# Corporate
# Profile

Over the years, solutions by stc, has evolved to become the Kingdom's leading provider of Information and Communications Technology services, enabling the public and private sectors to meet the new trends and ongoing demands of the digital age

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solutions' vision, mission and strategic objectives drive its growth and mark solutions as a key digital enabler of Saudi Arabia's Vision 2030

**Strategic aspirations**

# Vision

Spearhead the B2B ICT and Digital agenda for stc Group by offering segment focused digital products & services

# Mission

To provide innovative technology solutions that enable our customers to succeed in evolving market needs

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# LEAP

**Lead**
in managed & professional services

**Expand**
product portfolio & market reach

**Advance**
customer success & partner ecosystems

**Promote**
internal efficiencies & collaboration

# About solutions

# Market Leader

**Rated #1 IT Services provider**
in the Kingdom for **5 consecutive years (2015 -19)**[1] with **13%**[2] **market share** in 2018

## Qualified Employees
**1,544** employees with **~800+ certified** on key technologies and domains

## Wide Reach
Sales offices in **4 major cities covering the Kingdom of Saudi Arabia**

## Strong Partner Ecosystem
**Partnership ecosystem, 150+ partners** (top tier partnerships with top global technology vendors)
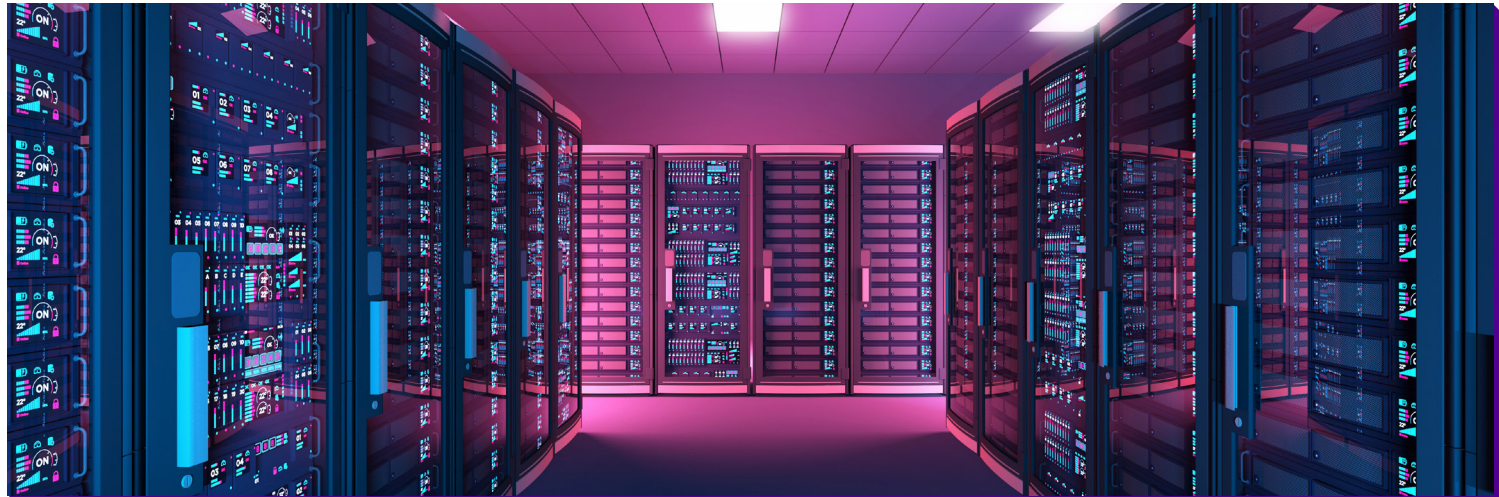
## Leading ICT Service Provider
Offering End to End IT Services and Digital Solutions across the value chain

1. IDC report 2019: Competitive Profiles and 2019 Analysis of Leading IT Services Players in Saudi Arabia
2. Arthur D. Little analysis

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# What we offer



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# Broad portfolio across the IT & Digital value chain for B2B sector

## Enable  >  ## Manage  >  ## Scale

### Enable

#### System integration

SI the core business of solutions, with services spanning across the value chain enabled through a strong local and global partner ecosystem

- Network integration
- Infrastructure integration services
- Advisory service

#### Connectivity services

Serving high end connectivity needs of enterprises within cities as well as remote locations

- Dedicated secured and high-quality business internet
- VSAT services

### Manage

#### Managed services

Managed services (MS) provides end to end management of:

- Business networks i.e., Managed WiFi, Managed LAN and Managed Router services

#### Business outsourcing

Business outsourcing services include IT support and maintenance

### Scale

#### Cloud Solutions

Full spectrum of data center & cloud services including:

- Colocation
- Private
- Public Cloud
- DRaaS
- Partner services through market place

#### IoT digital services

Includes solutions to connect, monitor and analyze machines/devices for informed and effective decisions. Key services include:

- M2M Connectivity
- Enterprise Medical Imaging
- Smart Surveillance
- Point of Sale and
- Fleet Control

#### Cybersecurity integration

Services covering planning, design, implementation, and project management of a technical solution that addresses enterprise's specific need for security

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# Continuously delivering strong growth

## Total Revenue FY19 SAR 5.3Bn

**Revenue FY19 SAR 5.3Bn** - 30% growth for FY18-19, one of the highest growth rates among the SI in the Kingdom

**Revenue**
FY19 SAR 3.0Bn
15% growth for FY18-19

### Enable
Core ICT services

- System Integration
- Connectivity services

**Revenue**
FY19 SAR 1.2Bn
35% growth for FY18-19

### Manage
IT managed &operational services

- Managed Services
- Business Outsourcing

**Revenue**
FY19 SAR 1.1Bn
84% growth for FY18-19

### Scale
Digital services

- Cloud Services
- IoT & Digital Transformation
- Cyber-security

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