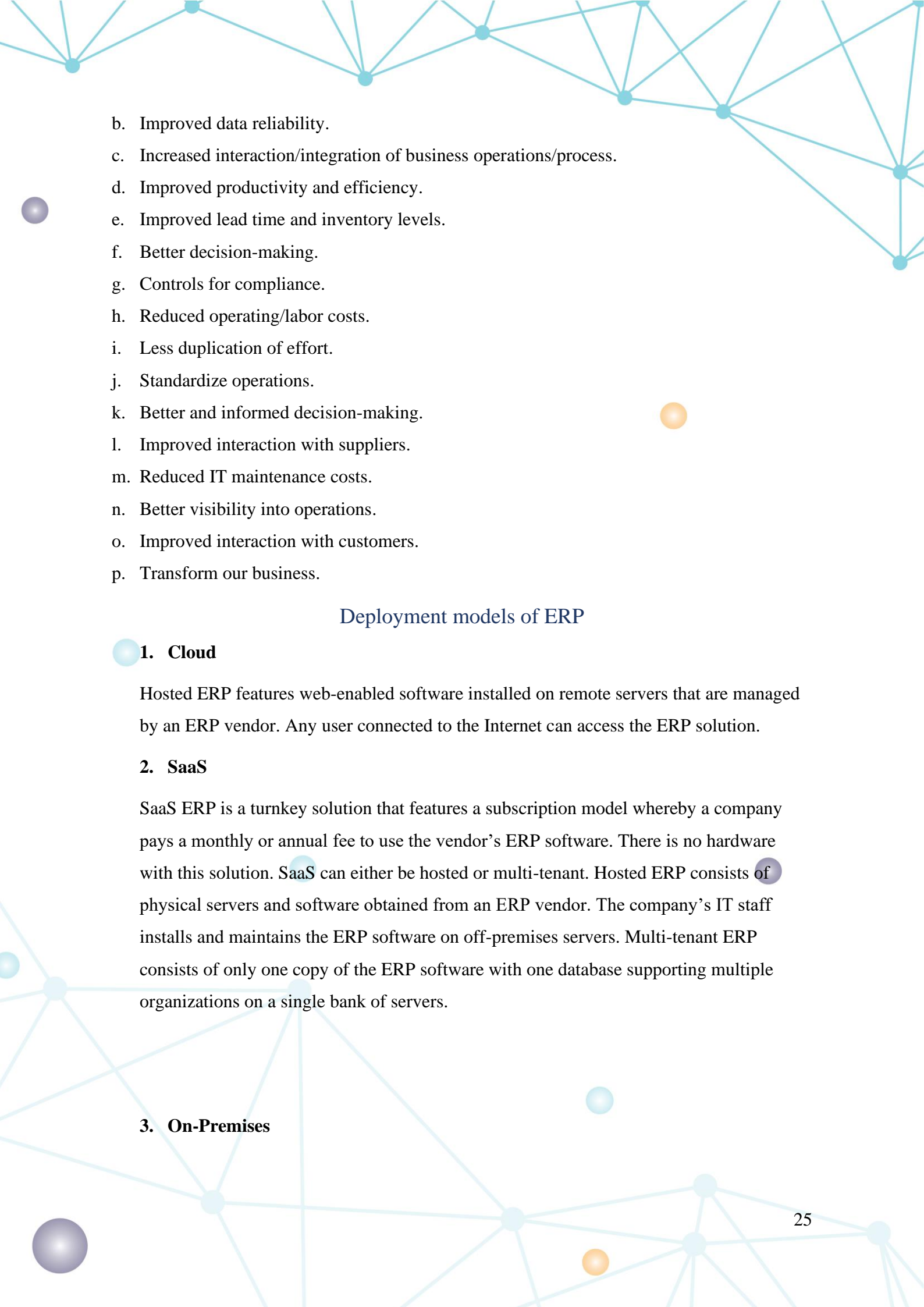
- Customer segmentation
- Campaign planning and execution
- Data extraction and cleansing
- Analytics and reporting
- Marketing/sales collaboration tools
- Information sharing portals

Reasons for ERP Implementation



Benefits of building an ERP system

- Availability of information.

- 
- b. Improved data reliability.
 - c. Increased interaction/integration of business operations/process.
 - d. Improved productivity and efficiency.
 - e. Improved lead time and inventory levels.
 - f. Better decision-making.
 - g. Controls for compliance.
 - h. Reduced operating/labor costs.
 - i. Less duplication of effort.
 - j. Standardize operations.
 - k. Better and informed decision-making.
 - l. Improved interaction with suppliers.
 - m. Reduced IT maintenance costs.
 - n. Better visibility into operations.
 - o. Improved interaction with customers.
 - p. Transform our business.

Deployment models of ERP

1. Cloud

Hosted ERP features web-enabled software installed on remote servers that are managed by an ERP vendor. Any user connected to the Internet can access the ERP solution.

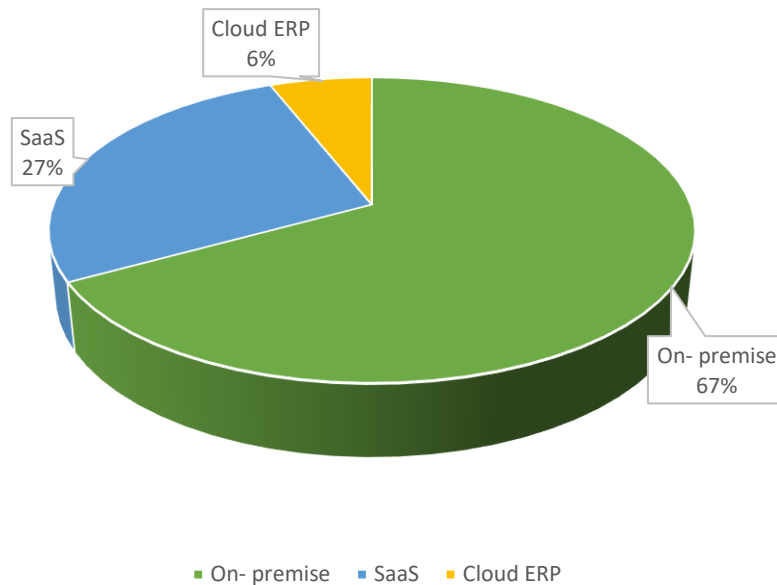
2. SaaS

SaaS ERP is a turnkey solution that features a subscription model whereby a company pays a monthly or annual fee to use the vendor's ERP software. There is no hardware with this solution. SaaS can either be hosted or multi-tenant. Hosted ERP consists of physical servers and software obtained from an ERP vendor. The company's IT staff installs and maintains the ERP software on off-premises servers. Multi-tenant ERP consists of only one copy of the ERP software with one database supporting multiple organizations on a single bank of servers.

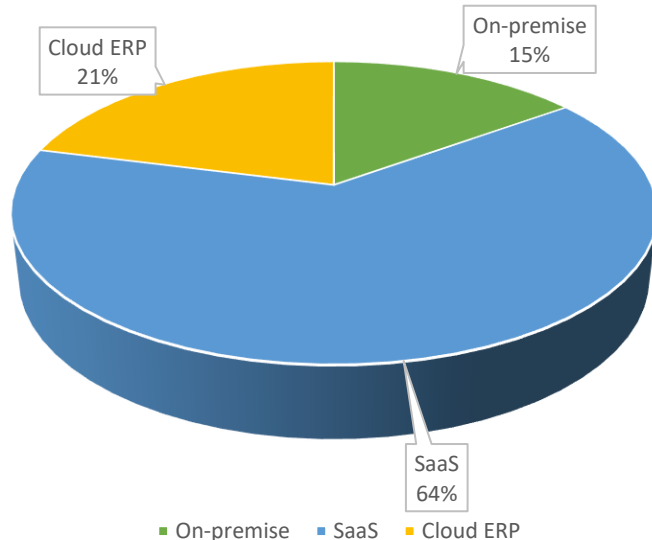
3. On-Premises

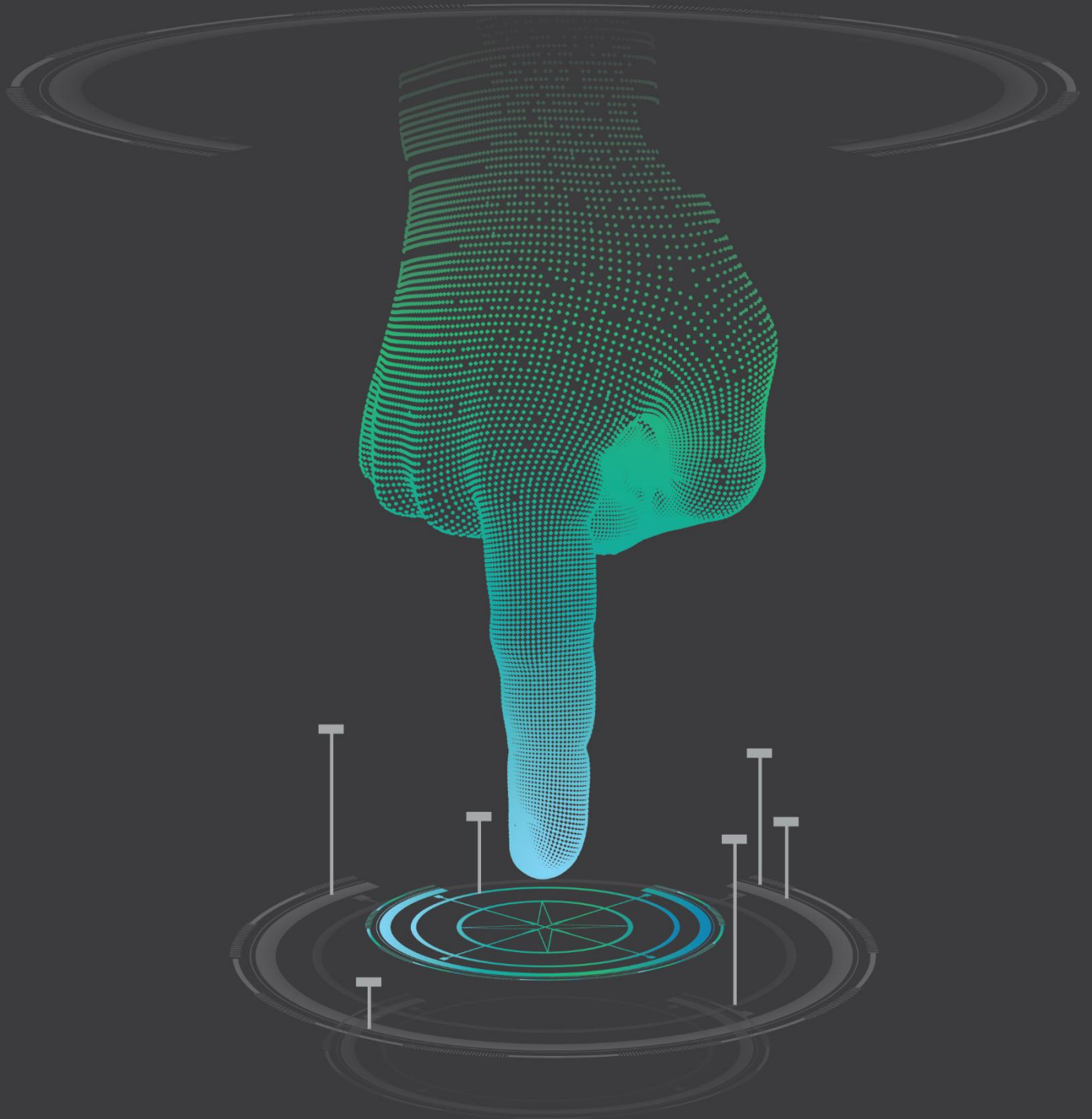
On-Premises ERP (Traditional/In-House/On-Site) is very similar to the hosted deployment. It consists of servers, located at the company's physical site, and software purchased from an ERP vendor. The company's IT staff works directly with the ERP vendor to install, implement, and maintain the ERP software with on-going maintenance support. The ERP software is overseen and managed by the company.

2017 | Type of ERP Software



2018 | Type of ERP Software





APPLICATION DEVELOPMENT

Web Applications

Website's work. No matter what your business or profession, a website can generate business, promote goodwill among customers and prospects, and deliver strong marketing messages - whether your business is small, large or in-between, well-established or brand-new. Our wide range of expertise in the field of website development would help you make sure that your business drives the right results.

Web Application vs. Website

Below given are the prime difference between web application and web site:

Parameter	Web Application	Website
Created for	A web application is designed for interaction with the end user	A website mostly consists of static content. It is publicly accessible to all the visitors.
User interaction	In a web application, the user not only read the page content but also manipulate the restricted data.	A website provides visual & text content which user can view and read, but not affect its functioning.
Authentication	Web applications need authentication, as they offer a much broader scope of options than websites.	Authentication is not obligatory for informational websites. The user may ask to register to get a regular update or to access additional options. This features not available for the unregistered website visitors.
Task and Complexity	Web application functions are quite higher, and complex compared to a website.	The website displays the collected data and information on a specific page.
Type of software	The web application development is part of the website. It is itself not a complete website.	The website is a complete product, which you access with the help of your browser.
Compilation	The site must be precompiled before deployment	The site doesn't need to be pre-compiled
Deployment	All changes require the entire project to be re-compiled and deployed.	Small changes never require a full re-compilation and deployment. You just need to update the HTML code.

Why Professional Web Development Company?

Companies involved in application development deal with all sorts of clients with a wide range of business-based applications, thus making it extremely beneficial for your business to employ a professional firm rather than saving you money by building an app yourself or even going for a freelancer. Years of professional experience always have an edge over individuals, which can really lead to boost your revenue in a qualitative and timely way. Professional companies also ought to have the capacity not just to guide you through the methodology of improvement, but also to additionally provide their involvement in the creativity process that they have already experienced in their past applications.



Why you need a Website?

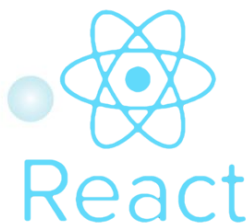
Here, are prime reasons why you need a website:

- An effective method to showcase your products and services
- Developing a site helps you to create your social proof
- Helps you in branding your business
- Helps you to achieve your business goals
- Allows you to increase your customer support

Why you need a Web Application?

Web applications are more popular because of the following reasons:

- Compared to desktop applications, web applications are easier to maintain by as they use the same code in the entire application. There are no compatibility issues.
- Web applications can be used on any platform: Windows, Linux, Mac... as they all support modern browsers.
- Mobile App store approval not required in web applications.
- Released any time and in any form. No need to remind users to update their applications.
- You can access these web applications 24 hours of the day and 365 days a year from any PC.
- You can either make use of the computer or your mobile device to access the required data.
- Web applications are a cost-effective option for any organization. Seat Licenses for Desktop software are expensive where SasS, are generally, pay as you go.
- Web-Based Apps are Internet-enabled apps that are accessed through the mobile's web browser. Therefore, you don't require to download or install them.



Mobile Application

At this point, apps are an integral part of our daily lives. The marketplace is crowded with all types of mobile apps. Today, even businesses who never would've needed apps in the past are getting into the game.

Mobile app development as a service:

Our aim, at AIKSOL, is to bring your ideas to life through full-spectrum mobile app development services combined with our extensive industry experience that covers a wide array of industries. We ensure that we provide you with bug-free, top quality applications along with a range of services:

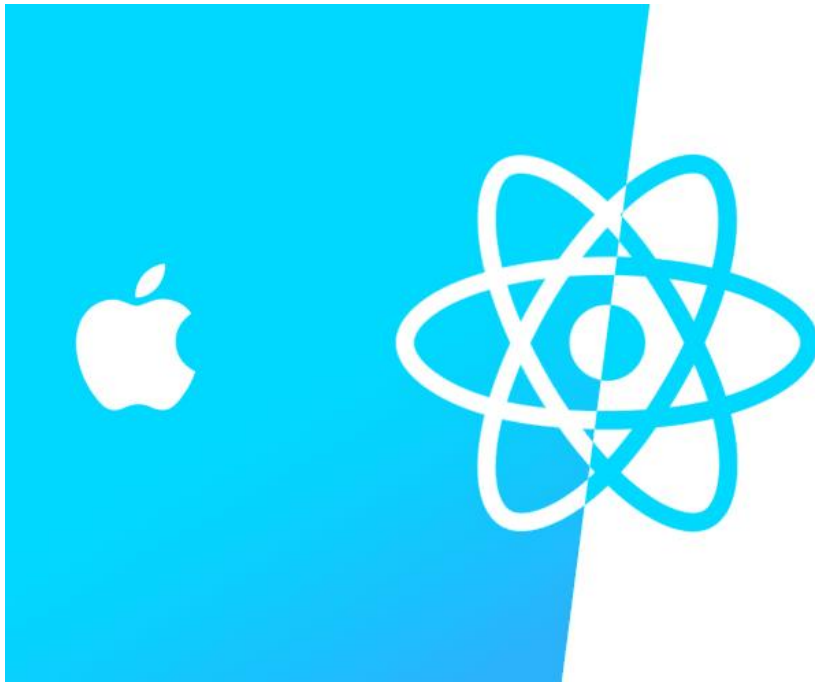
- Custom android App Development
- Social Media Android App Development
- Enterprise Android App Development
- Android Widget Development
- Android App Testing & Portability
- Android App Maintenance
- Android App Support

What are hybrid apps?

They are not much different in terms of construction but their USP lies in functionality. Hybrid apps are coded in programming languages like HTML, JavaScript or CSS. The hybrid mobile app is then 'enveloped' within some native container.

This feature and aspect never compromise the overall performance of the app but simply makes it apt for multiple platforms. In some cases, hybrid apps are custom-made from and this process is more time consuming. They offer a better alternative over native apps which may also take similar time for development.

Our Mobile Application Development Process begins with fluid customer journeys in mind. We know it's not only about Mobile App Development that put checks on your requirements, but an experience that your user can cherish for a long time and that's what we strive to achieve here at Arpatech.



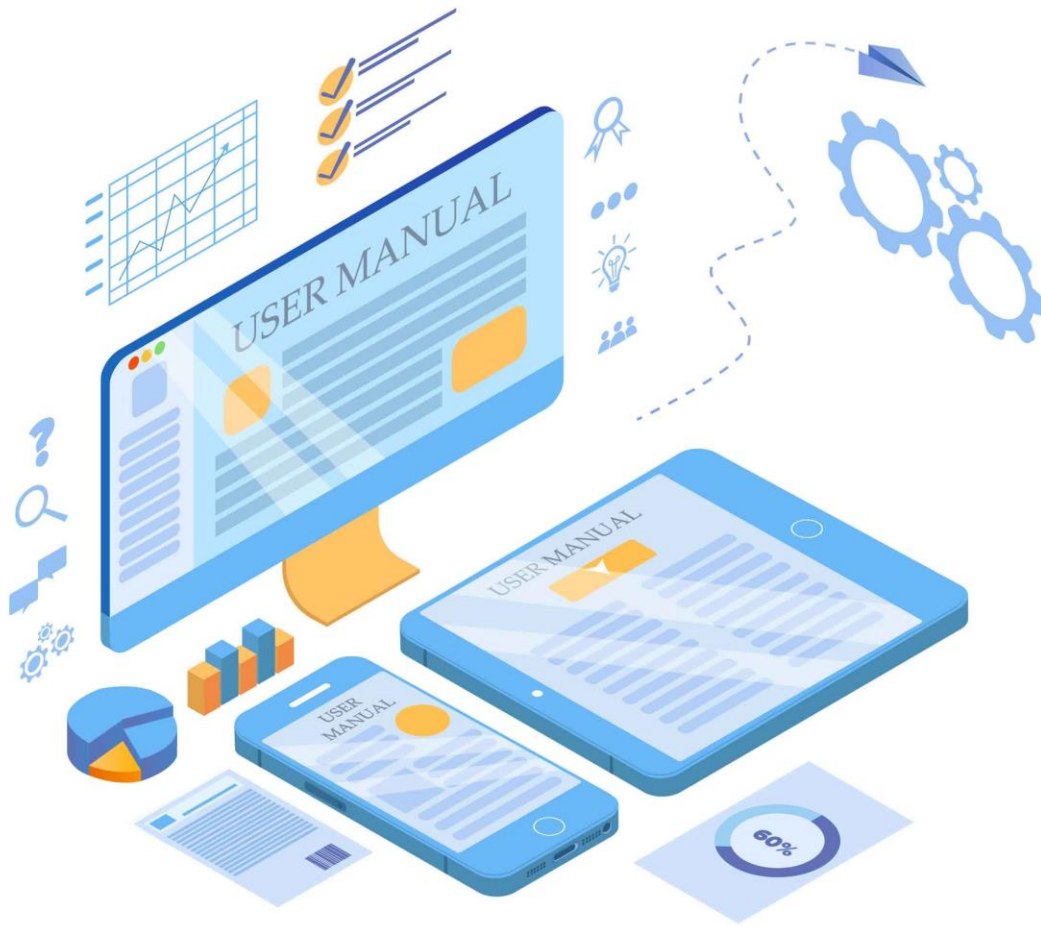
What are native apps?

Native applications are developed to fit a working model. Our mobile application development services create iOS and android apps for various geographic locations. Native apps are able to gather features of platform specific functionality. We take special care to maintain doorways and proper plans for user experience development.

In case of programming languages, we develop iOS mobile app in objective C whereas the android app we make use of JavaScript.

Cross-platform Applications

Cross-platform development is the practice of developing software products or services for multiple platforms or software environments. Our experts continuously strive to provide tailor-made cutting-edge solutions that work on every platform (including Android/iOS/Desktop/Web), through out-of-box thinking, for our valued clients. Our commitment is to provide very contemporary solutions to web site development. So, if you are looking for a dedicated, thorough, and multi-disciplined team of solution providers, give us a call.



Cross-Platform Development Pros

There are many advantages when it comes to cross-platform development, including:

- **Reusable Code:** Cross-platform development tools allow you to write your code once then export your app to many operating systems and platforms without having to create a dedicated app for every single platform.

- **Convenience:** Cross-platform development tools save you the hassle of having to learn multiple programming languages and instead offer you one substitute for all of these different technologies.
- **Maintainable Code:** Whenever you modify or update your app, you only have to update your codebase once and the changes would be synced and reflected in all the apps on different platforms.
- **Cost Efficiency:** Cross-platform development allows you to save the cost of having multiple teams working on different versions of your app and substituting them with one team. Most cross-platform development tools are also free to use, with some offering paid subscriptions for additional features.
- **Market Reach:** By publishing your app on multiple platforms, you're casting a wider net and increase your chances of having a larger user base and consequently a higher return on investment and higher revenues.



Mobile



Web



Desktop



Embedded

DIGITAL MARKETING



Marketing has always been about connecting with your audience in the right place and at the right time. Today, that means you need to meet them where they are already spending time: on the internet.



Digital marketing encompasses all marketing efforts that use an electronic device or the internet. Businesses leverage digital channels such as search engines, social media, email, and other websites to connect with current and prospective customers.

Search Engine Optimization (SEO)

- **On page SEO**
Our On-page SEO practices would make sure of optimizing your individual web pages in order to rank higher and earn more relevant traffic in search engines.
- **Off page SEO**
At AIKSOL, we always tend to go the extra mile and our Off-page SEO include good-case practices of going outside of your website to impact your rankings within search engine results pages (SERPs).
- **Technical SEO**
Technical SEO refers to the process of optimizing your website for the crawling and indexing phase. With technical SEO, we'll make sure search engines access, crawl, interpret and index your website without any problems.

Content Marketing

- **Blog posts**
At AIKSOL, we help businesses write blogs about their services and other resource materials related to their business. This helps their audience better understand them and also to build a healthier relationship with all their stakeholders. We have a

separate team of the most creative bloggers in town to help you with your business needs.

- **eBooks and whitepapers**

eBooks and whitepapers are other forms of content marketing that allows your business to share information with prospective customers and it can be one of the greatest returns on investment for your business. Our content marketing experts customize content based on the tailored strategies defined for your business.

- **Infographics**

Infographics are graphic visual representations of knowledge and they can help you speak to your audience in a more engaging way. Our content marketing experts make sure that they use striking, engaging visuals to communicate information about your business quickly and clearly.

Social Media Marketing

A powerful tool of communication, social media allows companies to reach their customers where they are, while also characterizing their brands and expanding their customer base. If done correctly, social media marketing can also increase the efficacy of other marketing techniques – including SEO and SEM – by helping build natural links, and drive traffic, awareness, brand recognition and goodwill. If you have been struggling with social media strategy, management, or advertising we would be the perfect fit for you.

We provide the following types of Social Media Marketing:

- Facebook.
- Twitter.
- LinkedIn.
- Instagram.
- Snapchat.
- Pinterest.

Pay Per Click (PPC)

Pay-per-click advertising operates similarly to SEO since it is based on keywords. However, whereas search engine optimization works organically (meaning that a marketing firm doesn't have to pay for it), PPC results are the results that show up in yellow boxes on Google. We provide following different types of PPC Marketing:

- Paid ads on Facebook.
- Twitter Ads campaigns.
- Sponsored Messages on LinkedIn.

Affiliate Marketing

Affiliate marketing is the process of earning a commission by promoting other people's (or company's) products. You find a product you like, promote it to others, and earn a piece of the profit for each sale that you make. Affiliate marketing is a cost-effective means of combining established marketing techniques with technology for business success. We provide following different types of Affiliate Marketing

- Hosting video ads through the YouTube Partner Program.
- Posting affiliate links from your social media accounts.

Marketing Automation

Marketing automation refers to software platforms and technologies designed for marketing departments and organizations to more effectively market on multiple channels online and automate repetitive tasks. Our specialized content marketing teams provide following different services in this niche:

- Email newsletters.
- Social media post scheduling.
- Lead-nurturing workflows.
- Campaign tracking and reporting.

Email Marketing

Email marketing is the act of sending a commercial message, typically to a group of people, using email. In its broadest sense, every email sent to a potential or current customer is considered as email marketing. We provide following services in this field of Email Marketing:

- Blog subscription newsletters.
- Follow-up emails to website visitors who downloaded something.
- Customer welcome emails.
- Holiday promotions to loyalty program members.
- Tips or similar series emails for customer nurturing.

Online PR

Online Public Relations functions the web relationship influence among the cyber citizens and it aims to make desirable comments about an organization, its products and services and news viewed by its target audiences. We provide following services in the field of Online PR:

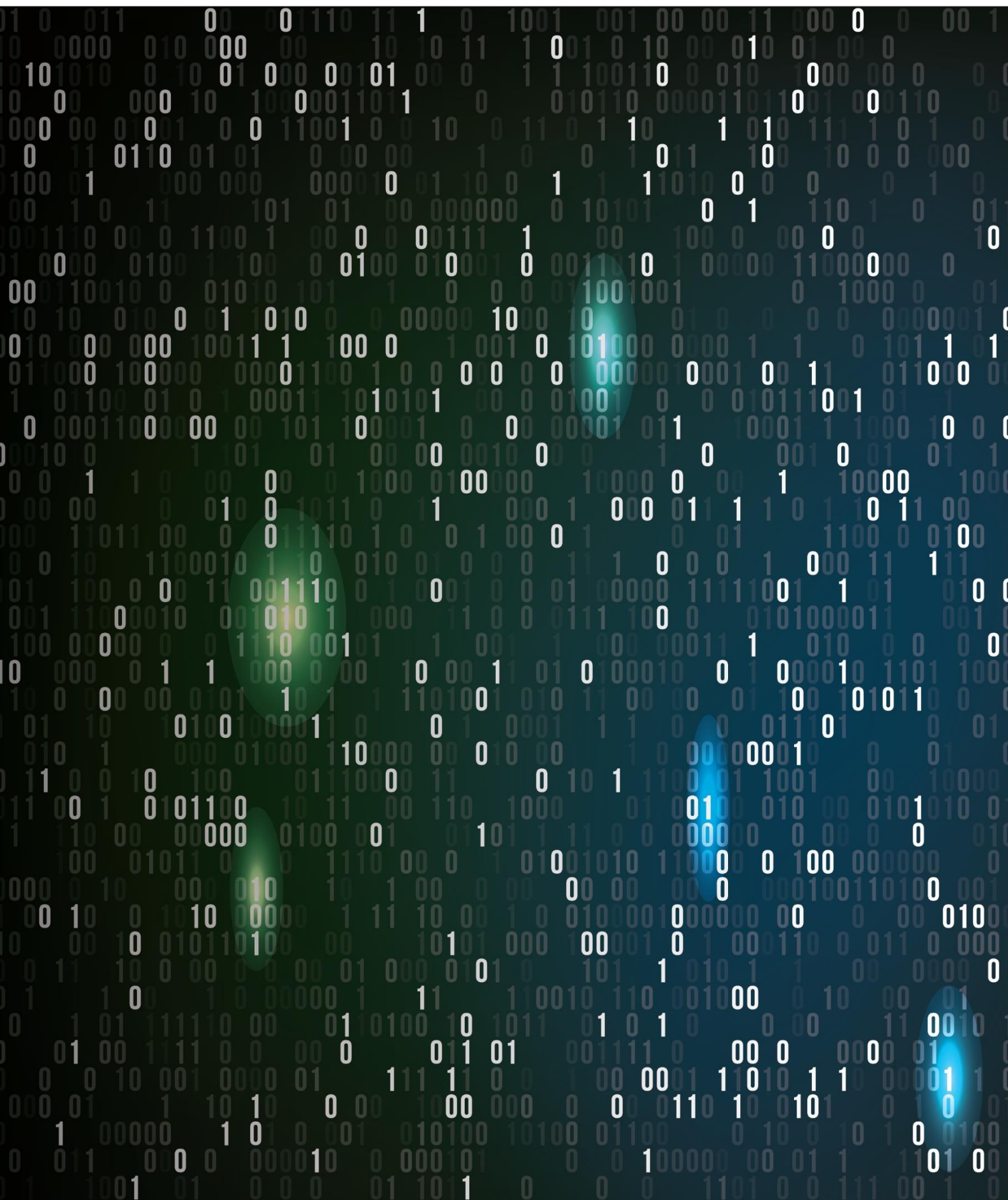
- Reporter outreach via social media
- Engaging online reviews of your company
- Engaging comments on your personal website or blog

Inbound Marketing

Inbound marketing is a technique for drawing customers to products and services via content marketing, social media marketing, search engine optimization and branding. We provide following services in this field of Inbound Marketing that would actually help your business:

- Blogging vs. pop-up ads
- Video marketing vs. commercial advertising
- Email contact lists vs. email spam

MODERN TECHNOLOGIES



Electrical Engineering & Internet of Things

Internet of Things is an emerging paradigm of internet connected things that allows the physical objects or things to connect, interact and communicate with one another similar to the way humans talk through web in today's environment. It connects systems, sensors and actuator instruments to the broader internet. The evolution of IOT in the electrical power industry transformed the way things performed in usual manner. IOT increased the use of wireless technology to connect power industry assets and infrastructure in order to lower the power consumption and cost. Some of the examples of IOT usage include SCADA, smart metering, building automation, smart grid, and connected public lighting.

Undoubtedly, every smart entrepreneur has the vision to automate the processes of their office to match with the latest technological innovations. If you consider the other side of the coin then it is not easy to automate industrial processes, however At AIKSOL, our expert team of developers and Engineers offer following services and seamless integration Internet of Things and Electrical Engineering services:

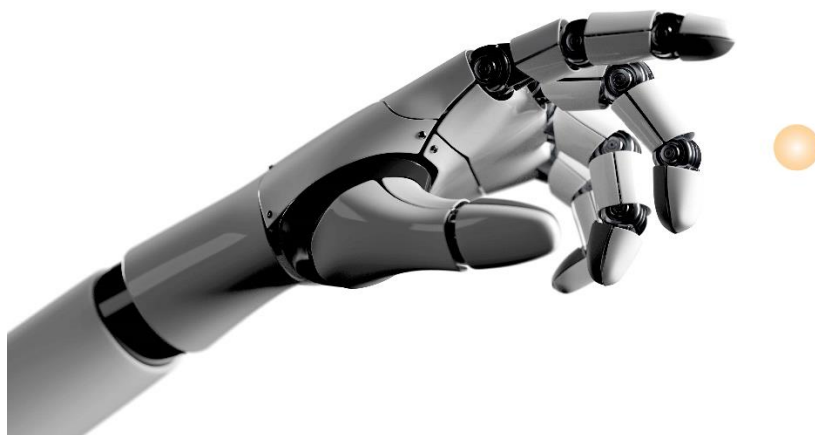
- Circuit Designing
- Building Wiring Diagrams
- Automation
- Electrical Panels and panel board designs (DB)
- Maintenance of Electronics and IOT equipment
- Smart Homes
 1. Smart Lighting
 2. HVAC
 3. Home Energy Monitoring
 4. Home Security
 5. Occupancy Control System
 6. Smoke/ leak /CO detector
- Smart electronic appliances
- Smart connected devices
- Smart Green House
- SCADA



Machine Learning /Artificial Intelligence

Artificial intelligence and machine learning are the core of the 4th industrial revolution and we at AIKSOL are working hard to keep our customers abreast of their competition on all fronts. To help us achieve these endeavors we use AI and Machine learning to bring on table the solutions, for our customers, which are not just innovative, ahead of time, but also meaningful and complete.

To better explain the AI and machine learning and how we use it at AIKSOL, we have divided this field into the following three categories.



1. Process automation

We can provide you with the automation required to manage digital and physical tasks—typically back-office administrative and financial activities. These can include:

- “reading” legal and contractual documents to extract provisions using natural language processing.
- Transferring data from e-mail and call center systems into systems of record—for example, updating customer files with address changes or service additions.
- Security & Surveillance

2. Cognitive Insight

We can use artificial intelligence and algorithms to detect patterns in vast volumes of data and interpret their meaning. Cognitive insights provided by machine learning differ from those available from traditional analytics in three ways: They are usually much more data-intensive and detailed, the models typically are trained on some part of the data set, and the models get better.

3. Cognitive Engagement

This part of Artificial Intelligence help business connects with their customers using natural language processing chatbots, intelligent agents, and machine learning. These kinds of projects include: Intelligent agents that offer 24/7 customer service addressing a broad and growing array of issues from password requests to technical support questions—all in the customer’s natural language. Internal sites for answering employee questions on topics including IT, employee benefits, and HR policy.

Data Mining / Data Analytics

Importance of Data

Data, in today's business and technology world, is indispensable. The Big Data technologies and initiatives are rising to analyze this data for gaining insights that can help in making strategic decisions.



Our Services in Data Mining

Data mining is a process used by companies to turn raw data into useful information. By using such software to look for patterns in large batches of data, your business can learn more about your customers to develop more effective marketing strategies, increase sales and decrease costs. Our wide range of expertise in this field and professional developers would help you make sure to equip you with the perfect solution that would bring your business more value.

Our Services in Data Analytics

Data analytics is the science of analyzing raw data in order to make conclusions about that information. Many of the techniques and processes of data analytics have been automated into mechanical processes and algorithms that work over raw data for human consumption.

Data analytics techniques can reveal trends and metrics that would otherwise be lost in the mass of information. This information can then be used to optimize processes to increase the overall efficiency of a business or system.

The background features a complex network of thin, dark grey lines connecting various points. Some points are represented by small, solid-colored spheres in orange, teal, and dark blue. The lines form a series of interconnected triangles and polygons, creating a web-like structure that spans the entire page. The text 'CUSTOMER SUPPORT' is centered in the upper half of the image, rendered in a large, bold, black serif font.

CUSTOMER SUPPORT

At AIKSOL, we always give priority to the customer. We have a separate team for customer support, which includes professionals who are always willing to go the extra mile to add value to your business. Our customer service representatives help customers with their complaints/questions and give customers information about our products and services. They also walk customers through basic troubleshooting or setup processes. We believe that **adding value** to our customers' journey is to actually understand their needs and give them a platform to voice out their concerns and opinions.

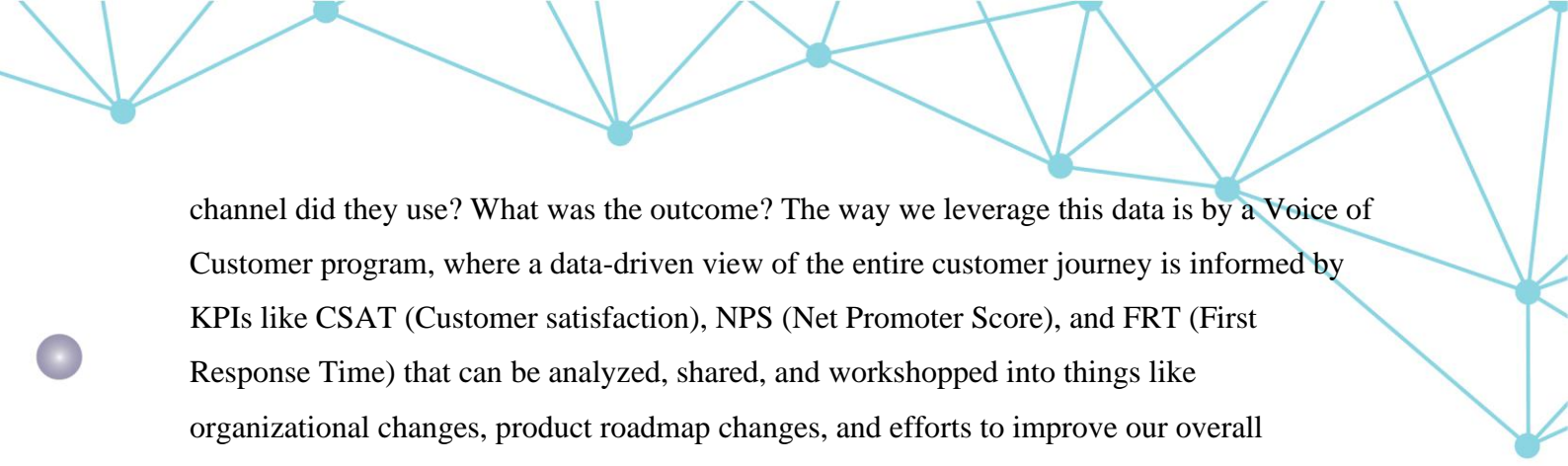


We, essentially, do this by using live chat tools to have real time conversations and when done, we send a follow-up email to every customer using post-interaction surveys and similar customer experience tools. Our organization assesses the quality of phone and email communication using a quality framework that takes this assessment one step further by scheduling and tracking our teams' development through coaching, eLearning and group training. We believe that continuous employee feedback can play a vital role in allowing staff to share ideas on how to improve the customer experience.

We believe that positive customer experiences don't happen in a vacuum, a lot of thought goes into making that interaction positive. We rely on support data to inform those decisions. We use this support data to be shared around the organization to create actionable insights that ultimately improve customer experience.

Conversations are a data goldmine


When customers interact with our support agents, they bring to us incredible insights that can transform customer experience. We break down the data that can be gleaned from our support channels, and talk about how it affects our agent workflow, our product roadmaps, and overall customer experience. These conversations bring us a wealth of data, like the topic of conversation — was there a problem the customer was trying to address? When was it? What



channel did they use? What was the outcome? The way we leverage this data is by a Voice of Customer program, where a data-driven view of the entire customer journey is informed by KPIs like CSAT (Customer satisfaction), NPS (Net Promoter Score), and FRT (First Response Time) that can be analyzed, shared, and workshopped into things like organizational changes, product roadmap changes, and efforts to improve our overall customer experience.

Adapting our roadmap

We believe that it's important to be adaptive and respond to the changing needs of our customers — whether that's adding new support channels, or even adjusting the way we speak to the specific needs and pain points of our customers.



The background features a complex network of thin, dark grey lines connecting various points. Interspersed among these lines are several spheres of different colors: orange, teal, and dark blue. Some spheres are solid, while others have a glowing, gradient effect. The network lines are more prominent in the upper and lower portions of the image, framing the central text.

CORPORATE SOCIAL RESPONSIBILITY

Introduction:

At AIKSOL, we believe that any business depends on its society's resources and deal within the communities for its growth. CSR is more than a way of thinking, it's a value that we live by. CSR is an innovative factor of business, or we may call it the spark of the business that revolves around aggressive concepts and theories which helps the business to progress in the corporate world by benefitting the social, economic, educational, and ecological domains of the country. We believe that when we ingrain the CSR policy in the company's business model, it attracts positive energy, wins the trust and loyalty of the economy and builds a long-term relationship with the communities.



We believe that it is not only the responsibility of the government alone, but private sector too, to come forward and play a pivotal role in social and economic uplift of our country. Our CSR is, essentially, rooted in following different elements:

The AIKSOL Sustainable Living Plan

The AIKSOL Sustainable Living Plan sets out to decouple our growth from our environmental footprint, while increasing our positive social impact. Our plan has three big goals to achieve, spanning our social, environmental and economic performance across the value chain. We will continue to work with others to focus on those areas where we can drive the biggest change and support the UN Sustainable Development Goals (SDGs).

Developing Talent in The Country

Developing talent in the employees and communities is at the heart of AIKSOL. Carrying out community outreach drives and equipping the underprivileged children with basic technical skills is a part of this program. It also, essentially focuses on giving them basic English language awareness to bridge the gap between their local language and English. Moreover, a special focus is given on technical education and ideas they can grasp to. All of this is done under the vision that they can grow up to secure jobs in the professional sector.



Clean and Green Pakistan

Driving sustainable business growth is at the heart of AIKSOL and supporting local communities through its initiatives is another bet the AIKSOL is thriving to win. In light of the ongoing sustainability initiatives, AIKSOL as part of 'Clean & Green Pakistan' - a campaign of the Government of Pakistan has supported in multiple events and will continue to do so.



AIKSOL
ONE PERFECT SOLUTION

TECHNOLOGY SOLUTIONS

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