

Company Profile

TechTrioZ Solutions

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Executive Summary

TechTrioZ Solutions was established in November 2019 with a vision to contribute in the growing IT market in Bangladesh as well as overseas market. It is a partnership company lead by two experienced IT and business experts. We are specialized in different types of software development, Business process re-engineering and digital transformation by automation. Our main focus is data analysis to bring visibility where IT can work as enabler to business, make life easy by process improvement and value addition. Technological advancement is shaping the local and global business environment. It is also changing the way of doing work, changing the day-to-day lifestyle of people and changing the buying pattern. In a nutshell it is creating new kind of needs from consumers, from businesses, from other stakeholders. IT is playing a big role in this transformation. We would like to be part of this journey and contribute to the development of the sector in Bangladesh. Our key area of interest revolves around Big Data Analysis for Decision Making, Business Intelligence Reporting for bringing out the insights, Process improvement with our ERP & POS system, Web and Mobile Apps for bringing interesting ideas to the doorstep of the consumers, and completely new area in FPGA based design & programming. Because of our long career in IT & Business functions in MNCs and Local corporates, we are strongly connected with businesses in Bangladesh. Our past long career and our academic background connected us with top entrepreneurs in the country, IT professionals working in top companies in the western world and top academicians in the country. Our vision is to become a top-rated IT solution provider at home and abroad touching many hearts by innovation, transformation and resource development. We believe in “WE” culture and we would like to win with our team. Developing people and providing them right environment for development is one of our key agenda. We believe in people and we believe success is the function of an efficient team, good governance, opportunity and networking. We start small with the vision to grow gradually in the initial years and then accelerate to ramp up. Our base case financial scenario gives us the believe that the payback will be within 2-3 years. We believe with our dedication and effort we will be able to make a significant footstep in the IT industry of Bangladesh.

Note: Just to mention here that before we start operation, we had to close because of pandemic. And at the later part of 2020 we started the operation. As such, for simplicity, all the projections are based on post pandemic scenario considering 2021 as base year.

Company Profile

Company mission statement

- Generate technology-based ideas and solutions for the stakeholders for doing right things and for doing things right.
- Capacity development, process improvement and digital transformation are the key drivers.

Company vision

To become a top-rated IT solution provider at home and abroad touching many hearts by innovation, transformation and resource development.

TechTrioZ Way

Making our people successful by enlightening them with positive thinking, learning to respect people, making honesty, integrity and safety our way of life and boosting team spirit by “WE” culture.

TechTrioZ Values

- Customer Orientation
- Innovation and Idea generation
- Quality of Work
- Fairness & Transparency
- Learn and adopt New Technology as way of life
- Health & Safety

Company structure

- The legal framework of the company is at this moment in the form of partnership company in the beginning. We have the plan to convert it into a Private Limited Company as soon as the revenue starts coming and the company ramps up in the growth trajectory.
- Company is owned equally by two partners with 50%-50% shareholding. No other external shareholder. No fund from venture capitalists and no short-term or long-term loans from any other institutions as yet.

Products & Services

Our products & services categories revolves to software development, data analytics, business process re-engineering services and digital transformation support. Key areas of interests are mentioned below:

Data Analytics

We set up business dashboards, data mining, and reporting as required by the customers analyzing the raw data. We have developed a pricing analytics for one of our clients.

Cloud Computing

Our one of the key interests is related to cloud computing for Big Data and provide necessary output and predictions. Our aim is to specialize in Microsoft Azure and Amazon Web Services along with latest Spark framework with python. We are in discussion with few clients for developing SaaS based system based on very Big Data.

Software Products

We have already developed few systems. Some of them are mentioned below:

System	Industry	Solution/Technology used
Rebate Engine	Manufacturing	Business Improvement Vue.JS, REST API, MySQL
Price Analytics	Manufacturing	Qlik Sense

Network Monitoring Dashboard	Own, under study	Big data analytics with ML and AI. MS Azure, Spark, Databricks, Python.
Digital transformation and ERP (in progress)	A Shoe manufacturing company	Business Process optimized. Vue.JS, REST API, MySQL
Mobile App – (3 nos)	Own and Local	Flutter, Dart, Firebase
CBT (Computer Based Test)	Own, in progress	Vue.JS, REST API, PostgreSQL

IT Professional Services

We offer professional services like IT system design, Data storage and Backup design, Cloud Architecture, Comparative Analysis and Evaluation. Business Process documentation, policy preparation, Delegation of Authority matrix preparation and alignment with IT systems.

Digital Transformation

We provide professional services in automation of business processes, cost reduction, restructuring, optimization of available resources.

Target market

Our key customers are mainly local and foreign corporates. We are dedicated to serve growing technology need of the local market. At the same time, we would like to serve outside the boundary of the country with high quality product and services at right price by doing outsourcing work. Apart from that our product will

Key competitors

In terms of competitive landscape, our key competitions are small to medium software development houses at this moment. And also, startup companies with innovative ideas in our area of interest. Proper market research to be done in this regard as the company grows.

Marketing Promotions and Channels

We prefer digital marketing for maximum reach and minimum cost. Key channels of promotion to be utilized gradually are as below.

Marketing promotion may include:

- Networking
- Word-of-mouth
- Referrals
- Social media marketing
- Mobile marketing
- Email marketing
- Business website
- Search engine optimization
- Print marketing materials (brochures, flyers, business cards)

Management & Organization

The following section describes the profile of the owners and a brief of the current team.

Biographies

	Naimul Baset - BSc. CSE, BUET. Passing out 1996. HSC Batch 89. - EMBA, North South University. Major Marketing. - Co-Founder TechTrioZ Solutions - Naimul served 18 years in different functions at Lafarge Holcim Bangladesh. And prior to that 3 years in BATB and 1 year in Computer Services. - Key positions held at Lafarge Surma and LHBL: Strategy & Business Development Director, IT Director, HR Director, Integration Director, Head of Procurement, Head of Geo Cycle & CSR, etc.
	Mahmuda Islam - BSc. CSE, IUB and MBA, East West University. - Co-founder TechTrioZ Solutions - Mahmuda served Lafarge Surma in IT department for 14 years. - Later, served as expatriate at Africa Region (Tanzania and South Africa) for 5 years in regional capacity. - Key positions held at Lafarge Holcim: Regional IT Demand Coordinator (Regional assignment at South Africa, Tanzania, Malawi and other African countries.) - ERP & Business System Manager, Infrastructure Manager

Organization Chart

We believe in flat organizational structure with equal opportunity for all. The team is comprised of young talents with fresh graduates as well as experienced full stack developers. We do keep pipeline of interns to give them the opportunity to understand our culture and eventually give them priority in case of job openings if they are promising.

Technology	No. of Team Members with relevant skills
BI – Business Intelligence (Tableau/Qlik Sense)	2
Big Data – Analytics, ML, AI, Python	3
Web Development – Full Stack	4
Mobile App Development – Flutter/Dart	2
Hardware Design & Programming – ASIC/ARDUINO/FPGA	1

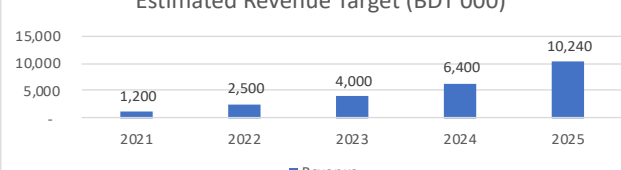
Team Strength:

BUET Graduates – 4, NSU Graduates – 2, IUB Graduates – 3

Estimated Revenue Projection

FINANCIAL HIGHLIGHTS (in '000) Estimated					
	2021	2022	2023	2024	2025
Revenue	1,200	2,500	4,000	6,400	10,240

Estimated Revenue Target (BDT'000)



Year	Revenue (BDT'000)
2021	1,200
2022	2,500
2023	4,000
2024	6,400
2025	10,240