

LEADING

BUSINESS MANAGEMENT

Empowering Business Acceleration through Digital Automation

WHY LEADING

WHO WE ARE

Leading Business Management is a pioneer among technology and digital transformation companies, providing a plethora of services that chose to make a quantum leap in the digital domain by being a partner for the government and private sectors.

- Consultancy firm specializing in delivering customized solutions for business growth to companies of all sizes through research, technology advisement, business transformation, and expert consultation.
- Leading and empowering businesses to achieve success through our team of agile problem-solvers, who possess the expertise to understand clients unique needs and provide tailored solutions.
- Expertise in a wide range of industries including, but not limited to real estate, technology, healthcare, transportation, retail, education and training, as well as horizontal capabilities in strategy and resource management, business automation, provide tailored solutions..
- At Leading Business Management, we recognize the significance of media & advertising services in today's landscape, & we are committed to helping businesses in this sector achieve their goals & propel growth. Whether it's media planning, advertising campaigns, or any other media & advertising services, we possess the expertise & proficiency to produce the outcomes you desire.



WHY LEADING

LBM IN NUMBERS

60+

CONSULTANTS & EXPERTS

20+

YEARS OF EXPERIENCE

Average Years of Experience among our Team Members

25+

PROJECTS

10,000 + hours worth of projects delivered to date

10+

COUNTRIES

Catering to clients across Middle East, US, Europe, North Africa & Australia

20+

CLIENTS



INDUSTRY KNOWLEDGE

Innovative solutions for clients in real estate, education, public services, BPM, technology, and more



TEAM STRENGTH

Global client management with a strong leadership team driving successful project delivery



AGILE APPROACH

Utilizing both onshore and offshore delivery models to maximize value

FROM OUR DREAMS TO YOUR OBJECTIVES



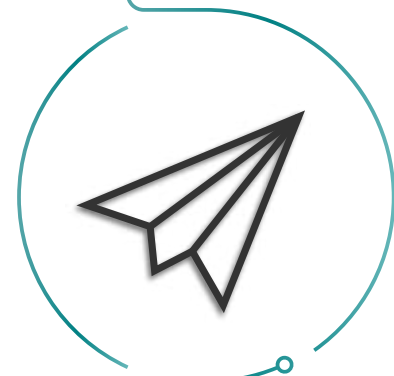
DREAM:

To be the world leader in empowering businesses to reach their full potential through digital evolution and automation



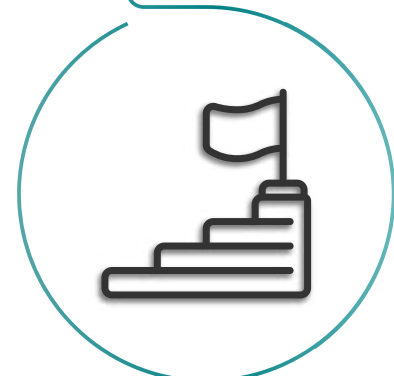
VISION:

To create a future where businesses of all sizes have the tools and resources they need to thrive in an increasingly digital world



MISSION:

To provide businesses with the customized solutions and support they need to drive growth and success through the integration of digital technology and automation



OBJECTIVE:

To empower businesses to achieve their goals and drive growth through the implementation of digital evolution and automation strategies, while providing the expert consultation, technology advisement, & project management necessary to ensure success

VALUES THAT DRIVE US

INNOVATION

CUSTOMER SATISFACTION

TEAMWORK

INTEGRITY

CONTINUOUS IMPROVEMENT



GLOBAL PRESENCE

Leading Business Management has a global presence, with a current base of operations in the United Arab Emirates, an affiliated branch in the Kingdom of Saudi Arabia, and support offices in Jordan and Egypt.

“ Success in business is not just about providing quality products and services, it is about building strong relationships with our clients, understanding their needs and working together towards their success. At Leading Business Management, we strive to be more than just a service provider, we aim to be a trusted partner that supports our clients every step of the way. ”

Adel Abu Madi - Managing Director



OUR EXPERTS

Our team, composed of experts in digital transformation and technology, leads by example to guide the members & deliver projects efficiently. We prioritize the recruitment of young talents to develop their skills & expand their experience, creating a safe & comfortable work environment for them and our veterans. This allows us to shape their future and build a globally competitive digital position for our country.



ALBARA ALSHABIB

Senior Business Development
Consultant

Over 15 years of experience in Business developing strategies, business & budget planning, HR, corporate strategy, partnership & alliances strategies, business development, contract negotiation, operations, administration, sales & marketing, as well as development of feasibility studies



KAMAL AL HAJRI

Senior Management Development
Consultant

20 years of experience in management consultancy, developing organizational structures, preparing job descriptions and job analysis as well as resource deployment by tracking actual versus estimate



MOHAMMED AL ABDAN

Management Development
Consultant

20 years of experience in management consultancy, developing organizational structures, preparing job descriptions and job analysis as well as resource deployment by tracking actual versus estimate



ALMOTHANA ALSHABIB

Training & Development
Consultant

Over 15 years of experience in training consultancy, developing training methodologies, training plans, identifying business weaknesses and challenges and determine relevant solutions.



ABDELAZIZ AL QURASH

Management Development
Consultant

15 years of experience in solving issues, creating value, maximizing growth and improving business performance, providing objective advice and expertise, and help an organization develop any specialist skills

OUR EXPERTS



ALI JARADAT

PMO Consultant

Over 20 years of experience in Planning PM activities, analyzing financial information, and collaborating with different departments to ensure all key persons understand where a project is in the development process.



NIDHAL ABU AHMEDEH

Management Development Consultant

Over 20 years of experience in Developing organizational structures. Capable of formulating, implementing & updating processes, systems, policies, procedures & guidelines to maintain high standards of quality & service delivery within approved budgets.



MOATH ALNAMAR

Enterprise Architecture Consultant

10 years of experience in Providing consultations to set the direction and establishing the approach of an organization's operations, improving the IT infrastructure, and optimizing their business operations, integrating the organization's information applications and program deployment by tracking



WASSIM EL SAKKA

Digital Business Partner

Over 20 years of experience in IT strategy, digital transformation, & implementation. Increasing user engagement, strengthening partner engagement, and supporting IT operations



MOHAMAD HOBALLAH

Development Business Partner

Over 15 years of experience in business development, increasing profitability, expanding businesses locally and internationally through creative strategic planning and developing stakeholders' relationship.

WHAT WE DO

BUSINESS
EXPERIENCE

MANAGED SERVICES

ADVISORY & CONSULTANCY

PRESENCE
EXPERIENCE

MEDIA SERVICES

ADVERTISEMENT SERVICES



DIGITAL
EXPERIENCE

● PLATFORM &
APPLICATION DEVELOPMENT

● DATA SOLUTIONS

● BUSINESS TECHNOLOGIES

● SOLUTIONS

WHAT WE DO

BUSINESS EXPERIENCE

ADVISORY AND CONSULTANCY

Our consulting services are designed to improve your performance, boost revenue, and expand your client base

1-Strategy Consulting

- Growth Strategy
- Market assessment
- Country attractiveness
- Strategic Planning
- Industry assessment

2-Sales Support Consulting

- Pipeline identification
- Sales Strategy
- Pre-Sales support
- Bid intelligence and Pricing
- Competitor tracking

Strategy

Planning

Methodology
and Stages

Achieving
goals



WHAT WE DO

BUSINESS EXPERIENCE

3-Business Consulting

- Operational Model Development
- Organizational Structure Development
- Job Description Development
- Power Matrix and Responsibilities Development
- Procedures Structure Building
- Work Procedures Definition to Achieve Organization Goals
- Policies and Procedures Manual Template Building
- Work Procedure Documenting Methodology Development
- Policies and Procedures Modeling
- Feasibility Study Development
- Methodology and Training Plans Development



4-Project Management Consulting

- Project office establishment
- Project Management Office Operation
- Contracts Management, Follow-Up, and Implementation
- Contracts Technical Aspects Reviewing and Development
- Strategies Development and Preparation
- Cost Study
- Work Forms and Reports Development
- Management System Development and Operation

WHAT WE DO

BUSINESS EXPERIENCE

MANAGED SERVICES:

To ensure optimal operation of your company, our managed services are in place

1- Project Management as a service

- Project Management Office Consulting
- Project Management Consultant Services
- Project Management Business Packages

2- Technical Support and Maintenance as a service

- Troubleshooting and repair of technical equipment or software
- Preventative maintenance to ensure proper functioning of technology
- Ongoing monitoring and updates to software and hardware
- Technical assistance for users
- Minimizing the impact of technical issues on the client's business operations
- Providing continuous support and maintenance

Full compliance
with the
agreements terms

Experience in dealing
with the government
environment

Ability to fully interact,
integrate & coordinate with
employees in different sectors



WHAT WE DO

BUSINESS EXPERIENCE

3- People and Workforce

- **Recruiting and staffing:** Identifying, recruiting and hiring highly-qualified IT personnel as per client's requirement
- **Infrastructure management:** Managing & maintaining client's IT infrastructure, including servers, networks, & storage with highly-qualified IT professionals
- **Cloud services management:** Managing & maintaining cloud-based services such as AWS, Azure, and Google Cloud with highly-qualified IT professionals
- **Cybersecurity management:** Managing & maintaining client's cybersecurity measures to protect against threats and data breaches by delivering highly-qualified IT security professionals

Allowing clients to focus on their core business activities

Ensuring that clients IT systems & infrastructure are well-managed, secure and compliant



WHAT WE DO

BUSINESS EXPERIENCE

3- People and Workforce

- **Network and system administration:** Managing and maintaining client's networks & systems with highly-qualified network & system administrators
- **Support and maintenance:** Providing technical support & maintenance for client's IT equipment & software with highly-qualified IT support specialists
- **Project management:** Managing IT projects from planning to implementation & post-implementation support by delivering highly qualified IT project managers
- **Compliance management:** Ensuring compliance with IT regulations & standards such as HIPAA, PCI-DSS, SOC2, and ISO 27001 by delivering highly-qualified IT compliance specialists



WHAT WE DO

DIGITAL EXPERIENCE

Our digital services portfolio includes a comprehensive range of solutions, including web and mobile application development, automation, artificial intelligence, data migration and integration and more, to meet the diverse and evolving needs of our clients.

PLATFORM & APPLICATION DEVELOPMENT

- 1 - Web, Mobile, and Cloud Application Development
- 2 - Database Development, Data Migration, & Integration
- 3 - Systems Integration
- 4 - Artificial Intelligence (AI) Solutions
- 5 - Business Intelligence and Analytics
- 6 - Internet of Things (IoT) Solutions
- 7 - Automation Projects
- 8 - Analytics and Reporting

Enhance customer experience through personalized and interactive solutions

Providing tools and expertise for informed decision making through effective data management

Solutions for improved operations, efficiency and competitive advantage through technology

DATA SOLUTIONS

- 1 - Advanced and Predictive Analytics
- 2 - Big Data Management
- 3 - Business Intelligence
- 4 - Business Growth Forecasting
- 5 - Data Integration
- 6 - Data Lakes
- 7 - Data Science
- 8 - Data Governance
- 9 - Enterprise Data Warehouse

WHAT WE DO

DIGITAL EXPERIENCE

BUSINESS TECHNOLOGIES

- 1 - ERP System
- 2 - Enterprise content management (ECM)
- 3 - Notification systems & text messages (SMS, email, etc.)
- 4 - RPA
- 5 - Marketing Business Apps
- 6 - Internet / Integrant Portals
- 7 - Integration
- 8 - QA Testing
- 9 - BPMS



PRODUCT SOLUTIONS

- 1 - Strategy Management System
- 2 - Time and Attendance Systems
- 3 - PMOS (Project Management Office System) and EPM (Enterprise Project Management)
- 4 - Learning Management Systems

WHAT WE DO

Presence Experience

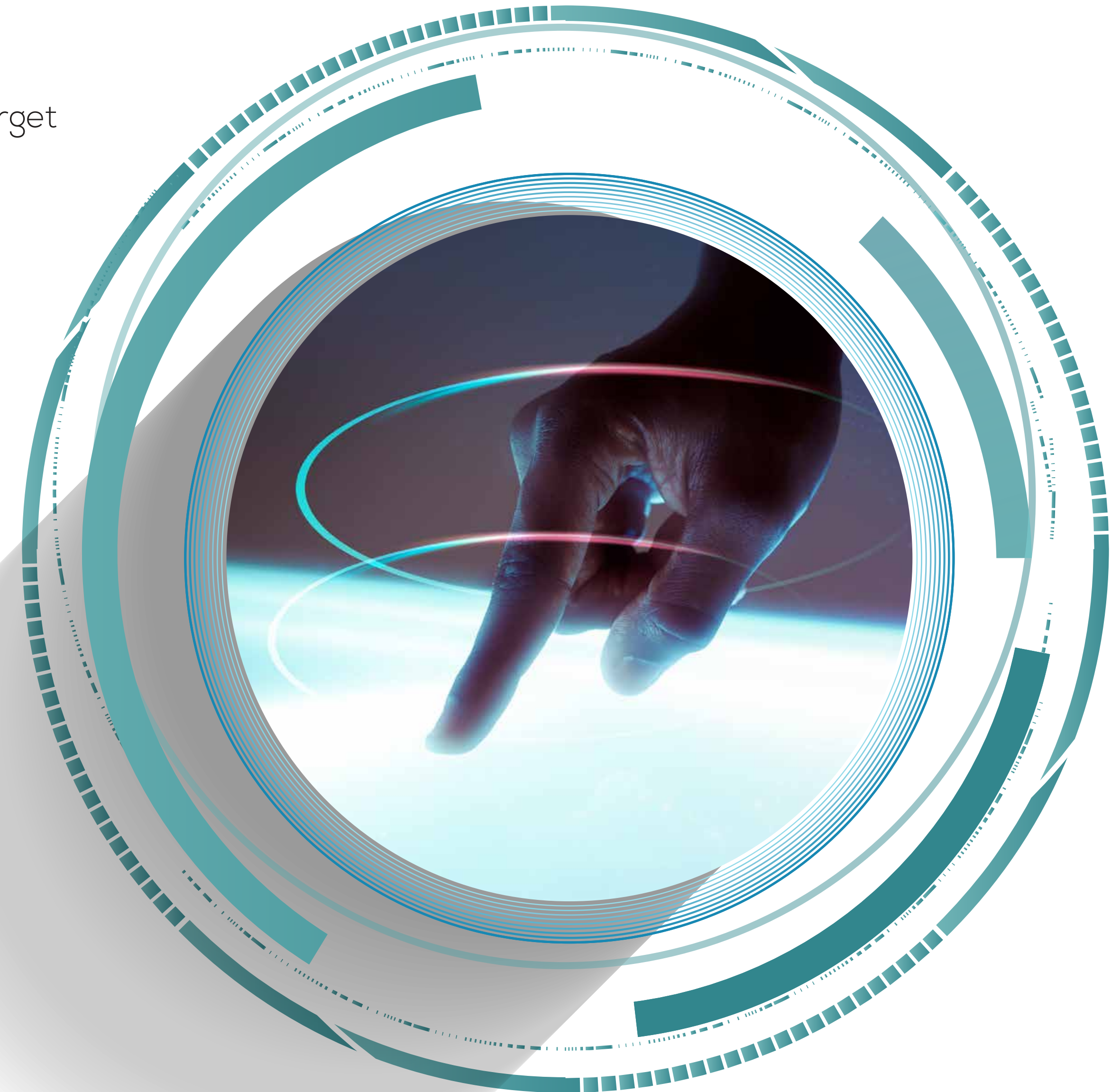
Leading Business Management offers comprehensive media & advertising services to help businesses create a strong brand presence, reach their target audience, & drive growth.

MEDIA SERVICES:

- 1 - Content creation
- 2 - Editing
- 3 - Distribution
- 4 - Advertising
- 5 - Marketing
- 6 - Branding
- 7 - Social media management
- 8 - Search engine optimization (SEO)
- 9 - Public relations
- 10 - Analytics and reporting

ADVERTISING SERVICES:

- 1 - Market research
- 2 - Branding
- 3 - Graphic design
- 4 - Copywriting
- 5 - Media planning
- 6 - Media buying
- 7 - Campaign strategy development
- 8 - Performance tracking and analysis
- 9 - Ad placement and targeting
- 10 - Influencer marketing



EXECUTION METHODOLOGY

HOW WE UNDERSTAND REQUIREMENTS

WHY?

GET UNDER THE SKIN OBJECTIVE

- Project-scoping calls
- Workshops (On-site/Remote)
- Refer previous assessments
- Information gathering from stakeholders

UNDERSTAND CLIENT PAIN AREAS & REQUIREMENTS

WHAT?

AGREE ON DIAGNOSIS

- Agree on scope & Buy-in on approach / methodology
- Governance
- Timelines
- Commercials (T& M or FTE or Output-base)

AGREE ON OUTPUT EXPECTATIONS

HOW?

LINE OF TREATMENT

- Work on agreed approach
- Engage with stakeholders
- Gather data (primary/secondary sources)
- Triangulate and synthesize collected data

DEVELOP ACTIONABLE INSIGHTS

OUTPUT

LINE OF ACTION

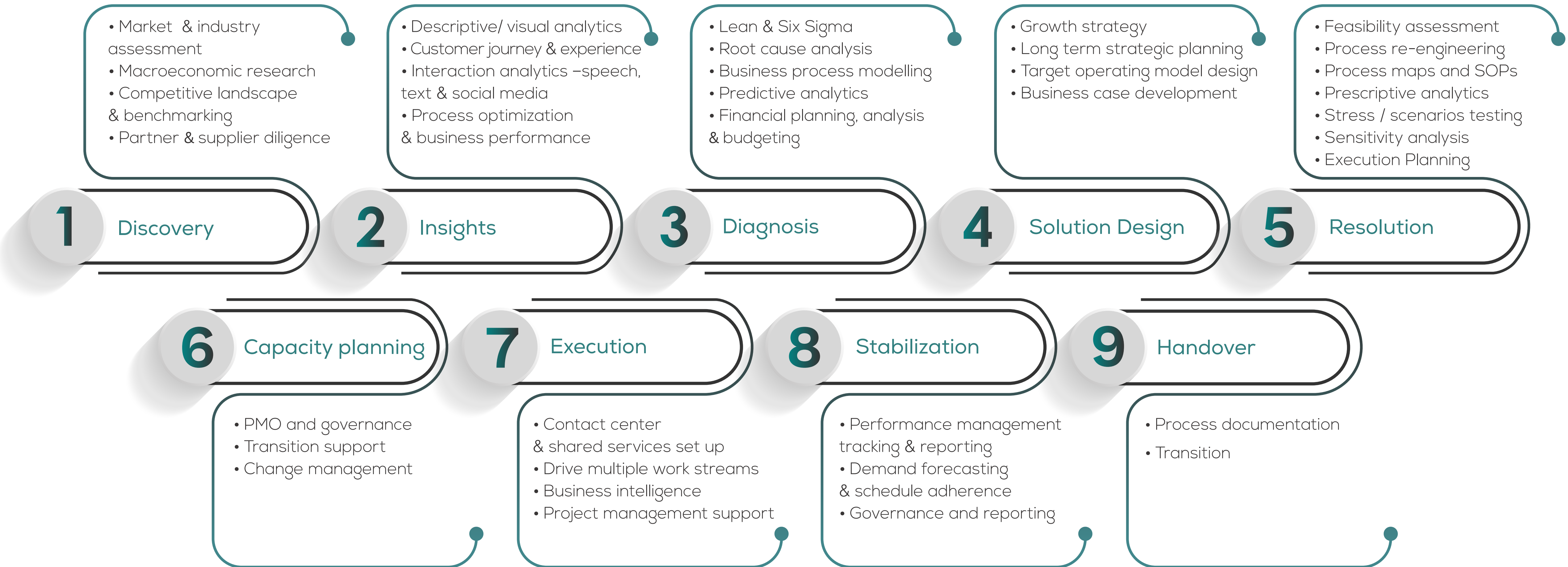
- Executable strategy (s)
- Actionable insights into businesses /contracts
- Strong pipeline
- Better sales pitch /solution-Improved win ratio
- Fact-based decision making
- Operational efficiency

PROFITABLE GROWTH IN TOPLINE

GOVERNANCE, COMMUNICATION, ENGAGEMENT, VALUE DELIVERY (ONSHORE V/S OFFSHORE)

EXECUTION METHODOLOGY

HOW WE PLAN TO DELIVER



WHERE HAVE WE DELIVERED?

MARKET SEGMENTATION

Serves a wide range of industries, including but not limited to finance, healthcare, retail, manufacturing, logistics, and government

CLIENTS / PARTNERS



PARTNER WITH LEADING BUSINESS MANAGEMENT

TEAM UP

Care to become a partner?
Let us join forces and produce the best results for our clients!

BENEFIT FROM OUR EXPERTISE

As a seasoned entrepreneur, it is always beneficial to continue learning and expanding your knowledge and skills.

Our team is committed to providing expert guidance and support to those who seek to advance their professional development and achieve success in their field.



CONTACT & LOCATE US

Need further assistance? Reach out to us via email, our website or by calling directly.

 +971 4 390 4446

 WWW.LEADINGBUSINESS.AE

 INFO@LEADINGBUSINESS.AE

 OFFICE 1503
CHURCHILL TOWER, DUBAI, UAE

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