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IT Consulting
solutions in
the Kingdom of
Saudi Arabia

Keypoint is one of the GCC's most comprehensive providers of business advisory services. Our services - including accounting solutions, corporate advisory services, investment administration & share registry services, trust services, IT consulting, tax services, human capital solutions, management consulting and risk and regulatory compliance advisory - are valued by a wide range of clients, from large multinationals and financial services institutions to family-managed conglomerates and small and medium-sized enterprises. We have had a fulltime, on the ground presence in the Kingdom of Saudi Arabia since 2017, offering a range of solutions to leading Saudi businesses.
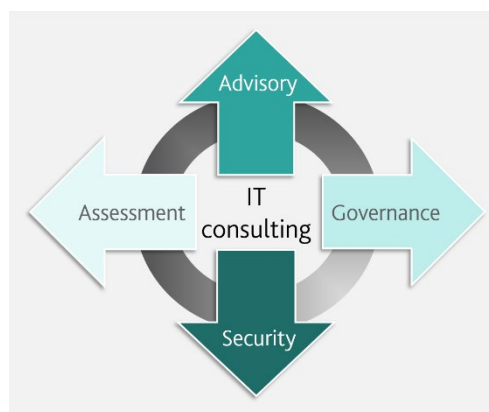
Our IT consulting solutions in Saudi Arabia

Doing business in the Kingdom of Saudi Arabia requires a unique combination of industry experience, an understanding of leading practice and an on-the-ground presence. Our teams of subject matter resources with deep domain knowledge and industry experience help clients across the kingdom to identify, manage and solve IT-related issues using innovative solutions.

Our specialist information technology (IT) consulting teams deliver market-leading solutions, based on proven methodologies and leading practice, that help clients better understand the technology needs of their organisation, identify and implement suitable IT systems, align technology with business requirements and manage risks resulting from the use of IT.

Increasingly rapid and frequent advances in technology are requiring business leaders to invest significantly in reliable, flexible technology solutions. An important aspect of technology investments is the alignment between IT strategy, technology sourcing and implementation.

Our experienced IT consultants help optimise the return on technology investments by understanding strategic goals and supporting the development of tactical objectives.

In this brochure, we briefly outline a selection of the solutions we have successfully offered to clients in Saudi Arabia.

A selection of our IT consulting solutions

Enterprise applications

Large-scale software designed to support or solve the problems of an entire organisation, enterprise applications - because of their sheer size and scale - tend to be complex, component-based, distributed and mission critical. Our experienced enterprise applications SMRs help clients design and implement efficient solutions while improving operations and performance across the enterprise.

Our enterprise application solutions include:

- Solution and vendor selection
- Solution implementation – including e-invoicing advisory
- Project and programme management
- Post-implementation reviews

Data privacy

Saudi Arabia's personal data protection law (PDPL) comes into effect on 17 March 2023. The PDPL applies to any public or private organisation – including foreign organisations - that processes personal data related to individuals in Saudi Arabia.

Keypoint's data privacy team has significant data privacy and protection experience, having been engaged on a range of projects related to data classification, end-to-end data process reviews and data life cycles. We have also been engaged to implement data-related controls.

Our data protection services include:

- Data protection impact assessments and audits
- Data protection framework developments and implementations
- Outsourcing of data protection officers

Information security

Continuing globalisation and the ever-increasing digital transformation of business processes require ongoing and immediate examination of companies IT risk management - by both customers and regulators.

Cloud, mobile computing and digital platforms are changing the way people and businesses across the world, not just in Saudi Arabia, access their information. Access to information - from anywhere at any time across a variety of technology platforms – demands robust and effective information security (InfoSec) management strategies and systems which control information access and flow.

The increasing focus of unethical (but highly skilled) players on organisations in the region requires higher levels of investment and continuous monitoring. Our InfoSec solutions – which allow our clients to proactively identify, solve and avoid internal and external security threats while optimising the usage of existing security infrastructure – include:

- Vulnerability assessments and penetration testing (VAPT)
- Cyber security solutions
- SOC services
- SAMA maturity assessments for regulated entities
- Dark web monitoring

ISO advisory and secondments

Information systems play an increasingly critical role in business operations. The International Standards Organization (ISO) issues standards designed to drive improvements in information systems operations and security – with ISO/IEC 20000-1 (IT service management), ISO/IEC 27001:2013 (IS management systems) and ISO 22301: 2012 (business continuity management systems) of particular interest across MENA. Our experienced ISO consultants use their experience of working with a range of different clients across the globe to advise on ISO compliance and to analyse gaps between current and leading practice, helping to ensure that clients benefit from the intention behind the standards as well as the certification itself. Beyond ISO advisory, we can also support Saudi businesses by seconding our experienced resources – either virtually or on-premises – for defined (usually project-specific) periods.

Business continuity management

Business continuity - an organisation's ability to maintain essential functions during, as well as after, a disaster - planning establishes risk management processes and procedures that aim to prevent interruptions to mission-critical services and support the re-establishment of functions as quickly and smoothly as possible. With regulators - including Tadawul and SAMA - increasingly aware of the advantages of business continuity, we tailor our end-to-end business continuity services and add value by understanding your specific circumstances and requirements.

Our BCM solutions include:

- BCM plan development
- BCM implementation support
- BCM testing and maintenance
- On-going advisory and support

IT internal audits

When performing an IT internal audit, our experienced SMRs examine and evaluate an organisation's IT infrastructure, policies and operations to determine whether IT controls in place are adequately protecting corporate assets, are ensuring data integrity and are aligned with the business's overall goals.

Our IT internal audit solutions include:

- Technology audits
- IT audit planning and delivery
- IT audit follow-ons
- Maturity evaluations

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A selection of our credentials

As the IT consultant of choice to businesses across the Kingdom of Saudi Arabia, we have worked with small and large businesses across most of Saudi Arabia's established and emerging economic sectors, including:

- A leading insurance company based in Riyadh with an associated *takaful* business based in Jeddah
- The Saudi Arabian branch of a global insurance and re-insurance company
- A leading diversified family business with interests stretching from manufacturing and engineering to IT and real estate
- The Saudi Arabian entity of a leading European heavy engineering conglomerate

- The Saudi branch of MENA's leading records and information management solution provider
- The Saudi-registered entity of an EU-headquartered operator of airport terminals across the GCC
- A listed insurance company with operations across Saudi Arabia
- The Saudi entity of a UAE-based family business with a focus on heavy engineering projects

- The Saudi branch of a leading drilling, engineering and technology company headquartered in Scotland
- The Saudi branch of a global IT consulting firm focused on SAP expertise
- The Saudi branch of one of the GCC's leading banking groups, offering both conventional and *shari'a-* compliant products
- A logistics company focused on the retail sector across MENAP offering a range of data-focused applications and business solutions
- An independent catering company focused on the aviation sector
- A regionally-renowned manufacturer and distributor of paper-based products
- One of Saudi Arabia's most prominent natural gas distributors
- A supplier and distributor of gourmet products across Saudi Arabia
- One of MENA's leading stock markets
- A listed Saudi insurance and reinsurance firm offering a full range of insurance and insurance-related products
- A leading *shari'a*-compliant insurance company headquartered in Riyadh focused on life insurance
- A listed Saudi insurance business offering a range of insurance and insurance-related products to individuals and corporations.
- A large multi-faceted logistics and distribution business with activities across the kingdom and the region
- A government-owned service provider to the aviation industry

Your business is our priority

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Selected team members

Delivering a significant amount of work across MENA, our IT consulting practice - with dedicated resources in - kingdom full time - is focused on Saudi Arabia and Bahrain. Members of our team with a strategic presence in Saudi Arabia include:
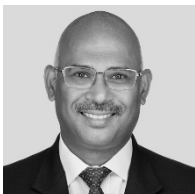
Srikant Ranganathan
Senior Director
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The head of our market-leading IT consulting function, Srikant has advised clients across the Middle East, North Africa and India on the optimal use of IT for over 25 years, offering leadership at a range of 'Big 4' professional services firms in a variety of roles. He has in-depth knowledge and specialist IT consulting experience across many of Saudi Arabia's established and emerging economic sectors, including the financial services, government, retail, manufacturing and telecoms sectors. Srikant's expertise spans organisations' entire IT lifecycles including strategy development, information security, system and vendor selection, governance and business continuity management. He is a certified information systems security professional (CISSP), a certified information systems auditor (CISA), a certified fraud examiner (CFE) and a chartered accountant (ACA).
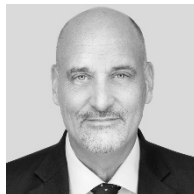
Tom Gilbert
Associate Director
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As the head of business development for the Keypoint group, Tom is responsible for building business-to-business relationships and developing, refining and delivering thought leadership (including materials for webinars, proposals and whitepapers on a variety of topics). He has worked with two of the region's 'Big 4' professional services businesses in a range of roles, including head of knowledge and head of business development for a global oil & gas center of excellence, as well as setting up and heading a business development function for a national practice. As well as helping to establish Keypoint's tax practice in Saudi Arabia, Tom has been an integral part of a number of strategic engagements in Saudi Arabia, including the digital transformation of a leading insurance business.
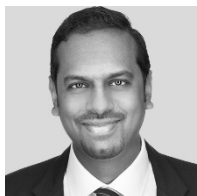
Darrshan Manukulasooriya
Senior Manager
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Previously a senior software engineer at a leading enterprise resource planning (ERP) software development company where he was part of the team using agile methodology to develop its core, Darrshan has worked across the IT project lifecycle (from requirement gathering to user training) and mentored team members. He has approximately 15 years of IT consulting and software engineering experience, having led system selection, ISO 27001:2013 implementation, IT internal audit, business continuity management and IT policies and procedures engagements for clients across MENA and Sri Lanka in a variety of sectors including financial services, manufacturing, construction and healthcare. Darrshan has also managed ERP implementation projects. He was recently recognised as the Middle East's leading business continuity consultant by the UK's Business Continuity Institute (BCI).

Sagar Rao
Manager
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Widely recognised as one of the region's leading IT security professionals, Sagar has focused on information security (InfoSec) assessments, InfoSec risk assessments and IT internal audits for approximately 10 years. He has a particular focus on InfoSec - including networks and web and mobile applications - and has worked extensively across Asia, including the GCC, for the last five years, managing over 350 security assessments and over 500 vulnerability assessment and penetration testing (VAPT) engagements. When delivering business-focused technical testing, he applies advanced technical methods to validate controls. A Certified Information Security Manager (CISM) and EC Council: Certified Ethical Hacker (CEH), Sagar is also an ISO 27001:2013 lead auditor with PRINCE2 foundation and ITIL v4 certification.

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Muhammad Nauman
Assistant manager
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Nauman is an experienced IT project management professional with an advisory and technology consulting background, having advised on the delivery of transformation projects across the Middle East and Pakistan for over 16 years. His IT expertise includes project management, internal audits, ERP implementation, current state assessments, vendor and solution selections and post-implementation reviews.

Rawan Alshowaikh
Consultant
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Rawan is emerging as a leading SME on a range of IT and operational issues - including e-invoicing - and has a keen interest in business information systems, including project management, information systems, database principles and systems security. She previously worked with a 'Big 4' firm as a tax analyst, giving her a valuable additional perspective.

Your success is our business

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