**FPG** TECHNOLOGIES & SOLUTIONS LIMITED

## CONTACT US

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FLEXIP GROUP

# CORPORATE
# BROCHURE

FLEXIP GROUP

Extreme Business Agility With Confidence

## ABOUT US

FPG Technologies and Solutions (a member of Flexip Group founded in 2011) is a technology solutions provider and

systems integrator, specializing in delivering innovative Digital transformation (DX) consulting services and technologies, business insight and productivity solutions, private, public and hybrid multi cloud deployments, Mobility and Infrastructure solutions as well as end to end cyber and IT security solutions and services.

Strategic alliances with leading technology leaders like Microsoft, HP, IBM, Checkpoint, Citritx Commvault, FireEye,

MacAfee, Portnox, CyberArk, Izoologic and others enable FPG provide customised solutions and premium technical support to organizations across the Banking and Financial Services, Telecommunications, Oil and Gas, FMCG, Manufacturing and public sectors of Nigeria and West Africa.
Our customers include CBN, Zenith Bank, Diamond Bank, MTN, Nigeria Stock Exchange, Chevron, Seplat Petroleum and others.

We are trusted by leading companies in Nigeria and West Africa because we deliver end-to-end IT Solutions bespoke to each Clients' IT context. FPG provides IT solutions that address clients' current needs while anticipating solutions for the ever-changing demands of tomorrow.

## VISION

Drive extreme business agility with confidence

## MISSION

•Pursue, design, deliver and support Innovative and Secure Solutions

•Ensure choice for our customers always and

•Build and maintain a knowledgeable and thought leadership focused teams

## CORE VALUES

Flexibility, Leadership, Integrity, Go-beyond, Simplicity, and Synergy

## OUR DIFFERENTIATIONS

The FPG approach is not to sell individual technology products, hence, the solution areas described above. Our strategy is to partner as many leading OEM providers in our solution areas as possible so that we can have a rich pot of solutions to select from thus, delivering the desired technology flexibility to our customers as well as being able to protect their existing investment.

Having built the necessary portfolio of technology partnerships, these have been combined in ingenious ways to solve our customers' challenges in the most secure but agile manner.
Our customer focus is what informed this strategy. There are many benefits to our customers in adopting the best-in-class multi-OEM solution (not product) approach, we shall be happy to discuss these benefits further at your behest

## OUR SOLUTIONS

At FPG Technologies & Solutions Limited (FPG), we have gone to great lengths to partner with best in class Original Equipment Manufacturers (OEMs) to bring our customers solutions that are flexible, secure and cost effective.

We have packaged the individual products into business solution areas geared towards reducing complexity, improving operational efficiency, productivity, staff and customer satisfaction and improving the bottom-line.

### Broadly we provide:

ϓ Digital transformation (DX) solutions & services
ϓ Business Insights & Productivity Solutions

ϓ Cloud, Infrastructure & Mobile (CIM) Solutions & Services
ϓ Enterprise end to end Cyber Security Solutions (ECSS) and
ϓ IT Consulting Services and Training

### Enterprise Cyber Security Solutions

Our security solutions are housed under our flagship solution – FlexSecure. With FPG's FlexSecure, we can provide end to end IT security for our customers' businesses including Information, Network, Data, Process and People security for organizations of all types, from gateways/ firewalls, IPS, Bot, Virus and Gateway security solutions to events and log monitoring /management to DB, App &

# OUR
## SOLUTIONS

encryption, to system and user activity monitoring / management and data loss prevention.

As partners to over 15 security OEMs including but not limited to Safenet, Checkpoint, Arcsight ArcSight, GTB Technologies, Fortify, Algosec, ObserveIT, Imperva, CyberArk, Sendio, Intellinx, Strikeforce, etc, we help organizations secure, manage, monitor, or document what is important to them in a very cost-effective manner. FlexSecure is again modular and has core modules that address specific security concerns for various areas of the enterprise:

## Cloud, Infrastructure & Mobile (CIM) Solutions & Services

Under our CIM solutions and services, we provide Private Cloud solutions, including an upgrade of current virtual server environments or building out fresh Private Cloud solutions from scratch, Infrastructure Solutions around Servers, storage, etc, and full Mobility solutions that enable mobile Workstyles.

Whether your organization prefers BYOD or COPE (Corporate Owned, Personally Enabled), or CYOD (Choose Your Own Device) or other hybrid strategies, FPG has the wherewithal to help you execute while ensuring unprecedented high levels of productivity and staff satisfaction.

Our Solutions under CIM are delivered via FPG's designed and named solutions:
- FlexCloud
- FlexInfra
- FlexMobile

# OUR
## SOLUTIONS (CONTD.)
### Flex Cloud ☁

**As partners to Microsoft, Citrix, VMware, Dell, HP, Oracle and others, we can guide our customers' teams to successful Private Cloud implementations irrespective of their existing platform or their current position on their journey to achieving full Cloud capability.**

We can deliver turn key Private Cloud solutions or modules. Our FlexCloud solution is well designed and thought out to help customers make their Cloud journey simple, easy and seamless.

The FPG FlexCloud solutions cover all areas and are modular to ensure we can serve you regardless of where you are in your journey to your own private cloud, we have the ability to tailor our services to suit you with the following modules:

### Cloud Readiness Service(CRS)
Regardless of your stage in the journey to a private or Internal Cloud, FPG Cloud Readiness Service (CRS) will help you paint the true picture of where you are and how far you are from where you want to be.

FPG CRS examines the current state of your Infrastructure, business processes and services, people, suitability of your business applications to cloud migration, business targets, challenges and possible opportunities to determine the style, scope, strategy and deployment methodologies best suited to your organization's private (or even Public) Cloud ambition.

CRS helps make your cloud journey direction clearer and assures your confidence towards a successful journey. Whether your private Cloud initiative is for Internal or public use, we have the framework, technologies and know how to help you get to your envisioned destination.

### Virtualization
The organizational journey to the Cloud cannot be completed without a form of virtualization. FPG Virtualization helps the organization to consolidate, maximize and optimize their Infrastructure assets utilization, enhance business efficiency, agility and reliability of IT services by transforming your siloed Data centres into a consolidated virtual environment.

# OUR SOLUTIONS(CONTD.)

Whether it is Citrix, VMware or Hyper-V environment, Virtualization is powered by all technologies to give you the best for your environment, leveraging existing investments. FPG's Virtualization offers an end-to-end application, network, storage and server virtualization solution, that helps you on your way to creating a Cloud that is dynamic and flexible enough to support most if not all your Information Technology services.

## Service Catalogue

One of the critical necessities for an effective cloud solution and efficient service management is the service catalogue – that defines all available services that an IT organization can provide to the business. FPG's Catalogue is designed to help capture your services and format them in such a way that it is deliverable from available IT resources and aligned to your business needs. It puts you one step closer to achieving the private Cloud dream as this is the bedrock that will enable self-service.

Our Virtualization or Cloud Service Catalogue incorporates ITIL© Service Management model and other international best practice standards. With FPG Catalogue your organization is on its way to self-service and unprecedented business response speeds, time to market and extreme business agility.

## Self-service Portal

FPG's Portal gives you the ability to radically change how you interact with your consumers – in this case, your users, whilst reducing provisioning costs and improving customer satisfaction. Our unique Cloud service management portal riding on the back of our Catalog service quickly and efficiently delivers IT services to your end users from a single, easy-to-use dashboard, which eliminates the need for highly technical user expertise.

For self-service that drives extreme business agility, the FPG Portal is your answer, this is the crowning glory of the cloud effort, giving users the ability to serve themselves (self-service) and to work from anywhere and on any device (when integrated with FPG's FlexMobile).

This capability extremely improves productivity, reduces /re-aligns cost and heightens staff/customer satisfaction while ensuring investment protection for existing assets.

# OUR SOLUTIONS (CONTD.)

## FlexInfra

**FPG's FlexInfra solutions and services cater to customers' infrastructure and hardware needs. As partners to some of the world's leading OEMs including but not limited to BMC, HP, CommVault, Google, Oracle, HDS, Dell, VMware, Citrix, Datacore, etc., we are able to provide solutions that protect existing investments.**

We are also able to objectively design / advise our customers on the solution that best fits their business needs as we are not under pressure of selling any particular OEM brand.

Reach out to us for server, storage and virtualization (both application, server and storage) architectural designs, purchase, deployments, and support.

## FlexMobile

**Enabling Mobile Workstyles is one of the core competencies of our CIM unit. We simply help our FlexMobile customers achieve unprecedented high levels of productivity by enabling the ability to work from anywhere and from any device. What's more? We deliver this service on premise or as a service over the public cloud!**

FPG's FlexMobile is a fully comprehensive on-demand mobile device, mobile application and data sharing/management solution that delivers full deployment and security integration for smart devices including tablets, phones and the like. The capabilities include but not limited to:

| | |
|---|---|
| • Configure, secure, provision devices | • Support of in-house developed or commercially available apps |
| • Device access provisioning | • Unified Corporate App Store |
| • Locating lost device, including remote wipe capabilities | • Secure E-mail and web browsing |
| • Push mobile apps automatically | • Web apps and Saas Apps |
| • Automate actions on device | • Secure data access, document and rights management |
| • Sandboxing corporate /personal profiles | • Full BYOD or COPE or CYOD support |
| • Acquiring, distributing, securing and tracking mobile apps | • Native App store application delivery |

# OUR SOLUTIONS(CONTD.)

As partners with Citrix - XenMobile/Workspace, VMware - AirWatch, Microsoft - Intunes Fibrelink - MaaS360 (now IBM) and all leading mobile OEMs, the FPG FlexMobile solution delivers improved productivity, reduced cost and high levels of staff satisfaction whether on premise or over the cloud as a service.

## SecureNet

Delivers total network security from network access (NAC) to Unified Threat Management to Advanced Persistent Threats (APT)/ Zero-day, to Network encryption, SecureNet will ensure your Network is not breached while delivering visibility into attempts to do so. SecureNet also delivers Perimeter, Datacentre network security and helps secure layer-2 or 3 leased lines.

## SecureCloud

SecureCloud for securing your cloud links/bridges and business assets in public cloud

## SecureMob

SecureMob is for total mobile security with or without EMM and irrespective of your mobile strategy or choice of products, if the devices are smart we will make sure it is protected from malware, MITM or MITB attacks and much more.

## SecureData

SecureData is for total data security including whether your data is in motion or at rest. If you want to prevent data loss, maintain data integrity, securely share or exchange data between systems or databases, secure applications, monitor or protect Databases, VMs, or file shares, FPG SecureData will ensure that in the event of a breach your most precious asset – Data is safe.

## SecureUse

SecureUse for security against insider threats either malicious or accidental including privileged identity management, user activating, user monitoring or recording and security awareness. FPG's SecureUse ensures that your legitimate users whether they are staff, vendors or third-party can go about their work efficiently with minimal risks to your business. Aggrieved employee? A thing of the past.

# OUR SOLUTIONS (CONTD.)

## SecureSys

Security for specific mission critical systems from their Applications to Databases. SecureSys also has a module that focuses on Application security for off-shelf or in-house developed applications.

## SecureApp

SecureApp delivers continuous evaluation and protection for all your applications using an agile certified application security solution which protects your critical applications from the most advanced threats.

## SecureWeb

SecureWeb protects your entire presence, brand, and customers on all digital channels including web/online, mobile, social media, dark web and so on. The capability extent of FPG's SecureWeb goes beyond out of band authentication to include risk and context based security – deep device analytics, website and social media security, transaction security for all channels, sim-swap protection and much more. What's more? In most cases, these Security capabilities are transparent to the customer ensuring seamless customer experience with the utmost security.

## IT Consulting Services and Training

Our IT Consulting practice works with Procept Associates Professional Services Limited (Procept Nigeria), a franchisee of Procept Associates Ltd, Canada, to deliver the following training and consulting services including: *IT Management (IT Governance & International Standards), Agile & Project Management, Business Analysis (including Business Relationship Management), General Management/Management Consulting, through a network of associates and partners,* using best practice frameworks in Canada, Nigeria and other countries. We are able to share our detailed Service Catalogue for each of these areas should the need arise.
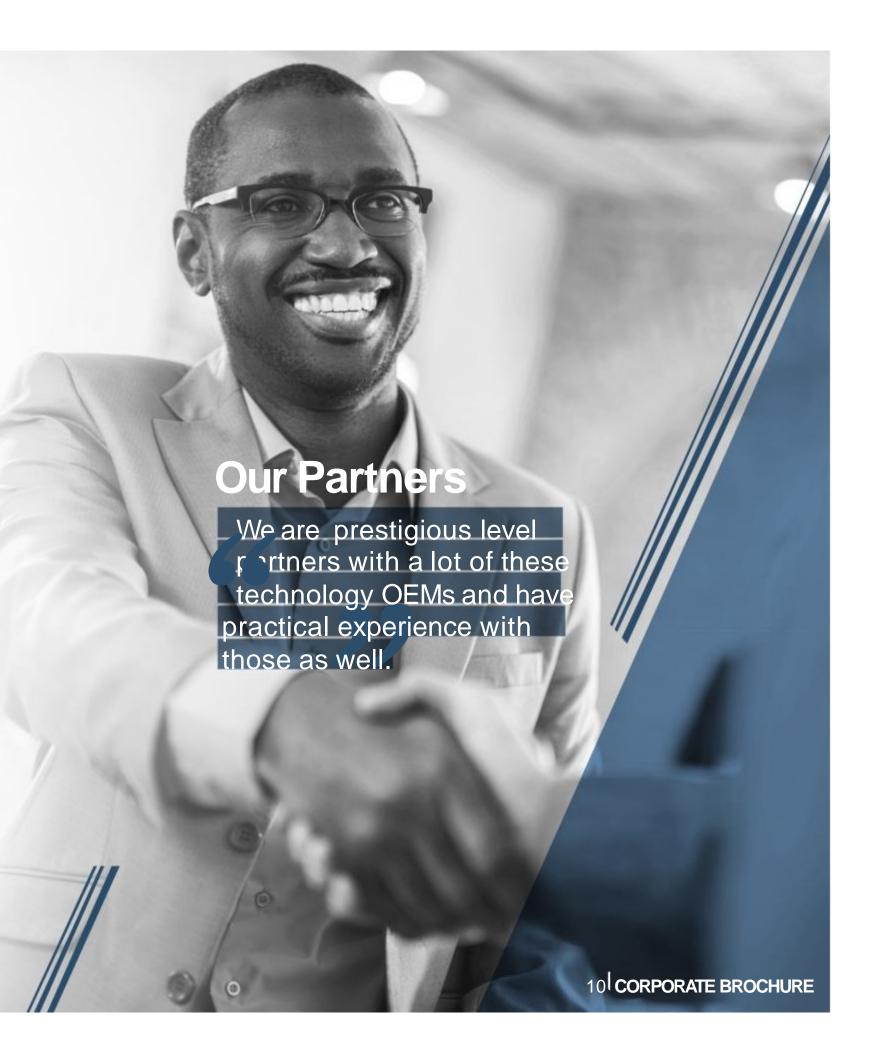
# OUR TECHNOLOGY PARTNERS

Our technology partners are carefully selected to match our drive to provide best in class and integrated technologies that will provide our promised secure flexibility in solutions and extreme agility in business.

As such, we have a rich collection of partners that enable us to meet our customers' needs in an efficient and cost effective manner.

Our approach is to take away the complexity of managing individual vendors, while making sure the customer gets the best technology solution best for their environment as one size does not fit all. Our OEM partnerships span our solution range of Security, Mobility, Cloud, and Infrastructure.

## Our partners include but not limited to:

| | | | |
|---|---|---|---|
| Check Point | Microsoft | CITRIX | cloupia |
| bmcsoftware | gemalto | vmware | algosec |
| iMPERVA | HITACHI Hitachi Data Systems | portnox boundlessly smart | SysTrack |
| COMMVAULT | observe it people analt | ScienceLogic | NetApp |
| Entrust | ArcSight | ReturnPath | Quest |
| sendio | FORTIFY An HP Company | IBM | MaaS360 |
| StrikeForce | DELL | ThreatMetrix | CYBERARK |
| ORACLE | FireEye | nimble storage | proofpoint |
| paloalto | iZOOlogic | THALES | McAfee An Intel Company |
| EASY SOLUTIONS | TREND MICRO | Procept | CISCO |
| DataCore SOFTWARE | | Symantec | |

## Our Partners

We are prestigious level partners with a lot of these technology OEMs and have practical experience with those as well.

# OUR CUSTOMERS

Our focus customers are enterprise private and public organizations in the Banking /FSI, Telecommunications, manufacturing/FMCG, Oil & Gas and Government sectors across West Africa.

We have been privileged to have served amongst others, the following customers: **CBN, Zenith Bank, MTN, Access Bank, AMCON, Access Bank, Nigeria Stock Exchange, FBN Merchant Bank, Unified Payment, FCMB, Heritage Bank, Unity Bank, Fidelity Bank, Oando, Total, Chevron, Galaxy Backbone, Seplat, Keystone Bank, Whytecleon, SecureID, Stanbic IBTC, Raddison Blu Hotel**, among others.

Some of the projects we have carried out for customers include next generation firewall solutions or unified threat management solutions, e-mail intelligence service, anti-phishing and anti-spamming solutions, encryption solutions, certificate/trustsolutions, risk /context based analysis and online fraud prevention solutions.

Our Customer references are available upon request as we are proud of the execution we have had with our customers and the attendant repeat business levels.

We are also the foremost indigenous organization combating advanced persistent threats (APTs) and zero day (ZD) vulnerability exploits. We have also carried out several infrastructure solutions around Data management (backup/ recovery/archiving/replication, etc), enterprise search solutions, servers and so on.

# OUR PEOPLE

Our people are our most valuable asset, the FPG team are a rare selection of highly motivated, highly trained and certified individuals who are as committed as the company is to our customer's long-term success. This team is continually being trained and retrained as technology advances. Driven by one of our core values (Go-beyond), the FPG team member is one with the customer looking to make sure the customer needs are met and the business objectives delivered without any buck-passing or responsibility abdication.

Our Management team is made up of well-experienced industry experts with global and local knowledge gained from years of useful experience in work exposure and leadership positions occupied in organizations like IBM, NetApp and Dimension Data amongst others.

Our Professional Services and Support teams are well motivated and grounded, our investment and continued investments in our people is yielding excellent results, we have for example achieved the foremost (No 1) partnership status in the region with solutions like the unified Data management solution – CommVault (even though we compete with giants in this space).

We have also achieved record level of partnerships in a lot of other solutions areas where we play like CheckPoint (one of only two 3-star partners), VMware, Google (only Enterprise search partners), and many more.

In addition, we have a network of industry experts from around world enabling us to deliver projects of various complexities and sizes.

# OUR
# AWARDS

**BOICT AWARD 2021**
Best Cyber Security Company of the Year

**NiTA AWARD 2021**
Cyber Security Solution Provider of the Year

**NiTA AWARD 2021**
Cloud & Enterprise Service Provider

**NiTA AWARDS 2021, 2019 & 2018**
Tech Consulting Company of the Year

**AQA AWARD 2021**
Africa's Leading Quality IT Solutions Company

**BOICT AWARD 2020**
IT Solutions and Consulting Company

**NiTA AWARD 202**
Cloud Infrastructure Provider of the Year

**NiTA AWARD 2020**
Most Innovative Tech Consulting Company

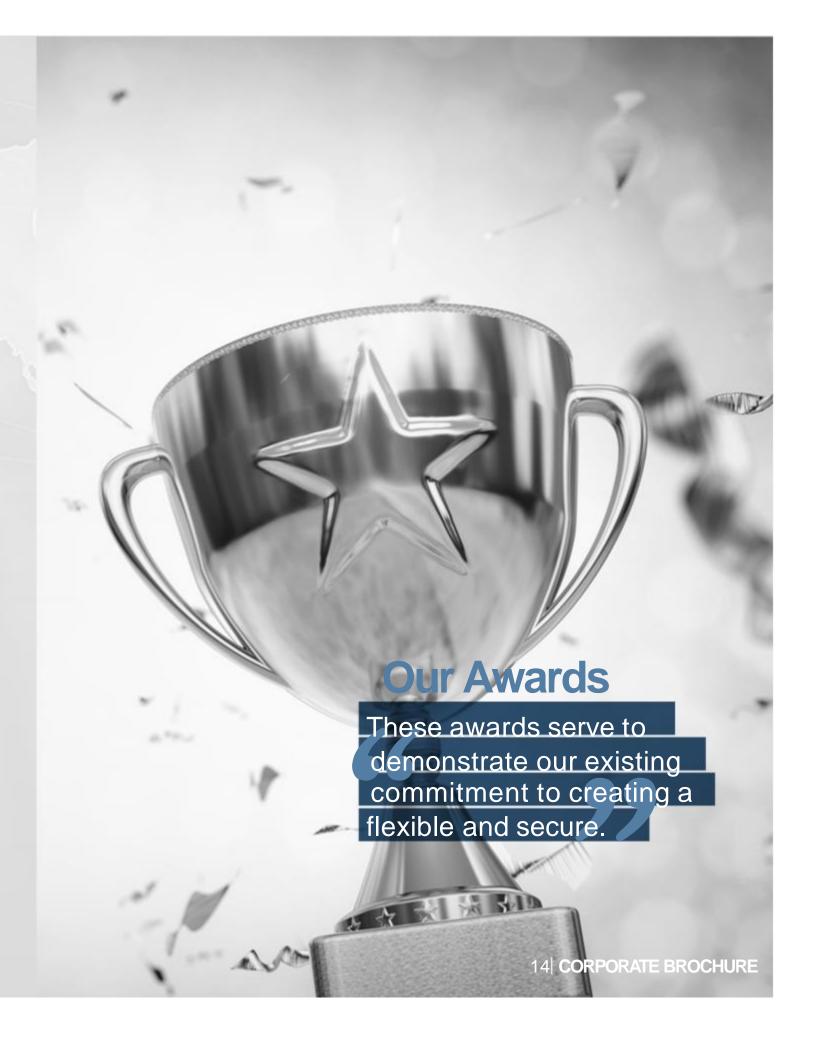**BOICT AWARD 2020, 2018 & 2017**
Best Cyber Security Product Company

These awards serve to demonstrate our existing commitment to creating a flexible and secure future for the individual as well as private and public sectors of the Nigerian economy and Africa at large. We are passionate about technology.

Technology is at the heart of business agility with confidence and we believe in the power of technology to transform lives, advance development and engender efficient governance. In the light of our beliefs and guided by our core principles, we have put together solutions that are 'future-proof' for our numerous customers.

While we deliver Infrastructure solutions, our focus is on technology solutions around Digital transformation, Cloud, Mobility and IT Security that will deliver extreme business agility with confidence.

Happy Customer, Happy FPG!.

## Our Awards

"These awards serve to demonstrate our existing commitment to creating a flexible and secure."

# OUR FLEXSUPPORT CUSTOMER CENTRE

How important is our customers'satisfaction to us? It means everything…From the closing of sales, implementation, after sales and beyond.
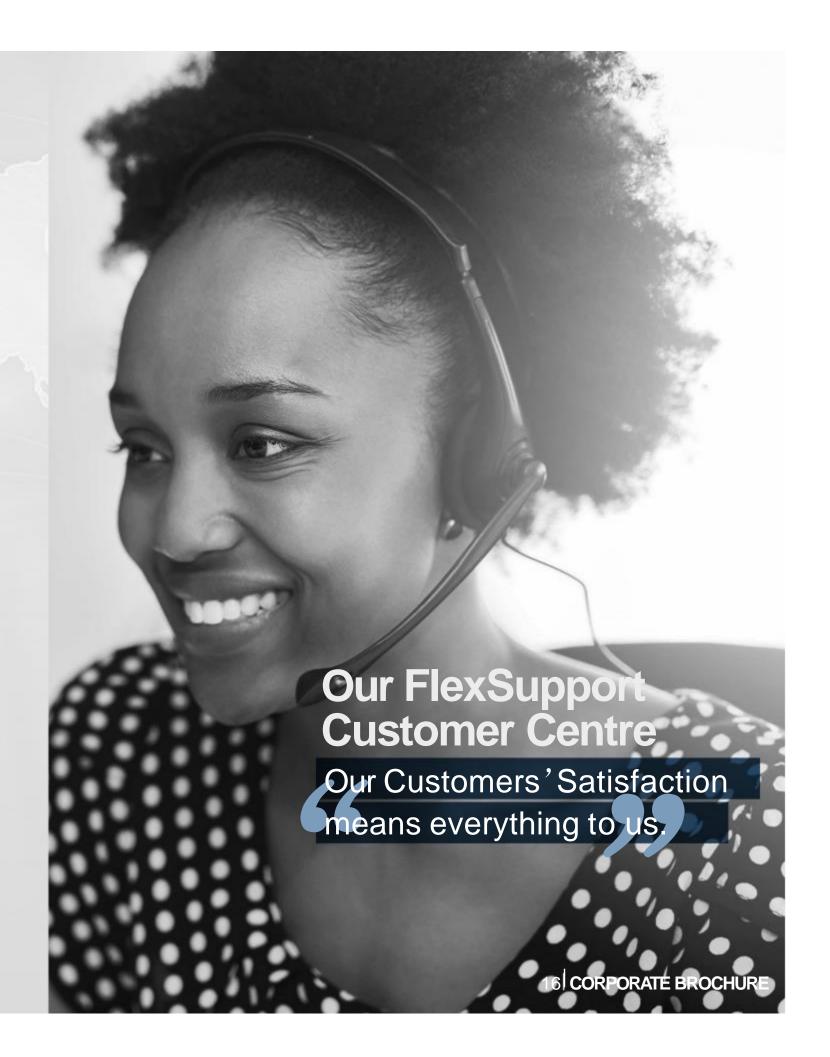
At FPG, we are committed to providing the best customer service experience possible. We define Customer Service as being passionate, professional and committed to solving our customers'support issues from the customer's perspective.

To this end, we have invested in a full-fledged customer support center that manages our customer support issues leveraging the world-class ITIL processes and staffed by very efficient effective call center personnel.

The FPG FlexSupport Customer Center is a one stop shop for all things support covering Incident logging and management from start to finish as well as having a knowledge base to encourage faster Incident resolution through customer self-service as may be required.

To reinforce the culture of service excellence and, we do carry out customer satisfaction surveys from time to time to make sure we feel the pulse of our customers and to keep improving our service quality continuously. After all, in FPG we have a saying, **Happy Customer, Happy FPG**!

**Try our FlexSupport Center today!**
Tel: +2347040143673
Email: support@flexipgroup.com

## Our FlexSupport Customer Centre

Our Customers'Satisfaction
means everything to us.

# SUMMARY

FPG has a team of experts and specialists in these solutions and has put together IT solutions that are open, flexible and robust to drive extreme business agility with confidence for our customers.

With a combined experience of over two hundred years, solid Customer References with numerous projects and best in class Technology Partnerships, FPG has the required skills, experience, manpower, relationships and commitment to effectively meet and exceed our customers' needs.

FPG Technologies & Solutions Limited is simply here to provide customers with innovative IT solutions that enable extreme business agility, faster time to market, improved returns and ensures long-term success with total confidence. From general to specific solutions, FPG will help your organization, do more with less.

## Contact Us:

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**Visit** www.flexipgroup.com to learn more.

# Summary

"FPG Technologies & Solutions Limited is simply here to provide customers with Innovative IT solutions."