

COMPANY OVERVIEW

Elevator Pitch

QPunch, our smart project management software, provides real-time transparency on costs and resources. Our subscription model offers a scalable solution for individuals and corporations – all on the cloud for easy access.

The Problem

Outdated project management tools lead to miscommunication, manual reporting, stressful deadlines, and a 20% budget overrun on projects.

The Solution

QPunch makes the team Unite, Collaborate and Communicate effectively to deliver successful Projects using the power of technology. It makes teamwork simpler to increase Resource and Cost efficiency.

USP

Hybrid solution not only makes team collaboration easier but also provides all crucial project information in one glance automatically to make projects successful.

Customer Segments

B2B and B2C: Project Managers, Sponsors, Executive Management

Revenue Model

SAAS Subscriptions, on premise implementation, customization services, consultancy, training, support

Traction/Growth

- QAR 110K in monthly transactions
- Monthly Growth stats: User base +10%, Transaction volume +15

Near-Term Strategy

Increase in Marketing, establish revenue channels, develop further for product market fit, grow tech sales team.

INVESTMENT OPPORTUNITY

Funding to date	:	QAR 1,250,000/-
Current Shareholders	:	Ahmed Fakhroo, Aamir Dawawala, Ghada El Rassi, Thobias Tony
Funding Sought	:	QAR 3,650,000/-
Funding	:	Ongoing
Target Closing Date	:	31/Dec/2024
Deal Terms	:	Priced Round / Equity

Facts

Sector:

ICT /Telecom/
Construction/Banking

Inc. Date: March 2019

Inc. Place: Qatar

Accelerated by:

DIC (MCIT) and QBIC
(Ooredoo Digital and Beyond)

Links

Website:

www.qpunch.co

Twitter:

<https://twitter.com/pmobytes>

Facebook:

<https://www.facebook.com/pmobytes>

LinkedIn:

<https://www.linkedin.com/showcase/qpunch>

Metrics

As of: January 2023

Revenue (QAR)	2.55M PA
Total Users	2500
Paying Users	1500
Employees	10

PMOBytes

TEAM

Experts in field with more 18+ years' experience in the MENA region. Have the subject matter expertise to ensure the solution is made in such a way that it provides the end users with all the required features that are required to get the work completed in a effective and efficient manner.



Team Member 1
Ahmad Yousef J Fakhro
Partner and Co-Founder

- 18 years of Professional Management Experience.
- Currently pursuing Executive MPA in Government services. (Last term)
- Finance and Administration Director in Ministry of Justice - Qatar
- Worked as a Head of departments in different organisations.
- Trained customer service staff at Ooredoo
- Bachelor's degree in computer science from Qatar University.



Team Member 2
Aamir Dawawala
CEO and Co- Founder

- 25+ years of Professional Management Experience.
- Certified in PMP, PRINCE2 2009/ 2017, DevOps, PMI-ACP, MSP, ITIL and ISO Auditing from BSI.
- MBA in MIS (Management of Information systems).
- Managed Mega Projects in Qatar from the last decade.
- Peoplecert Authorized trainer for PRINCE2 and DevOps.
- Certified PMI-ACP trainer



Team Member 3
Thobias Tony
CTO

- 24 years of Professional Experience.
- CTO for multiple Start-ups.
- MIS Post Graduation from University of Wales.
- Worked as Lead architect and Project Manager with many entities across the globe.
- Technical skills in latest technologies (Blockchain, Artificial intelligence and Augmented Reality).
- Familiar with latest best practice SDLC and Agile Frameworks.

PRODUCT IMAGE/SCREENSHOTS

