

# Driving Measurable Value Through IT, Digital & Cybersecurity



## Our Vision

To be a **trusted regional leader** in IT, Digital Transformation, Cybersecurity, and Cost Optimization—enabling organizations to realize measurable value, efficiency, and resilience through technology.

## Our Mission

To help organizations **maximize the value of their IT and digital investments** by delivering:

- Value-driven IT strategy and governance
- Measurable cost optimization and financial discipline
- Secure, compliant, and resilient digital environments
- Practical, execution-focused advisory and delivery support

## Our Philosophy

We believe technology should be a **strategic business enabler**, delivering clear financial, operational, and strategic outcomes—not just technical solutions.

## Our Commitment

At Value Driven IT Solutions (VDITS), we focus on **outcomes over theory, value over spend, and execution over promises.**





## Who We Are

### Company Overview

Value Driven IT Solutions (VDITS) is a specialized IT, Digital Transformation, Cybersecurity, and Cost Optimization consultancy firm focused on **delivering measurable business value** from technology investments.

We work with organizations across the region to **align IT with business strategy, financial governance, and operational excellence** - ensuring technology initiatives deliver real outcomes, not just activity.

### What Defines Us

- ✔ **Value-first mindset** – every engagement is measured by outcomes
- ✔ **Business-aligned IT advisory** – CIO, CFO, and executive focus
- ✔ **Independent and vendor-neutral** approach
- ✔ **Execution-oriented** delivery, not theoretical consulting

We bridge the gap between **strategy and execution**, supporting leadership teams in making **informed, value-driven technology decisions**.

### Our Role with Clients

VDITS acts as a trusted advisor and execution partner, supporting clients in:

- IT strategy and governance
- Digital and cybersecurity transformation and maturity uplift
- Cost optimization across OPEX and CAPEX
- Vendor, contract, and investment optimization

### Our Focus

We help organizations transform IT from a cost center into a value enabler, improving efficiency, resilience, transparency, and return on investment.

**Practical. Independent.  
Value Driven.**

## What Makes Us Different

### 1. Value-First, Outcome-Driven

We focus on **measurable value realization**, not activity:

- Cost reduction and spend optimization
- Improved ROI on digital investments
- Clear benefits tracking and accountability

### 2. Business & Financial Alignment

We work at the intersection of IT, finance, and leadership, ensuring:

- Technology decisions support business objectives
- Investments align with budgets and governance
- CIO and CFO priorities are fully integrated

### 3. Independent & Vendor-Neutral

We provide unbiased advice, free from vendor influence:

- No hidden agendas
- Objective solution selection
- Client interests always come first

### 4. Practical, Execution-Focused Consulting

Our recommendations are:

- Actionable and realistic
- Designed for execution, not shelfware
- Supported through delivery and value realization

### 5. Regional Insight, Global Standards

We combine deep regional market understanding with global best practices, ensuring solutions are:

- Locally relevant
- Scalable and compliant
- Aligned with international standards

### Who We Create Value For

- Boards and executive leadership
- CIOs, CTOs, and CISOs
- CFOs and finance teams
- Digital transformation leaders



### Our Promise:

Clear insights.  
Practical execution.  
Measurable value.

## What We Do

### Service Portfolio (Core Capabilities)



#### IT Cost Optimization & Value Management

- IT spend, vendor, contract, license, cloud & infrastructure optimization
- Manpower optimization, outsourcing strategy & SLA improvement
- IT OPEX/CAPEX rationalization and value realization tracking

**Outcome:** Lower IT cost per user, improved service quality, sustained savings



#### Cybersecurity Consultancy & Compliance

- Cybersecurity strategy, roadmap, governance & operating model
- Policies, standards & regulatory compliance
- Penetration testing, red teaming & vulnerability assessments
- Incident readiness, handling & post-incident reviews
- Phishing simulations, awareness programs & security roadshows



#### ISO & Management System Certifications

- ISO 27001 (ISMS), ISO 22301 (BCMS), ISO 27017 (Cloud), ISO 27701, ISO 27018 (Privacy & Data Protection), ISO 20000 (Services),
- Gap assessments, control design & certification support
- Internal audits, risk treatment & audit readiness
- Achieve certifications for organizations



#### IT, OT & Digital Risk Management

- Enterprise IT, OT & cyber risk assessments
- Risk management frameworks aligned with corporate policies
- Functional risk registers & top corporate risk identification
- Audit planning, assurance audits & closure management



## OT & Critical Infrastructure Cybersecurity

- Industrial Control Systems (ICS/OT) security assessments
- Design and implementation of OT security controls
- Resilience, safety & business continuity enablement

## Operating Model Setup

- Establishment of CISO, IT & Digital Transformation departments
- Governance, operating models & transformation roadmaps
- Executive reporting & performance management

## Process Re-engineering & Automation

- End-to-end process review and redesign
- Forms automation & workflow digitization
- Efficiency gains through elimination of manual processes

## Data, KPIs & Executive Dashboards

- Enterprise KPI framework design
- Interactive dashboards using Power BI & SAP Analytics Cloud
- Drill-down analytics for executive decision-making

## Custom Digital & AI-Enabled Solutions

- Customized web & mobile application development
- AI-enabled automation and analytics solutions
- Secure, scalable, business-aligned platforms

## Outsourced IT, Applications & SOC Operations

- Managed IT infrastructure, applications & security services
- Manpower optimization & operational efficiency
- SLA improvement & cost reduction

## Capability Building & Knowledge Transfer

- Training IT, Digital & Cybersecurity teams
- Maturity uplift programs (IT, OT & Digital)
- Building in-house expertise & reducing vendor dependency



## How We Deliver Value

At Value Driven IT Solutions (VDITS), we follow a structured, execution-focused approach that ensures measurable outcomes, financial discipline, and sustainable value realization.

## What Makes Our Approach Effective

- Value-first and outcome-driven
- Strong CIO–CFO alignment
- Independent and vendor-neutral
- Practical, execution-focused delivery

### 1. Assess

We begin with a **fact-based assessment** to establish clarity and baseline:

- Current-state assessment of IT, Digital, Cybersecurity & OT
- Cost, risk, maturity, and performance analysis
- Identification of inefficiencies, gaps, and risks
- Stakeholder interviews and data-driven diagnostics

**Output:** Clear baseline, risk & opportunity view



### 2. Roadmap

We translate insights into a **prioritized, business-aligned roadmap**:

- Value and risk-based prioritization
- Short-, medium-, and long-term initiatives
- Cost, benefit, and ROI visibility
- Alignment with business, finance, and governance objectives

**Output:** Actionable roadmap with clear value targets



### 3. Execute

We support **hands-on execution**, not just recommendations:

- Program and project execution support
- Vendor coordination and delivery assurance
- Governance, controls, and performance tracking
- Change management and stakeholder enablement

**Output:** Controlled delivery with visible progress



### 4. Value Realization

We ensure benefits are **tracked, measured, and sustained**:

- KPI definition and benefits tracking
- Executive dashboards and performance reporting
- Savings validation and value realization assurance
- Continuous improvement and optimization

**Output:** Measurable savings, improved performance, sustained value

# Engagement Models & Delivery Options

## Flexible Engagement Models

We offer flexible, scalable engagement models tailored to client objectives, complexity, and delivery timelines.



### 1. Advisory & Assessment Engagements

Ideal for **strategy, diagnostics, and decision support**:

- IT, Digital, Cybersecurity & OT assessments
- Cost optimization and value-for-money reviews
- Risk, compliance, and maturity assessments
- Roadmaps, policies, and governance frameworks

**Duration:** Short-term / fixed-scope

**Outcome:** Clear insights and actionable recommendations



### 2. Execution & Delivery Support

Designed to **translate strategy into results**:

- Program and project execution support
- Transformation and change enablement
- Vendor coordination and delivery assurance
- KPI tracking, dashboards, and reporting

**Duration:** Medium-term / milestone-based

**Outcome:** Controlled execution and measurable outcomes



### 3. Managed & Outsourced Services

For **operational efficiency and cost optimization**:

- Outsourced IT, applications, infrastructure & security operations
- SLA management and service performance optimization
- Manpower optimization and operational efficiency

**Duration:** Long-term / retainer-based

**Outcome:** Reduced cost, improved service levels



### 4. Hybrid Engagements

A combination of **advisory, execution, and managed services**:

- Assessment → roadmap → execution → operation
- Single partner accountability across the lifecycle

**Outcome:** End-to-end value realization

## Delivery Options

- Onsite, remote, or blended delivery
- Short-term engagements or long-term retainers
- Independent advisory or delivery partner role

## Commercial Flexibility

- Fixed price or time & material models
- Outcome-based and value-linked engagements (where applicable)
- Scalable teams aligned with engagement needs

## Our Commitment:

Flexible engagement.  
Clear accountability.  
Measurable value.

# Industries We Serve

Value Driven IT Solutions (VDITS) supports industries where technology value, cybersecurity, cost efficiency, and resilience are mission-critical.

## Core Industries

-  **Energy, Oil & Gas, Utilities**  
IT & OT cybersecurity, resilience, cost optimization
-  **Government & Public Sector**  
Digital transformation, cybersecurity, governance & compliance
-  **Manufacturing & Industrial**  
OT security, process automation, operational efficiency
-  **Financial Services & Insurance**  
Cyber risk, compliance, data & analytics
-  **Healthcare & Life Sciences**  
Information security, digital enablement, risk & compliance
-  **Retail & Trading**  
Digital platforms, analytics, cost optimization
-  **Logistics & Infrastructure**  
Business continuity, performance management, resilience

## Cross-Industry Value

Governance-driven, value-focused solutions adaptable across sectors.



**Industry-aware. Regulation-aligned. Value-driven.**

## Led by Proven Executive Leadership

Value Driven IT Solutions (VDITS) is led by a team of seasoned CIO, CISO, and Digital Transformation leaders with 25+ years of collective executive leadership experience across Oil & Gas, Government, and large regulated enterprises in the GCC.

### Leadership Depth & Credentials

- Executive leadership experience from **Saudi Aramco affiliates and large enterprises**
- Proven capability to **establish and operate CIO, CISO, and Digital Transformation functions** from the ground up
- Strong track record of working with **Boards, Presidents, and Executive Committees**
- Delivery experience in **mission-critical, highly regulated, and board-visible environments**

### Proven Impact Delivered by Our Leadership

- Delivered **multi-million SAR cost savings and cost avoidance** in large enterprises
- Achieved **~20% reduction in IT cost per user** while improving service quality, resilience, and availability
- Led organizations to achieve and sustain **ISO certifications with audit-ready operations and zero critical findings**
- Designed and executed enterprise **IT, Digital, and Cybersecurity roadmaps** aligned with **regulatory frameworks and leading governance standards**
- Enabled **executive and board-level decision-making** through KPI frameworks and **Power BI / SAP Analytics Cloud dashboards**
- Recognized through **industry and enterprise cybersecurity excellence awards** across regulated environments



# Why Partner with VDITS

## Because Technology Must Deliver Value — Not Just Spend

Value Driven IT Solutions (VDITS) partners with organizations that demand measurable outcomes, financial discipline, and execution excellence from their IT, digital, and cybersecurity investments.

### What You Gain by Partnering with Us

#### ✓ Executive-Led, Team-Based Delivery

- Engagements led by seasoned CIO, CISO, and Digital Transformation leaders
- Strong alignment with Board, CEO, CIO, and CFO priorities
- Practical decision-making grounded in real operational experience

#### ✓ Value-First, Outcome-Driven Approach

- Focus on cost reduction, risk reduction, and value realization
- Clear KPIs, benefits tracking, and executive reporting
- No theoretical frameworks or generic benchmarks

#### ✓ Independent & Vendor-Neutral

- Objective advice aligned solely to client interests
- Transparent recommendations without vendor bias
- Trusted partner across assessment, execution, and operations

#### ✓ End-to-End Accountability

- Single partner across assessment → roadmap → execution → value realization
- Hands-on delivery support, not shelfware
- Sustained results beyond project closure

#### ✓ Built for Regulated & Mission-Critical Environments

- Proven delivery across government, energy, industrial, and regulated sectors
- Strong governance, compliance, and audit-readiness focus
- Designed for resilience, continuity, and long-term sustainability

**Our Commitment: Clear insights. Practical execution. Measurable value.**

## Contact Us

### Let's Start the Conversation

Whether your priority is **IT cost optimization, cybersecurity, digital transformation, or governance**, VDITS is ready to support your objectives.

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