



QUALITY & TIME

We Deliver, More.

Who We Are

Quality & Time (QT) is a sophisticated, creative and leading entity, engaged in developing a supportive, advanced and flexible consulting business platform that offers a range of quality services to companies and entrepreneurs no matter of their sizes and nature of business.

Our strategy is pivoted around provision of professional consulting services while ensuring a high level of Quality in the work that we accomplish relying on a group of professional consultants with local and international expertise from prestigious consulting firms. Our attention to quality does not only aim to satisfying the wishes and meeting the evolving needs of our customers, but also to achieve our vision and goals over the long term.

We understand fully the value of Time in the business environment, hence we have designed our business hub so as to ensure high efficiency and flexibility of project management in the use of resources and thus speed of delivery to meet customer requirements and achieve timely delivery of service.

In QT, we have no limits or restrictions to creativity and innovation. As learning is a continued process, we learn lessons from our experiences and share them with our customers committing ourselves to confirm added value for us and for our customers in all fields and through a range of integrated and advanced services. We are also keen to strengthen the role of partnership and positive interaction between the consultant and the client to come out with high-quality, effective, applicable and timely deliverables.

Qualitative and professional Advisory work is no longer confined to high caliber internationally branded corporates, but there are a number of promising professional consultants who can bring too much value and applicability to the advisory work and make it closer to the customer and its business environment. Certainly, QT is one of them.



Vision

To be one of the fastest-growing consulting firms and assume an advanced position in entrepreneurship at a local, regional and international level.

Mission

Provide high Quality consulting services and professional support according to international best practices with enhanced efficiency in the use of Time and other resources to maximize the return on customers' investments.

Objectives

We aim to achieve overall excellence in everything we do, realize added value for our clients' businesses, raise the return on their investments in consulting services and achieve tangible returns for our consultants coupled with our commitment and pursuit to ensure professional due care and quality in all deliverables, bearing in mind the importance of strengthening the sound professional relationship with our consultants, business partners, customers, employees, the community and all other stakeholders.

Values

We perform under a set of values, principles and best professional practices in business environment transactions including



Creativity

Our business is pivoted around creativity. We are keen to create and nurture a stimulating in-house environment and constantly seek to lead the market toward positive competitiveness to reflect on the interests of our customers and meet their expectations.



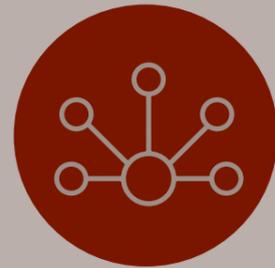
Timely delivery

We understand that professional services lose part of their value if they are not delivered timely; hence we manage projects with high efficiency and flexibility in the use of resources and thus speed of delivery to meet customer demands and provide service at an optimal time.



Quality in everything we do

Our service delivery strategy focuses on providing a high level of quality in the work we accomplish and services we render. Our attention to quality does not aim only to satisfy the evolving wishes and requirements of our customers, but also to achieve our Vision and goals on the long term.



Leadership

We are working continuously in this spirit to achieve leadership in business and in order to extend the impact to our customers to achieve their goals. We are keen to deal with leading consultants who believe in success and aspire for creativity.



Compliance

We seek to achieve full compliance with all covenants and agreements we enter into, as well as compliance with all laws, regulations and resolutions of the regulatory authorities overseeing the business environment in which we operate.



Professional due care

We are keen to exercise and maintain an appropriate level of professional due diligence in all of our products and deliverables to ensure that added value is beyond our customer expectations.



Code of Conduct and Ethics

We are committed to the highest standards of professional conduct and ethics in all our dealings. We are aware that such rules differ depending on the business environments and markets in which we operate. They include honesty, integrity, dedication and full transparency to ensure achievement of the goals and success according to the principle of effective partnership with our stakeholders who believe in success and aspire for creativity.



Reliability and efficiency

We are a learning entity that acts on developing our capabilities on an ongoing basis to ensure efficiency of our man power to provide the most suitable product that satisfy the real needs of our customers.

Work Environment

We believe that our success requires a focus on creating a stimulating internal working environment for creativity supported by professionals at a high level of scientific and practical training. Therefore, we spare no effort to attract, recruit and cooperate with highly qualified professional competencies that enjoy relevant practical experience in major international consulting firms with a focus on providing periodic professional training necessary to raise the adequacy of staff and develop their abilities.

Whether you are newly graduate at the beginning of your career or you own the expertise, we seek to attract distinctive competencies to join our team in different disciplines. You can also join the working platform for part-time consultants

We have crafted the employee benefits so as to ensure our ability to attract talent and retain and motivate them to provide professional and creative work to which we aspire. We offer the following major benefits: competitive basic salary, housing allowance, transportation allowance, medical coverage for the employee and his family members, annual performance incentives, internal and external training courses and opportunities for career advancement.

We also designed appropriate financial benefits and profit-sharing program for our part-time consultants commensurate with working hours and the nature of projects to which they join.

Governance

In QT, governance is a collection of systems and laws designed to align the expectations of stakeholders (management, employees, customers, regulatory and legislative bodies and society as a whole). Thus, corporate governance practices are not only confined to regulatory matters, compliance with legislation and regulations or risk management, but rather it is a system that covers all aspects of our business.

At QT, we believe that good corporate governance is an important key to long term success and continuity. We are committed to the highest level of transparency to fortify our relationship with our customers, business partners, creditors and employees to build confidence and reliability that we aspire to. We strive to optimize our corporate governance practices by enhancing our capabilities and creating a work environment in accordance with best corporate governance and risk management practices.



Organizational Structure

The organizational structure is an effective tool to organize the work and oversee achievement of goals. The organization structure of QT has been designed to reflect the dynamic attitude we aspire for in implementing our business

Advisory Board

It is responsible for the comprehensive review of the agreements that QT intends to enter into with the customer in addition to reviewing our offerings and methodologies of consultative process and to identify the primary team for every project as well as management of consulting relationships with part-time international and local consultants to participate in the projects.

Quality Control Department

This department is responsible for reviewing the initial and final outputs of the consultative process prior to submission to the client to ensure the required level of quality and ensure full achievement of the customer objectives.

Projects Management Department

This department is responsible for implementing the consultative process as per customer requirements and conditions of service. The department features full-time and part-time work teams of consultants with different professional and scientific backgrounds. Such teams are formed in a flexible manner based on the size and nature of the project

Operations Department

It is the focal point for support work at QT. it includes business units of back-office functions of the consultative processes. It also includes the functions of human resources, information technology, accounting and finance and general administrative services. The Operations Department assumes major and important role in the provision of support services that enable the rest of the business units in QT to achieve their goals smoothly.

Business Development Department

This department is responsible for market research, product development, supervision of marketing programs and customer service center at the level of QT. The Department provides updated and reliable market information and data on which the current and future demand expectations and investors (clients) trends are built to make sure of QT's ability to grow its market share. The department is also responsible for coordination with the Project Department, customer relationship management process and receive complaints and coordination with the Quality Control Department to ensure and maintain full customers satisfaction.



Our Services

Financial Advisory

- Investment Advisory
- Feasibility Studies
- Mergers & Acquisitions
- Business Finance
- Financial Companies Services
- Valuation Services
- Delinquent Entities
- Modeling and Simulation
- Specialized Financial Research

Management Advisory

- Strategy & Plans
- Organizational Development
- Diagnostic Reviews
- Business Development
- Harnessing Technology
- Human Capital
- Specialized Development Workshops
- Transformation Readiness

Other Advisory Services

- Real Estate Projects Advisory
- Business Setup
- Due Diligence Reviews
- Project Management
- Outsourcing Services
- Content Management
- Zakat and Tax
- Databases

Financial Advisory

We operate in emerging and developing economies featuring many promising business opportunities, so we are keen to provide a range of financial services to support our customers in analyzing and studying such opportunities and evaluating them independently. We also study restructuring options and the implementation of those opportunities and suggest possible aspects of development to enhance the added value and achieve leadership and success to our customers. Financial advisory services include

Investment Advisory

Growing our customer's investment portfolio is one of the most important strategic goals for QT, so we are keen to provide a full range of services related to studying investment alternatives and assessing their feasibility, analyzing various investment decisions, the development of investment policy statement, determine the acceptable level of risk, investment portfolios structuring, measuring performance and identify development aspects, studying funding structures in addition to developing capital expenditure budgets and spending plans.

Feasibility Studies

For projects and investment initiatives including the study and analysis of the market conditions, regulatory and technical requirements, cost and revenue assumptions, full financial analysis of the investment opportunity with sensitivity analysis to change in work assumptions. We work with our customers from conception to establishment of the project and the start of its operations successfully.

Mergers & Acquisitions

This includes conducting assessment studies for all forms of businesses. We adopt many valuation methods according to the purpose of assessment and structure of equity rights, operational and financial status of the entity under assessment, develop the feasibility study of merger and acquisition and proposed structures for implementation, timing and method of implementation of the process; whether the client intends to expand its current activity by attracting an appropriate strategic partner or it seeks horizontal or vertical integration through merger with other business entities or it wants to exit from its activity or to acquire another entity. We will be ready to harness our expertise and provide full support to ensure achievement of goals.

Business Finance

Analysis of the organization's or project's proposed funding options and structures with identifying pros and cons of each financing structure as well as the preparation of all requirements for access to finance by internal and external funders including cash flow models, repayment plans and resources, determine all conditional performance indicators by funders and review the periodic adherence to them after obtaining the funding.

Financial Companies Services

Local and international financial firms and investment banks need many support and specialized services in various fields, the most important of which are development of various types of investment funds; preparation of a comprehensive file for the product to obtain license from supervising authorities; preparation of financial, marketing and feasibility studies for investment fund projects; development and restructuring of financial and investment products; preparation of business and investment offering for targeted customers and investment portfolios valuation services as well as the recruitment and training services of specialized human resources and training programs for new graduates and qualification services to pass regular tests and many other support services which we focus on in particular to find integration that we seek with that segment of companies and the availability of qualified human resources specialized in those services.

Valuation Services

These include the valuation services of businesses, activities, multi-asset investment portfolios or investment funds, as well as all types of assets including real estate assets. We adopt different assessment methodologies based on the purpose of the evaluation and nature of asset, business or activity. We have multiple business relationships with local and international companies specialized in the technical evaluation of assets.

Delinquent Entities

It is important to take a holistic view on a regular basis on the performance of the business and often study and analyze the business model and the most important financial performance indicators and benchmark them against industry taking into account the data and assumptions available in the investment environment. Low profitability margins or realizing losses or failure to achieving the targeted growth rate may be due to issues in work model, finance structure or inappropriate accounting treatment, so we conduct detailed studies to provide our clients with a clearer picture on identifying corrective points accurately with the expected results.

Modeling and Simulation

Either as part of the process of preparing action plans or as independent advisory service that strengthening client's risk management process through our support in the preparation of financial and statistical models and the development of the expected performance scenarios, sensitivity analysis for projects and initiatives that they are planning to do.

Specialized Financial Research

When a client wishes to conduct a specialized financial research for any local or global company, business or market sector which he monitors or interested in investing therein, we will be ready to set goals and desires of the client and convert them into clear working procedures with specific outputs to ensure the achievement of the desired goal. We invest our professional relations with other local and international companies specialized in the field of research and studies to enhance the value added in the final deliverables.



Management Advisory

We believe that the administrative and organization structure is closely linked with the extraordinary performance, sustainability of the business and competitiveness in an open and sophisticated market on all the world markets. Hence, our business model featured a range of advisory services in the management and organizational areas to support our customers in the development of their business models and strengthened them with developed management structure and evaluate them independently along with studying the restructuring options, implementing such opportunities and suggesting possible aspects of development to enhance the value added and achieve leadership and success to our customers. Management advisory services include

Strategy & Plans

We work to promote success chances of our customers business by providing specialized professional services in building and developing the “Business Strategy” and ensure proper action/operational plans is developed and aligned with the strategy supported by appropriate Key Performance Indicators. We conduct analysis and comprehensive study of the internal and external variables to identify entity’s Strengths, Weaknesses Opportunities & Threats. The study’s results aligned carefully with the planned objectives and possible opportunities in the market and investment environment in which the entity operates to achieve the added value that enhance the return on investment as a whole.

Organizational Development

Establishing the by-laws and regulations to govern the company’s activities is one of the most important and critical success elements that contribute to enhancing success opportunity of the business and its sustainability in a continuously changing business environment. Our services mainly include development of the organizational structure and governance system and support same with policies and charters followed by the advanced stage to determine the procedural manuals and internal templates in addition to design the job descriptions for all post within the organization.

Diagnostic Reviews

Enhance the capacity of our customers by conducting diagnostic reviews whether for businesses they own or those who are interested to acquire, participate in or merge with. Such reviews include mainly studying the historical financial and operational performance and future plans; verification of the financial statements items; verification of the contents of the final and specialized reports; studying the legal status; identifying the critical success factors; conducting SWOT analysis to identify the strengths, weaknesses, opportunities and threats; identifying the most important performance variables and developing remedial plans and control over the implementation

Business Development

Business growth of our customers is a common goal that we endeavor to achieve to ensure sustainability of our professional relationship with them. Therefore, we support our customers to develop their products, design loyalty programs and customer services, develop customer relationship management programs, support marketing investment opportunities and exchange trade relations.

Harnessing Technology

Technical means are important elements of business development and sustainability in a local and global competitive environment. We support our clients to study and determine the relevance aspects to employ technology, selection of systems and technical applications, process re-engineering and automation of procedures.

Human Capital

We recognize the importance of human resources and their effective role in achieving the objectives of various business organizations. In this regard, we support our customers in looking for executives in all disciplines as well as designing and implementing training programs that end with recruitment and management of Saudization file.

Specialized Development Workshops

The evolving work environment in a highly competitive environment requires up to date competencies and qualifications of human capital through specialized workshops according to the needs of the company, nature of its projects and its stage of business. This require programs in the financial, management, accounting, operation, internal audit, compliance fields, as well as development programs that end with employment and development programs for fresh graduates in addition to specialized programs in CMA tests and other local or global professional certifications.

Transformation Readiness

Successful businesses organizations develop and convert between multiple legal forms depending on their size, age and stage. We support our clients in determining the most appropriate legal form, identifying the objectives of conversion, developing conversion plans, assessing readiness and identifying and arranging the conversion requirements

Other Advisory Services

Real Estate Projects Advisory

Real estate investment is an important type of assets on which our clients focus their businesses, so strive to strengthen our capabilities in the field of real estate investment to support our customers for developing their investments in this asset class. Our services in this regard include conducting preliminary studies for the real estate sector, identifying areas of investment, determining quality products, studying options of investment and best-use of the real estate properties, reviewing the fair value of real estate estimates, processing mortgage application files, arranging mutual trade relations with local and international real estate investors and managing real estate investment projects.

Business Setup

We help our local and international clients in the development and expansion of their businesses at a faster pace and with minimal effort in terms of arranging and management activities through proven and specialized services in establishing businesses. This activity includes development of strategic and action plans, establishment of companies of all legal forms and convert them, and arrangement for industrial, and professional licenses as well as licenses from the Capital Market Authority (CMA), Saudi Arabian Monetary Agency (SAMA) and General Investment Authority (GIA).

Due Diligence Reviews

Special services to verify many aspects in the businesses to reduce and manage the risks associated with investment transactions primarily mergers and acquisitions. Due diligence is used to detect any issues that may delay or break the investment transaction and to identify any gaps or deficiencies in the valuation report or legal aspects or to assess the operational efficiency. Also to verify financial data and assess financial performance in addition to setting the key negotiating parameters and overall risk assessment.

Project Management

We assist our customers to expand their business quickly and efficiently by providing professional project management services. Whatever the idea, investment opportunity, project or initiative is and regardless at any stage become, we through qualified project management professionals establish the project management office (PMO) and takeover all administrative and supervisory tasks while providing the provision of an integrated periodic reports to the customer to assess the level of achievement and to access the important details at the appropriate time with the quality they aspire to.

Outsourcing Services

We encourage our customers to focus on their core activities and their development and outsource their secondary services to specialized agencies to maximize the overall return on their business. We identify the activities that can be outsourced, plan and manage the outsourced services, provide part-time consultants and secondment of manpower to handle support and operational services.

Content Management

Through our dedicated and experienced team in formulating and developing content, we support our customers in developing memoranda of understanding (MoU) and initial agreements, different types of partnership agreements as well as sale, purchase, assignment, franchise, management, general and specialized agreements and conventions. Content management services include also the development and copy-writing of general and specific press releases and articles, commercials, advertisements, promotion messages and logos as well as the development of the yearly reports for businesses, financial and statistical reports, specialized reports and different kinds of presentations.

Zakat and Tax

An important aspect of investment environment for investors in general investor in general and foreign investor in particular. We support our customers to understand Zakat and tax regulations and their applications in Saudi Arabia in terms of income tax, withholding tax and Zakat to ensure the structuring of the business to realize the highest possible value and benefit from the Zakat and tax regulation optimally.

Databases

We operate in an environment where information is the main source of strength. Therefore, we support the business environment in preparing up-to-date statistical and market databases, developing specialized databases, studying and analyzing key indicators for such data and studying the primary and secondary relationships to provide a source of reliable information for strategic decision-making.



Business Model

Our Philosophy

- Quality
- Time
- Attention to Details
- Best Practices
- Harnessing Technology and Databases
- Consultants Platform
- Continued Support
- Our Customers
- Our Employees
- Pricing

Phases of Consulting Process

- Exploration Phase
- Initial Offer Phase
- Final Offer Phase
- Agreement Phase
- Management Phase
- Closing Phase

Our Philosophy

Since inception, we have been developing our business model to achieve the added value of our business and customers. Our business model is based on the following main pillars



Quality

All work we perform must be to the highest standards and according to the best international practices so as to ensure achievement of added value for the client and his work and promote confidence and reliability in us as an advanced advisory platform.



Attention to Details

Beginning with the main conceptual content and ending with the reports and deliverables and overall form, there are many details that our customers note and appreciate.



Best Practices

our deliverables must be in tandem with or even superior to the best deliverables and practices that are generally recognized and accepted in the international consulting companies.



Time

We care for quick delivery beginning of a mechanism to deal with the request for advisory service from the potential customer through the stage of entering into agreements and ending with the project management process and delivery of deliverables. We must ensure that we are the fastest in interaction.



Harnessing Technology and Databases

We seek to employ effective and integrated technologies and build state-of-the-art and reliable databases to provide the desired quality in a timely manner.



Consultants Platform

We appreciate the different skills and expertise required for each individual project and therefore we are providing a platform of part-time advisers to take advantage of a broader base of expertise and employ them according to the size and nature of every project and the client's business to achieve the added value that we aspire to.



Continued Support

Our relationship with the client does not end once he accepts the final deliverables, but we are keen to communicate with the client subsequently to ensure the relevance of deliverables and perform any subsequent adjustments that may be needed.



Our Customers

All efforts are concentrated on the goal of adding value to the work and activities of our clients. We seek to have the interests of customers on top of our priorities.



Our Employees

We consider our staff as our productive investment assets. We make every effort to attract and recruit highly qualified and professional competences with relevant practical experience in major international consulting firms with a focus on providing the necessary professional periodic training to raise their adequacy and develop their abilities.



Pricing

We define our professional fees based on studying the estimated effort, size and nature of the experiences we need. We endeavor to have an acceptable and reasonable level of fees to ensure the maximum return on investment for our customers and to establish an ongoing working relationship with them.

Phases of Consulting Process

The consulting process in QT runs through multiple stages and is integrated with our business model. Following is the outline of consulting process

Exploration Phase

During which the potential customer explores our profile and reviews our profile and business model. Our consultants at this stage, document and analyze all client requirements and his needs for consulting service.

Final Offer Phase

During this phase, our team holds introductory meetings with the professional consultants, understand the customer feedback on initial offer and then prepare and issue a final professional services offer including documentation of the client's requirements and a description of our methodology in the completion of the scope of work and the expected deliverables, work plan, fees and identification files for consultants and work team.

Management Phase

During this phase, the scope of work is implemented and executed by the project manager and consultants' team. The client is provided with periodic progress reports and interim deliverables after reviewing such deliverables by the quality officer before issuance to the customer. This phase also witnesses a number of meetings with the client to discuss the interim deliverables.

Initial Offer Phase

During this phase, our team makes sure that the expertise of our consultants is consistent with the expected scope of work and then prepare and issue a preliminary offer of professional services including documentation of the client's requirements and a description of our methodology in completion of the work and expected deliverables.

Agreement Phase

This phase features the signature of the professional services agreement with the client, the approval of detailed work plan, determine the client's representatives in the project and the authorities, responsibilities, communication protocols and project management and hold the project kick-off meeting.

Closing Phase

During this phase, we deliver to the client all of the final deliverables. A meeting is also held during this phase between the client and the business development officer independently from the project team to assess the level of service.

Why QT?

Many reasons make QT a suitable option for many clients, such as:

Qualified Staff

Our team comprises elite professionals and consultants in various fields, with distinctive academic, practical and professional backgrounds and extensive experience in business development. We consistently seek to motivate and enable our team for innovation of consulting products and solutions commensurate with the nature of our customers' businesses.

Specialization

We focus on specific services that have been carefully selected on the basis of studies and research of the market and competitors and evolving needs of our clients. This focus helps us to consistently develop our capabilities in these areas to provide distinctive creative products to our customers and the market as a whole.

We Deliver, More

Our services are not limited to the scope of work and agreements we conclude, but we strive to exceed the expectations of our clients and provide additional services to them at no additional cost.

We Care About Quality & Time

We derived our trade name and brand from these two terms. We work consistently to deliver products to the highest professional standards and in an acceptable time.

Governance System

We believe that good governance is an important key for long-term success and continuity. We are committed to the highest levels of transparency to fortify our relationship with our customers, business partners, shareholders, creditors and employees to build confidence and reliability that we aspire to.

A learning Firm

We seek to benefit from hindsight and endeavor to learn from the experiences of similar companies and their successes on a local and global level in professional services area with a focus on services development market research function.

Positive Relationships

we are keen to develop and maintain a positive and complementary relationship with regulators, customers, competitors and society as a whole. These relations contribute effectively to achieving our goals and vision over the long term.

Employ Technology

Our customers appreciate our attention to employing technology and adopting modern means of communication, which saves time and effort in reviewing and updating deliverables or even their final issuance.



Contact Us

You may contact us at any time and definitely our consultants will be pleased to respond to your inquiries or remarks for better service.

We are pleased to receive your inquiries and input at our Customer Service Center via e-mail crm@qualityandtime.com

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