Stephen Fernandes
Executive Vice President
TransSys Solutions

Delivering digital transformation

TransSys Solutions is a rapidly growing System Integrator with their primary operations in the Middle East & Africa region and Development Centers in India. The company is focused on delivering transformational value to its customers through effective delivery of enterprise solutions and has established a leadership position delivering Oracle cloud solutions in the ECEMEA region
Stephen Fernandes, Executive Vice President, TransSys Solutions discusses the company's focus and market trends he sees in the region

Please elaborate on the company's focus around Oracle based Business solutions?

TransSys is a leading Oracle Cloud solutions company focused on helping customers transform their businesses to maximize value in their IT investments, by delivering unparalleled solutions and services. The company has helped organisations embark on their digital transformation journey by designing future ready solutions, based on Oracle's Cloud products & technology, aimed at empowering their clients achieve greater heights in today's challenging business landscape.

TransSys' proven experience and deep expertise across Oracle products and technology including Oracle Cloud (SaaS and PaaS) has helped the company build one of the largest client reference base for Oracle Cloud in the region. With its proven ability to execute, TransSys has consistently helped its customers achieve their business goals.

Elaborate on the Middle East focus and operations and the inroads the company has been able to make in key verticals and solution segments?

Our operations span across the Middle East and Africa region. We have a strong customer base across key verticals such as Airlines, Banking, Retail, Real Estate and Communication. Based on our past experience and expertise, we have developed industry specific frameworks and solution accelerators that are offered to our clients as part of our services. These help to reduce the risk associated with any project implementation and support services

We help our client transition to a Cloud deployment model, and in the process, enable them to select the most appropriate Cloud Solution. We also extend our cloud deployment services on SaaS, PaaS and SaaS across ERP, HCM and CxM. We offer Enterprise wide ERP mobility and HCM mobility to clients who want to enable their employees access their system anytime and from anywhere.

Discuss key opportunity areas you see in the region? Do you see for instance opportunities with smart government initiatives?

Digital transformation is definitely a key opportunity as businesses are digitizing to gain a competitive edge, remain relevant in the eco system and provide highly personalized services to their customers.

Although the private sector were early adopters to digital transformation, we see that trend shifting with increased adoption in the Public Sectors, especially with the Smart initiatives launched by the Government of Dubai. We see opportunities across various lines of businesses in the organisations. Companies prefer to take initiatives that will differentiate them in the market place while creating a high impact with personalized services to their customers.

Discuss some of the best practices that defines the

ethos of the company when it comes to consulting customers?

TransSys helps clients, by understanding their needs, to embark on their digital transformation journey. The most common trend we are witnessing in the market place is the shift to Cloud computing. We extend our cloud advisory services to help client transition to a Cloud deployment model and in the process enabling them select the most appropriate Cloud Solution. Companies should focus on their customer's business needs, challenges and the opportunities that can be tapped for their overall growth and differentiation.

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As a platinum partner for Oracle, discuss how you are driving some of the trending technologies from the vendor to the enterprise market?

TransSys is an Oracle Platinum Cloud Select partner and we have a successful track record of delivering solutions across various industries. We have worked closely with our clients to address some of their dire business challenges with trending technologies. This has helped our gain and unprecedented advantage over their competitors by seamlessly operating at significantly higher productivity levels.

Would you be showcasing at the Oracle pavilion in GITEX? What would the focus of the showcase be?

Yes, we are exhibiting at the Oracle Pavilion. Our primary focus at GITEX will be on our Cloud services based on Oracle Cloud. We will highlight our IT Service offerings established around Oracle's Cloud products and technologies (Oracle Fusion), including its Software-as-a-Service (SaaS) and Platform-as-a-Service (PaaS) solutions. TransSys has built PaaS for SaaS extensions across industry verticals to help clients quickly and adopt to Oracle's Cloud platform.

GITEX is one of the region's premier ICT event and a perfect platform for TransSys to showcase itself as a proven regional IT services and solution provider that has helped several companies viz. airlines, banks, insurance, retail, real estate, semi-government and telecom, transform and transition their businesses to the Cloud model. We plan to showcase our cloud-based solutions and services portfolio that would offer significant value to visitors. GITEX is also a great opportunity for us to network with our customers and prospects to share our views on the journey ahead.

Discuss focus on cloud based solutions for all solutions you offer and the demand?

Our solutions include SaaS, PaaS and IaaS leverage Oracle Cloud products and Technology. We offer managed services to our client helping them lower their cost while providing them with additional bandwidth to focus on innovation and transformation