

Company Profile

Introduction

In a world constantly struggling to transition from 3.0 to 4.0, many are still left unprepared for the necessities of a world increasingly driven by technology. In this modern age, not only does technology help companies with streamlining their processes but it also is the key element in making sure that the workflow remains efficient. We believe that innovation accelerates growth, and innovation is what we're all about. Through our services, we ensure that our clients receive only the best services. No pump and dump schemes, just clear facts and transparent pricing. With (Company name), you can expect to receive only the best that the industry has to offer.

About Us

We are Liones.co, one of the first IT Solutions companies striving to provide the industry with class-leading products, professionally trained customer support, and clear, transparent pricing to help accelerate your growth. We believe that efficiency is key which is why we strive to provide our clients with services that will help them improve their workflow in that regard. Everything else can go out the window.

At (Company name), established by millennials and supported by IT experts, we focus on serving up-to-date, secure hardware, and software. This is because we are aware of the need for higher efficiency in a fast world and company confidentiality. By catering to these needs, sustaining clients' use of our products comes naturally. We believe in our values and we do our best to uphold our integrity and dedicate ourselves to help our partners by providing them with up to overall solutions. Quality speaks volumes, and at (Company name), we are all about quality, and none of the fluff.

Founders

(Company name) was founded by two millennial women, both having had an illustrious career before starting the company. They found that the best way of doing business is to put honesty, integrity, and clarity first because this, above all else, is what draws clients to them. With that in mind, our founders have built this company to provide clients with the support and solutions that they need. All the good stuff with none of the fluff.

Vision

- To earn and keep our clients' trust by providing them with the most advanced and efficient products in its class at an affordable rate.
- To expand our scope nationally and to provide IT solutions for our clients in many areas.

Mission

- To provide our clients with the best products at an affordable rate.
- To boost our clients' growth by providing innovative products and solutions.
- To help our clients be more efficient so they can focus on the one thing they should; growth.

Core Values

Built by two millennials and supported by IT experts, it is in our best interests to stick to the core beliefs that our founders have set down as our core philosophy that honesty, integrity, and providing our clients nothing but the best products is the right way to move forward.

- We have **faith** in the youth. If anyone is to change the world, that person would come from the youth. What they lack in experience, they make up with passion, integrity, and eagerness. they always go over and beyond, consistently delivering excellent results while remaining passionate about their work. We aim to inspire the youth to be the best version of themselves.
- We are **honest**. At (Company name), we believe that the key to any lasting relationship is honesty. We make sure to be as honest as possible to both our clients and partners. We offer services that they specifically need.
- We aim to **empower**. Our core business value is to empower our clients and partners by making their workflow more efficient while helping them adjust to the modern age. This, in the long run, will bring unprecedented economic growth that will empower local businesses both big and small. We are in this for the long run, and ready to assist in your product-learning.

Products and Services

As a company focused on bringing class-leading hardware and software solutions for our clients, we offer services and products that we have tested extensively. We only offer products and solutions that we believe in, making sure that our products are not faulty and would benefit our clients' businesses.

- **Cilico.** Cilico is an enterprise-level IoT data collecting terminal and service provider. Widely-used in the retail, logistics, and smart medical industries among many others, this product is sure to make your workflow much faster and more efficient. A solution perfect for our clients looking to implement RFID technology into their workflow. This technology allows our clients in the logistics, railway, and retail industry, among many others, to process and track their inventory quickly and get products out the door faster. All of the data is processed in the cloud, ensuring our clients fast, reliable, and secure results every single time.
- **JWM.** A well-known Microsoft licensed partner, we strongly believe that JWM's software solutions can help our clients boost their growth. With JWM's software, our clients can rest assured that all of their processes will be much more streamlined, further boosting productivity and increasing efficiency in their workflow.
- **Dropbox.** Dropbox is built with multiple layers of protection by a world-class security organization. Perfect for our clients who need a streamlined file-sharing, collaborative-working solution for team members who either work remotely or even in the same location. With Dropbox, sharing files has never been easier. Being known as one of the most reliable software on the market, it is only fitting that (Company name) offers this option for any of our clients who seek the feature set available in Dropbox. There are many pros that comes with using dropbox as your cloud storage solution, such as:
 - **Best-in-class sync.** Dropbox is equipped with a feature called smart sync. This feature allows users to save space on their local hard drive by letting users pick and choose which file/folder(s) that they would like to be available on their device. This feature allows users to view files offline on their device while virtually consuming little to no disk space. This feature also syncs automatically every time the user is connected to the internet to ensure that they always get the latest version of the document they're working on.

- **Offline and online sync.** Programmed with a world-class sync system, users can rest assured that they can sync any of the files that they need. This ensures that users can do their work offline, and once they go back online, Dropbox will automatically update their documents to the latest version.
 - **No single sized limit.** There is no size restriction for files uploaded through the Dropbox software. This is a great benefit for users who constantly need to share large files. This feature is unique to Dropbox, as they are the only company that has this feature.
 - **Quick recovery.** In the event that your files are being held for ransom, Dropbox has a few steps laid in place to ensure that your files can be recovered as soon as possible. This feature is called Dropbox rewind which syncs all of the files that may have been lost to ransomware back to its earliest version before the attack occurred, ensuring users can access their files and resume their needs.
 - **Bank-level encryption.** Dropbox files are encrypted using 256-bit AES encryption by default. This is banking level encryption and what that means for users is that their files are securely stored in Dropbox's servers. In addition to AES, Dropbox also encrypts files stored on their servers using SSL/TLS, making sure that every step taken is safe and secure. Right from their app to their servers.
 - **Dropbox is optimized to work seamlessly with the current platforms.** Users will enjoy the seamlessness of Dropbox's integration with the software that they already own. Dropbox is compatible and is integrated with Outlook and Sharepoint, to name a few.
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- **Lifesize.** With a world constantly changing, striving toward a more technology-driven workspace, we at (Company name) want to offer a solution for remote working and video conferencing as well. The software that we are offering for this is Lifesize; one of the fastest-growing meeting room software that is virtually impossible to miss out on in the modern world. While using Lifesize, users are treated to a slew of features such as:
 - **The best of Video conferencing and Web conferencing.** Users are treated to all of the features that make web conferencing so popular; real time chats and screen sharing, while retaining every feature available in video conferences.
 - **No compromise 4K Video experience.** Lifesize is optimized to handle up to 4K video conferences right from users' devices; mobile, tablets, and desktops. Users

can now enjoy a video conference with the highest resolution, making sure that every video conference experience becomes that much clearer and crisper.

- **Open and interoperability.** Lifesize has been proven to work seamlessly in every platform. Delivering the most reliable, well-performing mechanism to deliver a cohesive video conferencing experience across operating systems, devices, and platforms.
- **Apple Airplay support.** Users can now easily share their screens from any of their Apple devices through Apple's Airplay feature. Simply click on Airplay, select Lifesize share device, enter the pairing code, and start sharing.
- **Lifesize is truly wireless.** No cables or adapters needed to connect to users' laptops. Lifesize is also available as a browser extension. This means that there are no additional downloads necessary.
- **Flexible sharing.** With this feature, users are able to share their screen, online media, share a file or stream video from their mobile phones with uncompromising quality.

Lifesize is equipped to ensure the privacy of its users. Implementing a myriad of security measures such as:

- **Encryption.** Each meeting is encrypted by default. This is because Lifesize believes that security is not optional and has therefore taken steps to encrypt meetings to the highest standards.
- **Compliance with GDPR standards of security and privacy.** This means that users will be able to use Lifesize's services with the peace of mind that their data will remain safe and secure.

A focus on privacy. Lifesize realizes how important privacy is. Privacy is not optional to them and has taken extra steps to make sure that the privacy of their users remains safe and secure.

- **Sitecore.** Known for being the global leader in customer experience management software, Sitecore provides a single integrated marketing platform that combines content management, commerce and customer insight. We believe that Sitecore's services can fit into our clients' needs to further augment our clients' productivity and efficiency. Sitecore's services allow users to integrate their online media channels while

providing personalized content to each of their customers based on their preferences. This allows users to create a journey for their customer while learning more about them and gaining a deeper understanding about their customers. This feature lets users maintain customer retention and drive more revenue in the long run.

- **HReasily.** With HReasily, our clients are now able to streamline their processes. This software allows users to automate and structure their work, making their work more efficient. Here are a few benefits of using HReasily:

- **Payroll.** HReasily allows users to skip manual calculations to determine payroll. This is because this software automatically tracks employee progress accurately, while remaining compliant with government rules and regulations on behalf of each employee. This software is made to be mobile, meaning that you can access all your files from multiple devices, making it the most convenient HR software on the market. HReasily also provides users with a slew of payment options, creating more flexibility in payment and while catering to different payment schedules.
- **Leave.** One of the other unique points of HReasily is the ease of use that users are treated to in terms of approving and processing employee leave applications. This feature also ties in to the HReasily employee app which allows employees to track their application progress in real-time.
- **Claims.** Users are also able to automate calculations of multiple currencies with HReasily's claims module which support multiple currencies. This feature makes creating and approving claims easier than ever, and users are able to do it on the go. Users are also able to digitise their filing systems by keeping a digital record with a click of a button.
- **Time and Attendance.** HReasily is also integrated with attendance-tracking hardware. This makes it easier for users to track their employees' attendance, as the data is directly synced into HReasily's software. The data will then be compiled into a report that will be seamlessly integrated with payroll so users can cut down on manual calculations and processing time. HReasily also has a facial-recognition system built-in to help make for faster attendance submission.

- **TOKU.** Toku is a software that allows users to connect with their customers via voice and messaging. Toku has 3 core products including:
 - **Toku Voice.** This feature allows users to structure call flows without any on-premise telephony infrastructure, with all of its processes handled via APIs. This feature is further augmented by Toku Connect; a cloud-based business phone system that supports voice calls from all of your devices.
 - **Toku Messaging.** This allows users to send scheduled, automated messaging to help drive their marketing campaign, engagement, and initiatives to their customer base. This is boosted by Toku nGage, a cloud-based campaign manager for SMS messaging channels to give companies a more control over their campaigns.
 - **Toku Numbers.** Toku numbers is a virtual phone number which has voice and text enabled. With this feature, users can use the most universal identifier without ever leaving the cloud.

Here at (Company name), we are fully aware of the importance of after sales services. We believe that it serves as our clients' lifeline should anything go wrong. This is why we make sure to provide our clients and partners with the services listed below.

Customer Support. We believe that customer support is the lifeline to any IT solution services. Things can go wrong at any second, but don't worry, our trained customer support officers are ready to help you diagnose the problem.

Technical Support. Once our customer support officers have diagnosed the issue, our engineers are then deployed on-site. Our engineers are trained to solve problems in as little time as possible so that our clients can go back to focusing on what is important; growing their business.

How Does it Work?

As is the case with all of our clients, we have a few simple steps to help us diagnose the bottleneck in your business operations. Once we have diagnosed the bottleneck, we then provide our clients with a few solutions that we feel would fit their needs perfectly and present them with the options.

- First-person consulting. Before we even begin to suggest solutions to our clients, we feel that it would be in our clients' best interest that we meet with them first. In this meeting, we would discuss their business with them. The goal of it is to know what our client feels is the bottleneck in their business.
- Technical diagnosis. Once the meeting is over, we will then schedule our engineer to visit our clients' place of business to conduct a full technical analysis to more accurately pinpoint where the bottleneck is located. The data that we collect during this period is strictly confidential and will only be used to determine the products that we will suggest to our clients.
- Solutions. Once the report from our Technical diagnosis is complete, we will then assess the data to determine which services we would suggest and present to our clients. We believe in only providing our clients with services that will benefit them and not weigh them down.

Partnership with DAEL: Lead Generation Services via B2B Telemarketing

DAEL specializes in Lead Generation services via Telemarketing, specifically the IT industry. They offer an extension of Inside Sales for businesses that can be utilized for various marketing and sales activities (customizable to fit your business needs!).

If you're looking to penetrate the Indonesian market (or any other region), their services can contribute highly to your venture. They have 200k data in Jakarta alone, and a data mining team that prepares the data according to your needs. (and free of charge!) Their SDRs will then proceed and generate qualified leads.

- The leads they provide include **BANT** (Budget, Authority, Need, and Timeline) and an appointment with a set time and date
- Already **touched**, meaning all you have to do is come in and close the deal (very efficient for sales teams)

Why Partner With Us?

We represent your brand professionally, and exquisitely. In this modern era, we realize that brand image, more than anything is the one thing that truly represents a brand. This is something that we learnt while partnering with DAEL ID, a company founded by one of our founders, DAEL ID specializes in lead-generation via b2b telemarketing. This is one of

the reasons why we can confidently state that we have the experience, expertise, and knowledge necessary to represent your brand in the best way possible from our prior experience in working with various well-known IT companies. We handle everything professionally to ensure the best brand representation for our partners.

While working with (sister company), we realized the importance of having a dedicated, in-house sales team focused solely on B2B telemarketing to generate sales-qualified leads on a daily basis. Most companies lack the time, resources, and knowledge to build an in-house telemarketing team to do this on their own. This is why at (Company name), we have established our own dedicated team of telemarketers, trained by experts in the field to ensure consistent lead generation to help sell your products.

Why Choose Us?

- We price our products competitively. This means our clients will no longer have to pay for services that they don't need. In line with our belief in efficiency, we strongly feel that in order to help our clients grow their business, we must also provide them with services that they will use.
- We only offer products that we believe in. We have gone through a rigorous testing phase where we list out every strengths and weaknesses that may exist in the products that we offer. This is because we only want to offer products that we believe in. After all, if we don't believe in our products, then why should you?
- Our products are secure. We test our software and hardware extensively before we bring it to the market. We want to retain our clients' respect and trust and will therefore never bring a faulty product to offer to our clients.
- Up to date. At (Company name), we make sure that our products are always updated to meet the ever-changing needs and standards of the industry. The last thing we want is for our clients to be operating their business on decade-old hardware and outdated software.
- We are transparent. We provide clear prices for each of our products, both software, and hardware. We are transparent about the specs that we offer, and why we price them as such. Our clients can rest peacefully knowing that they paid for the best product that their money can buy.
- Our company is focused. As a company, we are dedicated to bringing our clients with the best services possible. This means that we have decided to focus on only hardware

and software, and by doing so, we can focus all of our resources on bringing innovative, state-of-the-art products to our customers because they deserve nothing less.

- We have a dedicated telemarketing team. Our telemarketing team is dedicated to finding businesses in need. We want to help as many businesses as possible to achieve their full growth potential.

Outgrow the Past, Contact Us.

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