AVI INFOSYS L.L.c
DEFINE ▶ DESIGN ▶ DEPLOY

EXPERIENCE
15 YEARS
EXPERIENCE

Our Bluechip Clients

Speak for itself

It's easy to see why?

12500+
Clients
served in UAE

14500+
Projects
Implemented

3500+
Global Clients

35+
Industries
Served

COMPANY PROFILE

www.avi-infosys.com

INTRODUCTION

Leader in Business Technology Solutions

AVI Infosys is an eminent IT company, established with a mission to empower businesses by enabling them to outperform the competition. Today AVI has turned out to be leading Cashless Solutions consultants, Loyalty Solutions Provider and Security Surveillance Solutions across the globe. Based on rich industry research and experience, we innovate and develop Hi-end mission critical enterprise solutions with a view to mobilize the business operations and deliver business value in global scalability, process efficiency and cost optimization for our clients. Our hi-tech enterprise solutions take our clients ahead of the innovation curve and we create value proposition for them by helping them combat the challenges and see into the future of their business operations. We are geared up to be your most trusted solutions consultants.

A Stellar Record From UAE And Beyond

Ever since the company was founded in 2007 in UAE it remained diligently focused on providing its customers with the latest productivity tools and hi-tech solutions to many of the challenges faced by small, medium and large companies while mobilizing their business operations. AVI is headquartered in Dubai, UAE. It owns a subsidiary in New Delhi, India and sales offices in Singapore, Hong Kong, Ireland and USA.

Mission And Vision

Empowering business and enabling them to outperform the competition is the core mission and vision of AVI Infosys who initially started as a Software Solutions provider but now turned out to be a global leader in business technology solutions. AVI Infosys remains committed to bringing out the best hi-end IT solutions across the globe. Our mission is to engineer cost-effective and well-integrated business. Merely closing a sale is not the end, but the beginning, since we believe enriching the relationships with our valued clients. AVI's after sales service is an industry benchmark as we uphold the highest standards of performance in the post-sales services areas. We well understand the business needs and design solutions that best match their specific industry standards, improving their productivity and stature in their industry vertical. Our vision is to continue bringing out the powerful innovative business solutions for breakthrough performances through the intelligent use of technology. Our zeal to stay in tune with the latest technological innovations makes us different.

AVI Infosys team is committed to quality, service excellence and customer satisfaction.

We change the way the enterprises work.

UNMATCHED EXPERTISE AND EXPERIENCE

CASHLESS PAYMENT SOLUTIONS

Banking POS Acquiring Solutions

Campus Cashless Solutions

Automatic Fare Collection (AFC) for Public Transportation

Event Management Cashless Solutions

Canteen Management Solution (Pre-paid and Post-paid)

Sports Clubs/Stadium Check-in Cashless Solutions

LOYALTY REWARD SOLUTIONS

Loyalty/Gift Card Solutions

UNMATCHED EXPERTISE AND EXPERIENCE
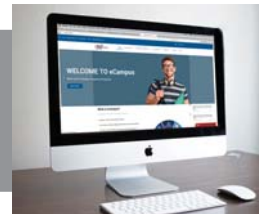
DEVELOPMENT AND PROGRAMMING

Website/APP Designing

E-Commerce Website Development

Website/APP Development

Payment Gateway Integration Services

E-Commerce Website Designing

Time Attendance and Payroll Software

Augmented Reality Solutions

SECURITY SURVEILLANCE SOLUTIONS

Bio-metric Security Solutions

CCTV Surveillance Solutions

RFID SOLUTIONS

Social Media RFID Integration

Visitor Management Solutions

Short Range Access Control Solutions

Long Range Gate Barrier Solutions

Inventory Management Solutions

Jewelry Tracking Solutions

AVI INFOSYS L.L.C
DEFINE ▸ DESIGN ▸ DEPLOY

MARKETING SOLUTIONS

Online Marketing (LinkedIn, Facebook, YouTube, Twitter, Instagram)

SMS Marketing

SEO/SMO Services

Email Marketing

Video Editing and Production

Online Lead Generation

Social Crowd Funding Platform

UNMATCHED EXPERTISE AND EXPERIENCE

PVC/SMART CARDS
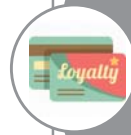
PVC/RFID/Magnetic Stripe/MiFare Card Production and Printing

NFC/RFID tags Production and Printing

Loyalty and Gift Cards Production and Printing

PVC Card Printers and Accessories

Key fobs and Wristband Production and Printing

Special Printing Bureau Services for barcodes, hologram, embossing, hot stamping

Contact and Contactless Card Production and Printing

Spot UV and UV printing

GROWING FOOTPRINT ACROSS KEY MARKETS

Africa
1. Kenya
2. Nigeria
3. Tanzania
4. Uganda
5. Malawi
6. Madagascar
7. Zambia
8. DRC
9. Niger
10. Ghana
11. Gabon
12. Burkina Faso
13. Chad
14. Sierra Leone
15. Congo
16. Seychelles
17. Rwanda
18. Mauritius

Middle East
19. UAE
20. Oman
21. Saudi Arabia
22. Kuwait
23. Qatar
24. Bahrain

South East Asia
25. Thailand
26. Malaysia
27. Indonesia
28. Singapore
29. Myanmar
30. Vietnam

South Asia
31. India
32. Bangladesh
33. Sri Lanka
34. Nepal
35. Pakistan

Europe
36. UK
37. Czech Republic
38. Cyprus
39. Ireland
40. France

+971 4 358 7036   info@avi-infosys.com   www.avi-infosys.com

PARTIAL LIST OF OUR BLUECHIP CLIENTS

PARTIAL LIST OF OUR BLUECHIP CLIENTS

AVI INFOSYS L.L.C
DEFINE ▶ DESIGN ▶ DEPLOY

ROYAL JET	LIFELINE HOSPITAL	RELIANCE Anil Dhirubhai Ambani Group	partnership	ESSAR
LFigp	Mediacom	O2 PHARMACY	Oaktree Primary School	TSSC
RED SEA HOUSING SERVICES	SUPREME	TURKISH AIRLINES	7DAYS	Fajr Capital
sunburn Live love dance	HCL	vfs. VFS.GLOBAL EST.2001	MANIPAL UNIVERSITY DUBAI CAMPUS	GOVERNMENT OF DUBAI
Joyalukkas World's favourite jeweller	Khazan	KUWAIT AIRWAYS	PETROCHEM	INTERCAT
market-i DRIVING INSPIRED THINKING	MultiChoice ENRICHING LIVES	Panasonic ideas for life	AL-NASR 1945	Abu Dhabi Education Council

PARTIAL LIST OF OUR BLUECHIP CLIENTS

AVI INFOSYS L.L.C
DEFINE ▶ DESIGN ▶ DEPLOY

SATISFACTION
HIGHEST QUALITY
100%
BEST CHOICE
GUARANTEED

Petrofac

SONY

SAMSUNG

wipro

Jaleel cash & carry

SIEMENS

WSI

TECOM INVESTMENTS

AL RAWABI الروابي

AL AHLI

ADNOC SCHOOLS مدارس أدنوك

Brookfield MULTIPLEX BM

Aviation Professionals Club

TIP مجموعة نوارن الصناعي Tawazun Industrial Park

رويال للتموين Royal Catering

Spinneys

Sadia ساديا

AIR FRANCE CARGO / KLM CARGO

الفطيم كاريليون Al-Futtaim carillion

epicure catering

DAMAC PROPERTIES

الكندي للسيارات AL GHANDI AUTO

أغذية agthia نبض الحياة نبض الطبيعة For Wholehearted Living

agrivita Feed Solutions

DynCorp INTERNATIONAL

depa

EMIRATES PILOTS CLUB نادي الإمارات للطيارين

AL YOUSUF MOTORS

ماجد الفطيم MAJID AL FUTTAIM

GLOBAL EMIRATES SERVICES CO. LLC شركة الإمارات العالمية للخدمات ذ م م

📞 +971 4 358 7036   ✉ info@avi-infosys.com   🌐 www.avi-infosys.com

PARTIAL LIST OF OUR BLUECHIP CLIENTS

AVI INFOSYS L.L.c
DEFINE ▶ DESIGN ▶ DEPLOY

Diversey	AMANA	Boehringer Ingelheim	Deloitte.	HABTOOR HOTELS
BBIH BIN BUTTI INTERNATIONAL HOLDINGS	Velocity GO BEYOND SPORTS	THE BRITISH INTERNATIONAL SCHOOL ABU DHABI A NORD ANGLIA EDUCATION SCHOOL	RAK Precast	HILTI
ETIHAD AIRWAYS	FH ALHABTOOR	The Kanoo Group	Willis	ADITYA BIRLA GROUP
BANYAN TREE	Baguette	ADV advanced facilities management	Dubai Electricity & Water Authority	Gulf Technical Commercial Printing Press more than a press
STS Secondary Technical School	ATHS Applied Technology High School		ajyal	Ecolog International Service Solutions
DELHI PRIVATE SCHOOL	Dunes HOTEL APARTMENTS	FUJAIRAH AVIATION ACADEMY Member of Fujairah National Group	Reach British School	VALIANT

AVI INFOSYS L.L.c
DEFINE ▸ DESIGN ▸ DEPLOY

iBonus SMARTCARD SYSTEM

AUTHORISED GLOBAL MASTER DISTRIBUTOR AND SERVICE/SUPPORT CENTER

Microsoft

SUNMI

amazon
web services™

LANDI 联迪

SUPPORTED BY UNMATCHED EXPERTISE & EXPERIENCE

AVI INFOSYS L.L.c
DEFINE ▸ DESIGN ▸ DEPLOY

Product Innovation & Capabilities
Cashless/Loyalty Management

Corporate Solution

Business Acument
Sales and Business
Development skills

Technology
Intellectual Property, Platform
capabilities, in-house skill sets
Onsite Support/Services

Execution Capabilities
Faster response times and speed
to market – large scale project
delivery in 30 days

Executive Team
Over 150 man-years of core banking,
Mobile, e-commerce and
Loyalty experience

Client & Consumer
P&L drivers for clients and
value proposition drivers
24X7 Customer Support

Business Model Scalability
Unique platform with cutting- edge Hybrid system
architecture to provide seamless online/offline
cashless transactions with real-time integration with
global payment service/network providers.

+971 4 358 7036   info@avi-infosys.com   www.avi-infosys.com

Products

Services

OFFERING A COMPLETE SUITE OF PRODUCTS & SERVICES

AVI INFOSYS L.L.C
DEFINE ▸ DESIGN ▸ DEPLOY

Cashless/Loyalty Management

Digital Marketing

Analytics

Logistics

CRM

Project/Management
Consulting

Strategy

Operations
Management

Security Consulting

DESIGNED AROUND MODULAR PRODUCTS & SERVICES

AVI INFOSYS L.L.C
DEFINE ▶ DESIGN ▶ DEPLOY

AVI Infosys LLC manages all products and services of Cashless/Loyalty/Security Management for its reputed clients:

Conceptualization ❯ Execution ❯ Operations ❯ Development ❯ Analytics ❯ Training

Industry Verticals

Services Basket	Insurance	Retail	Hospitality	Online	Financial	Travel	Telecom
Program Design, Financial Configuration & Execution							
Technology & Operations							
Alliances & Partnership							
Customer Service			Our USP — END-TO-END SOLUTION MANAGEMENT				
Analytics & Intelligence							
Online Portal Development & Management							
Support Services (Onsite/Off-site)							

AVI Infosys works across industry verticals

OUR BRANDS

AVI INFOSYS L.L.C
DEFINE ▸ DESIGN ▸ DEPLOY

iBonus
MEMBERSHIP SYSTEM

eMeal
Meal Card Solutions Experts

eCampus
Go Cashless

GO SMART TAP
Next GenX Smart Cashless system for Buses
(A Member of AVI INFOSYS LLC GROUP)

eEvents
GO Cashless

AVI TEC
POWER WITH NO BOUNDARIES

AVI VISION

AVI INFOSYS STORE
MEMBER OF AVI INFOSYS

myWPS CLOUD

BIO-LOOK
Face Recognition Solution

TIME TRACKER
AVI TIME TRACKING SOLUTION

e Rewards
Smart Membership System

iGuard

Arecont Vision
megapixel technology...
beyond imagination

AVTECH

Virtual RFID

evolis
card printers

iPOINTZ
MEMBER OF AVI INFOSYS L.L.C

HIKVISION

charity ibonus

📞 +971 4 358 7036   ✉ info@avi-infosys.com   🌐 www.avi-infosys.com

Software Licensing & Contracts

Advisory Services to reduce
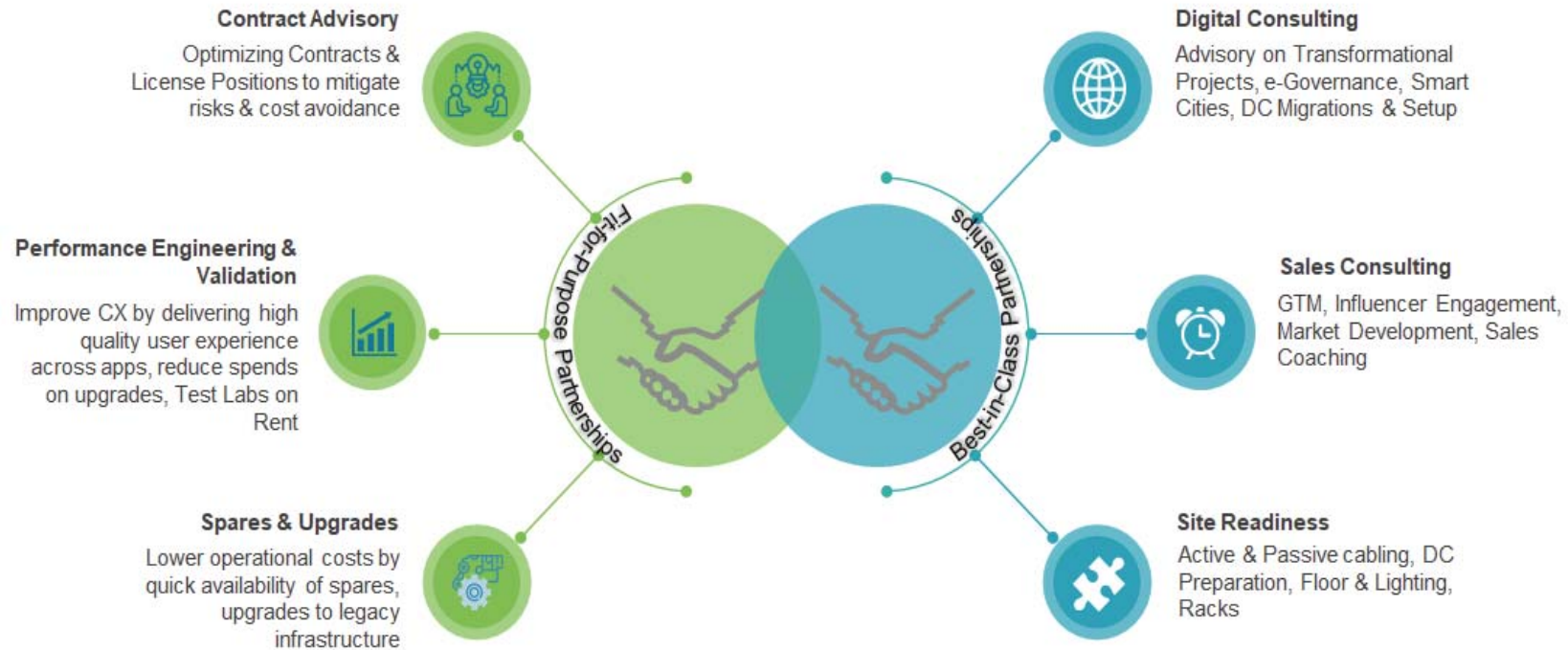
high spends and mitigate risks

AVI INFOSYS L.L.C
DEFINE ▶ DESIGN ▶ DEPLOY

Independent, non-aligned Advisory, backed by over 250 man-years of experience

Contract Advisory
Optimizing Contracts & License Positions to mitigate risks & cost avoidance

Digital Consulting
Advisory on Transformational Projects, e-Governance, Smart Cities, DC Migrations & Setup

Performance Engineering & Validation
Improve CX by delivering high quality user experience across apps, reduce spends on upgrades, Test Labs on Rent

Sales Consulting
GTM, Influencer Engagement, Market Development, Sales Coaching

Spares & Upgrades
Lower operational costs by quick availability of spares, upgrades to legacy infrastructure

Site Readiness
Active & Passive cabling, DC Preparation, Floor & Lighting, Racks

Fit-for-Purpose Partnerships

Best-in-Class Partnerships

THE AVI INDEPENDENT ADVANTAGE

▶ One of the key benefits of working with **AVI Team** is that it provides a completely **bias-free** independent set of recommendations.

▶ We have no **interest** in you taking more licenses than you need or one type of license over another.

▶ All we care about is getting you the **best deal** for your **software** and **infrastructure** consumption!

Contracts
Advisory

Reducing Overspends in IT Infrastructure

AVI INFOSYS L.L.c
DEFINE ▸ DESIGN ▸ DEPLOY

Software Contracts & Licenses are subject to huge exposure risks! Read the Offer Document Carefully

WE ALL BLEED RED

Heads, You Lose! Tails, I Win!

Unused Credits Expire! Overage is Charged Additionally

Non-Cancellable Commitments

A lock-in contract that does not allow mid-term cancellations

Software Agreements Supersede all documents

The Cloud Services Agreement (CSA) supersedes all terms in customer PO.

Referenced Policies

URLs that can change, exposing the customer to hidden risks

Multiple Interpretations

Software Contracts can be interpreted variously

18. ENTIRE AGREEMENT

18.1 You agree that this Agreement and the information which is incorporated into this Agreement by written reference (including reference to information contained in a URL or referenced policy), together with the applicable order, is the complete agreement for the Services ordered by You and supersedes all prior or contemporaneous agreements or representations, written or oral, regarding such Services.

18.2 It is expressly agreed that the terms of this Agreement and any Oracle order shall supersede the terms in any purchase order, procurement internet portal, or other similar non-Oracle document and no terms included in any such purchase order, portal, or other non-Oracle document shall apply to the Services ordered. In the event of any inconsistencies between the terms of an order and the Agreement, the order shall take precedence; however, unless expressly stated otherwise in an order, the terms of the Data Processing Agreement shall take precedence over any inconsistent terms in an order. This Agreement and orders hereunder may not be modified and the rights and restrictions may not be altered or waived except in a writing signed or accepted online by authorized representatives of You and of Oracle; however, Oracle may update the Service Specifications. including by posting updated documents on Oracle's websites. No third party beneficiary relationships are created by this Agreement!

▶ A Software License purchased is not an ownership – it's a right to use

▶ M&A are the biggest drivers of Software audits

▶ Lack of Effective Licensing due diligence-

- Inconsistent Effective License Position (ELP)

- Assets recovery, usage and deployment over the last few years

- Inventories baseline for any new contract negotiation

▶ License types affect contract implications-

- OEM (Windows, Office pre-installed)

- FPP

- Open

- Select/EA – SA is non transferable

- Subscriptions

Relevant extract from MS Contracts

f. **Acquisitions, divestitures, and mergers.** If the number of Licenses covered by an Enrollment changes by more than ten percent as a result of (1) an acquisition of an entity or an operating division (2) a divestiture of an Affiliate a an operating division of Enrolled Affiliate or any of its Affiliates, or (3) a merger including a merger with a third party that has an ousting agreement or Enrollment. Microsoft will work Wal Enrolled Affiliate in good faith to determine how to accommodate its changed circumstances in the context of this agreement.

CONTRACTS ADVISORY

WHAT WE DO

▶ Data collection

▶ Non instance collection and application

▶ Intelligent licensing allocation

▶ Entitlement review and analysis

▶ On-premise optimization

▶ Datacentre-focused optimization

▶ To-cloud optimization

▶ In-cloud optimization

▶ ELP creation

▶ ELP optimization

WHAT YOU GET

▶ Optimization recommendations to support significant cost savings

▶ Negotiate on the best possible software counts

▶ Understand your target vendors' business drivers and motivations

▶ Use the cloud as leverage to get the best possible deal

▶ Maximize the value of your investment

If you want to negotiate from **strength**, you need to **understand** your **organization's** current rights, actual **software consumption** and what **licensing options** are available to you moving forward.

360° ADVISORY SERVICES

AUDIT COMPLIANCE | SAVINGS | CONTRACTING | TRAINING

SOFTWARE ASSET COMPLIANCE

We discover your Software asset deployments across environments , review your contractual and policy compliance & provide detailed report on your compliance positions. We provide risk mitigation and negotiation strategy with Publishers for best outcome. We also measure your historical asset utilization efficiency & provide optimization strategies. We train key stake holders on all aspects of compliance.

EA/ULA OPTIMIZATION

Entering into an EA/ULA is the most critical business decision. We help you understand all aspects of EA/ULA such as sizing, pricing, contracting, certification. We help build a business case for renewal, exit and best tenure for your agreement. We help you create the best agreement structure covering business needs, products, entities and M&A. We also help you negotiate the best value and contract terms. You can also manage your License Certification at the end of the agreement term more optimally.

CONTRACT NEGOTIATIONS

We help you build a publisher roadmap over the medium term. Identify savings opportunities for existing and new software spend. We provide specific negotiation strategies & deliver savings while negotiating best contract terms for you.

AUDIT DEFENSE

We review your audit compliance by asset discovery & contracts review. You can manage all identified risks & deliver negotiation strategy for best outcome.

LICENSE & CONTRACT TRAINING

Our trainings provide deep understanding on Oracle Licensing, contracts , support , compliance , commercial deal structures, negotiation strategies with Oracle. We also deliver specialised training on ULA. Stakeholders from IT, Business & Procurement can benefit tremendously.

+971 4 358 7036   info@avi-infosys.com   www.avi-infosys.com

SOFTWARE CONTRACTS ADVISORY – THE BUSINESS CASE

Fast Changing IT & Digital Ecosystem Increasing Complexity

With rapid evolution of Digital Transformation, Cloud Services & Futuristic Technologies such as IOT/AI/RPA, innovative but complex situations are evolving for software usage such as Microsoft & Oracle.

Getting your Software license compliance & negotiation strategy right can be quiet complex and intimidating. Not only is Software the single biggest item in your IT budget, but not managing it correctly has the potential to create significant legal and financial risks for your company. Our clients extract best value from their software investments and are never exposed to any compliance risk.

Licensing & usage policies are by design, complex &
Not fully understanding them exposes customers to huge compliance risks, which result in financial, legal and reputation loss.

Contracts Advisory Services ensures your business

▶ Has most effective Publisher engagement strategy
▶ Is always compliant, risk free & audit ready
▶ Saving BIG on new & existing software spends
▶ Negotiating most effective contracts with Publishers
▶ Trained on Licensing Policies (Currently only Oracle)

Common Customer Pains With Publishers

▶ Complex & unrevealed licensing & support policies in contracts

▶ Most licensing policies are referred in external links which can change without customer's consent

▶ Product download scripts include additional products

▶ Feeling locked down by policies

▶ Paying support for the products not being used

▶ Lack of intelligence on best possible pricing and discounts

▶ Sales account managers compel the customers to buy additional products that customers don't need - Unbundling or Bundling of SKUs

▶ Fear mongering of audit and sales deadlines

▶ Always feel uncertain about effective strategies to deal with Publishers

▶ Multiple sales teams from a single OEM, only worried about their sale and not about customer's increasing spend

Case Studies

Helping Organizations Mitigate Exposure Risks & Negotiate Better

SUCCESS ILLUSTRATED

AVI INFOSYS L.L.c
DEFINE ▸ DESIGN ▸ DEPLOY

Success Story # 1 - Leading Private Sector Bank, Western, India

Case Summary:
Client was up for Oracle ULA renewal – Oracle's Negotiated Proposal before our consultant's engagement was 5.17 Million USD for a 3 Yrs. term. Client was looking for advisory to understand ULA better, build ULA renewal business case, negotiate best commercial and contractual terms with Oracle.

Solution: "Oracle ULA Optimization" service & methodologies was used. Measured customer's current deployment across environments using proprietary tools. Provided business case for ULA renewal against other models analysing historical spend Vs Utilization factors and future growth projected. Reviewed Oracle proposal and contract and provided with the target commercial value along with specific negotiation factors and the contract amendments. Provided guidance to customer throughout each steps of negotiations with Oracle.

Engagement Period: 4 -6 Weeks

Result: Customer saved 1.23 Million USD in net TCV & was able to negotiate favourable terms for its contract delivering further value.

Success Story # 2 - Leading FMCG Company, North India

Case Summary:
Customer had been buying Oracle technology, hardware over many years through multiple contracts. Customer wanted to conduct independent review of its Oracle license and contractual compliance to understand the risks & also wanted to have effective mitigation, consolidation and cost saving strategies for their Oracle investments.

Solution: We offered "Oracle Asset Discovery/Utilization/SAM" services. Collected customers deployment data using our proprietary tools across environments & also reviewed customers compliance with the contracts on license and usage terms enforced by Oracle. Provided customer with the exact licensing and compliance position and the reutilization options for the licenses across environments to minimize the compliance impact. Identified the missing set of contracts and handled the process to regularize it with Oracle/Partner to remove any risks for customer. Provided specific strategies for audit defence/commercial negotiations & savings on technical support contracts for un-utilized products by way of shelving and product migrations.

Engagement Period: 6-8 weeks

Results: Client received consolidated view of their Oracle footprint and compliance report along with the risks and mitigation strategies. Missing Oracle contracts were identified and regularized working with Oracle/Partner to avoid entitlement risks for customer. Provided 350K USD of annual savings on existing technical support for Oracle products. Unused Exadata hardware resale options and process provided for additional commercial benefits of 500K USD to be explored by client.

SUCCESS ILLUSTRATED

Success Story # 3 - Leading Telecom Service Provider, India

Case Summary:
Client has signed PULA with Oracle has encountered a M & A situation. Oracle approached client with the huge incremental fees to continue PULA. Client was looking for advisory on PULA to understand the contractual obligations, identify all the risks involved & negotiate the best outcome minimizing risks & financial implications.

Solution: We provided PULA advisory services, reviewed customer contracts in details and identified key negotiation strategies to take back to Oracle. In parallel identified customer's PULA utilization & identified un utilized products & Certification entitlement & compliance risks associated to drive the informed decision whether to continue PULA or to exit. Also helped customer to negotiate best commercial value for the PULA continuation for the products they actually want to use.

Engagement Period: 8-12 Weeks

Result: Customer is able to actively defend Oracle's claim for incremental fees and able to take informed decisions about the new spend resulting in the potential savings of around 8 Million USD TCO over the incremental contract.

Success Story # 4 - Leading Pvt Sector General Insurance Company, India

Case Summary:
Customer had been Oracle ULA customer and has done ULA renewals three times in the past. Customer additionally had on-premise and SaaS contracts for some Oracle technology and application products. Customer wanted to design future cost-savings and negotiation strategies with Oracle and also be ready with their compliance assessment.

Solution: We offered Proactive Compliance/Certification Assessment & ULA contract advisory services. Existing contracts were reviewed and key risks were identified for future negotiations , customers license compliance and ULA certification entitlement position was identified enabling them to plan their future strategy with Oracle better. Specific strategies on future contracting models along with the target pricing and model contract clauses were provided. We also provided 3 different strategies to save their existing support streams when they renew ULA with the potential of 1 Million USD savings.

Engagement Period: 6-8 weeks

Results: Client is aware about its license certification entitlements & compliance positions and is able to determine the best way forward with Oracle for ULA or Ala Carte Purchase
Client now understands the key contractual terms to be negotiated with Oracle including the sizing and pricing of the ULA
Client is currently finalizing the implementation of the 2 strategies recommended by our consultants with the potential support savings of 1 Million USD and has awarded a Microsoft Contract Advisory to Rizen.
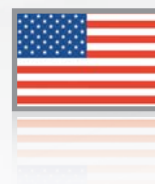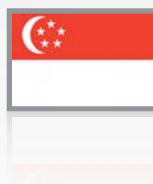
Head Office:

P.O Box 26813, Suite 304, Office Court Building, Oud Metha, Dubai,
United Arab Emirates

📞 +971 4 358 7036

✉ info@avi-infosys.com

🌐 www.avi-infosys.com

🕐 24X7 Customer Support Hotline +971 4 3587036