



هيئة الاتصالات وتقنية المعلومات
Communications & Information
Technology Commission

رؤية
VISION
2030
المملكة العربية السعودية
KINGDOM OF SAUDI ARABIA

JSC

شركة جواهر سعيد معيوض الحارثي
للاتصالات وتقنية المعلومات

Jawaher Saeed M. Al Harthi Company
Communication and Information Technology



We're the best at what we do and what we deliver...

Hello!

Who are we!

JSC was Established in 2018, started with 4 staff members
Operates in Kingdom of SA with 150+ Staff
Connecting International countries building new channels
One of the fastest growing company in telecom industry
Approved ISP License from CITC
Awarded best Partner in STC in Hajj and Umrah

We are here because we Dream big and make them come true

You can find us at [@www.jscom.com.sa](http://www.jscom.com.sa)



Innovative Planning Solution

There are no secrets to success. It is the result of preparation, hard work and learning from failure.

Let's start the success...



JSC never dreamed about success.
We worked for it.”

Licenses and Partners



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stc

 channels
by stc

 specialized
by stc

zain



JSC 

Introduction Brief

01

So, who are JSC Group Essentially, we're a telecoms and IT company. There are lots of those around, all promising that they can cut your costs and get you a better deal.

But there are not many around that offer great pricing as well as great service, whilst at the same time being a breath of fresh air in the way they work with you and support you. Our business is built on our reputation for being there when you need us, as you grow, as you face times of trouble, as your needs change.

Introduction Brief

02

We're pro-active too, in bringing you the best innovations in the market, or improvements to your existing services, and all in a way that doesn't bring organizational headache and upheaval.

We work with companies across the Kingdom in a broad spectrum of industries, with customers in Telecommunication, Infra Structure and Retail; and we've been working with them for years especially on time-sensitive projects

Our Services

01

Modern Trade Project - Channels by STC

JSC Group is always been a well wisher to STC, being a partners we always felt we are a family with our sincerity, Dedication and good achievement, STC gave us the opportunity to start **Modern Trade project** in whole kingdom and in future we JSC expect more new Clients, having a huge team of dedicated customer service agents and supervisors activities.

- We demonstrate Product Features-By putting thought, practice, time and attention into product. Excellent product demonstrations are simple, customizable and highlight the benefits and most compelling features of the product to potential customers.
- In store Product Activation SIM's for Voice and Data, Providing Information about Packages and services renewals to facilitate one stop solution for our customers.
- Regions we are operating: Eastern, Central, Western and Southern
- Locations: LuLu Hypermarkets, Nesto Hypermarkets, Madina Hyper Markets, Noori Supermarkets, Amlak Stores, Rehaily Markets and others.

Our Services

02

Postpaid - Channels by STC

With our sincerity, Dedication and good achievement, STC gave us the opportunity to start **Postpaid** project in whole kingdom

- We demonstrate Product Features-By putting thought, practice, time and attention into product. Excellent product demonstrations are simple, customizable and highlight the benefits and most compelling features of the product to potential customers.
- Product Activation Postpaid and Data sims, Providing Information about Packages and services renewals to facilitate one stop solution for our customers.
- Regions we are operating: Eastern, Central, Western and Southern

Our Services

03

Direct Sales - Channels by STC

With our sincerity, Dedication and good achievement, STC gave us the opportunity to start **DIRECT SALES to Consumer (D2C)** in whole kingdom

- We demonstrate Product Features-By putting thought, practice, time and attention into product. Excellent product demonstrations are simple, customizable and highlight the benefits and most compelling features of the product to potential customers.
- Product Activation- Sales and activation of Postpaid, Voice and Data Sims, Jawwy, and other products.
- Regions we are operating: Eastern, Central, Western and Southern

Hajj and Umrah Project - Channels by STC, Zain and Lebara

- JSC Group welcomes all the guests and travelers around the world. It offers for the visitors a variety of SIM cards. It also offers varied packages of services and suitable prices with budget for all types of visitors. STC being leading operator in Kingdom of Saudi Arabia and finds it essential to contribute in servicing the pilgrims while performing Umrah throughout the year or Hajj during the Hajj season, by extending to them the best technologies, internet services and telecommunication network in the kingdom at the best rates so they may focus on their religious duties.
- The following plan is developed carrying set objectives on how to reach the maximum Pilgrims throughout the year and brick-wall them from competitors activities along with exploring various routes to the targeted segment

Our Services

05

Scope of work / How we achieve set objectives

- Hajj Committees / Missions / Councils
- Hajj Ministries
- Top Hajj approved Travel Agencies
- Top Umrah approved Travel Agencies
- International Airport locations
- International Airlines Flying to KSA
- Top Manpower Supply Agencies
- Education / Training Offices
- Authorized Agents for Visa Services / KSA Embassies



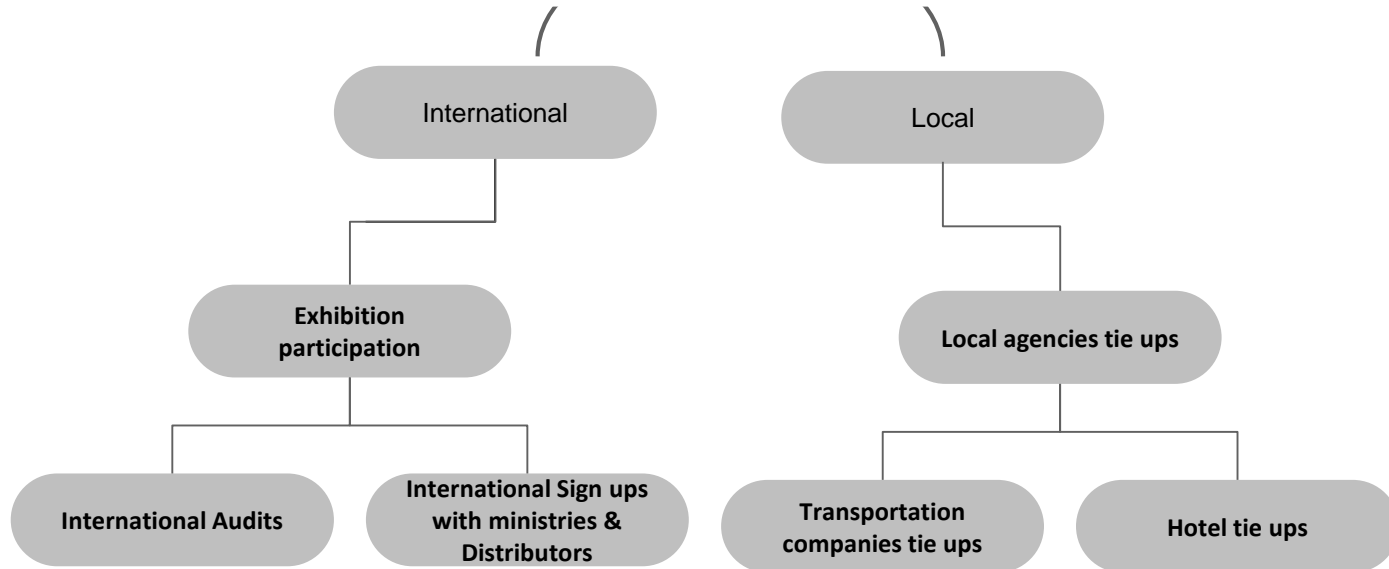


Countries were we have partners:

- Indonesia
- Pakistan
- India
- Malaysia
- Iraq
- Oman
- United Kingdom
- China
- Egypt
- Turkey



Strategy and Planning



International Market Size



Umrah Pilgrims Whole year

Umrah Season 2019:
Around 6 Million pilgrims visits each year

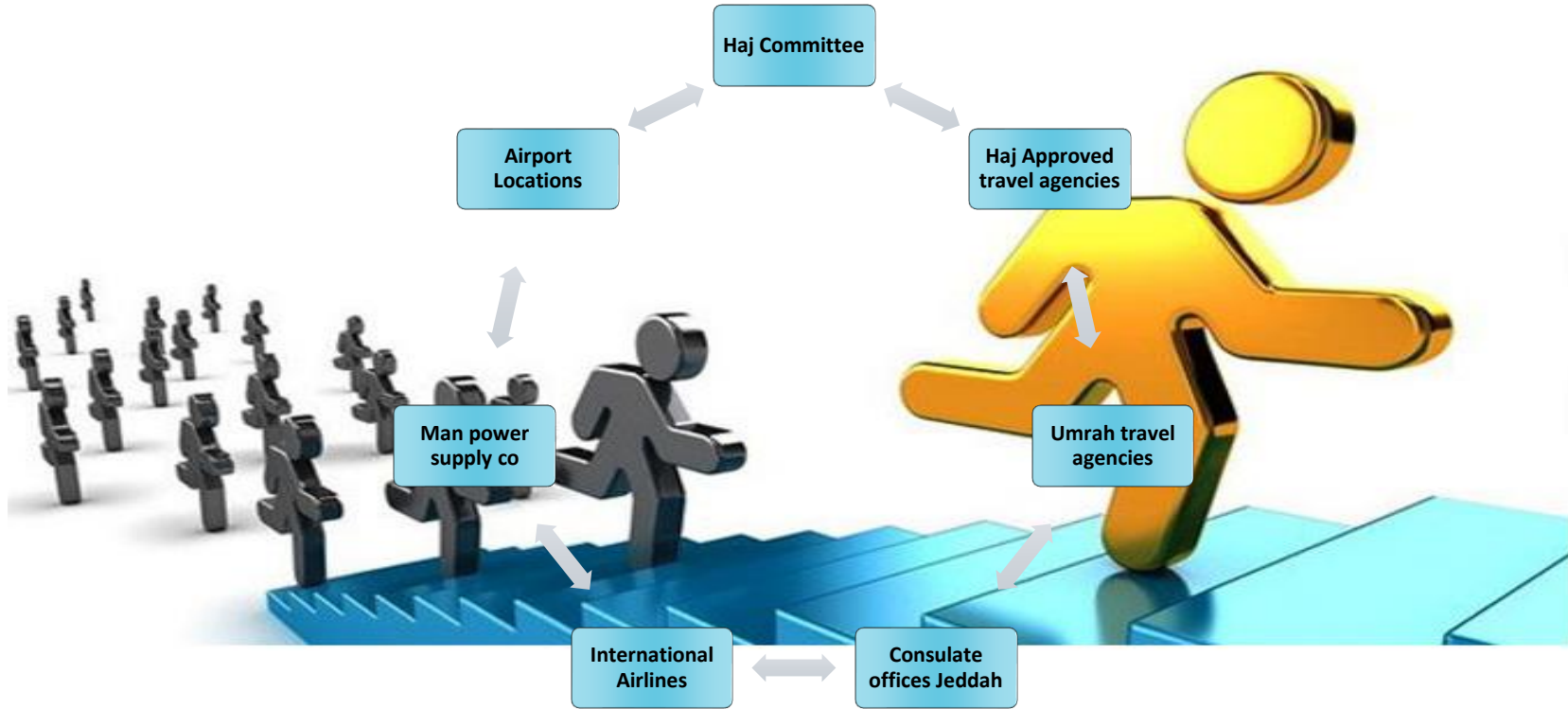
Hajj Pilgrims Shawwal to Thul-hijja

Haj Season 2019:
This year around 1.8 Million pilgrims are expected to perform Hajj

Labor Forces Whole Year

Labor Force:
Around 1.3 Million laborers enter KSA each year

How to Achieve & Manage Objectives



Our Services

01

Corporate Management - STC

- **JSC Group** is one of the most trusted Corporate Management Group provides workforce management solutions that impact our customer's culture, efficiency, productivity & profit. A dedicated small business approach in our service model provides large business benefits.
- Our previous experience with corporate culture and we are ready to work in the field of FTTH, LAN Service, Routers Enterprise sales and other products in STC Corporate, Our dedicated team members possess deep-domain knowledge and expertise across our company and the industry.
- They embody the company's high performance culture and uphold our corporate values while leading the attainment of our business objectives

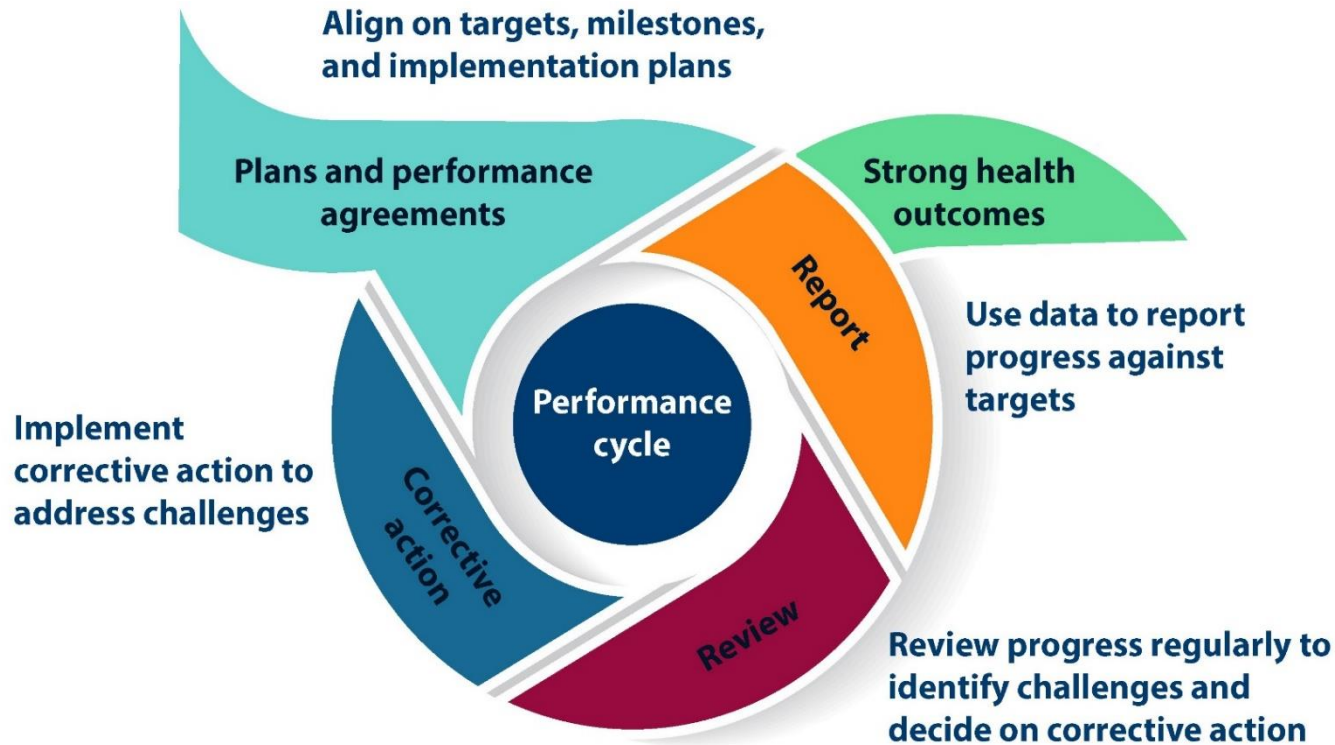
Our Services

02

Fouran - (BRAVO) - Specialized by STC

- Bravo - now FOURAN is a Digital Radio Trunking Operator in Saudi Arabia, Now part of the incumbent operator STC, JSC Group is one of the most trusted Corporate Management Group provides workforce management solutions that impact our customer's culture, efficiency, productivity & profit. A dedicated small business approach in our service model provides large business benefits.
- Being a 3rd Party partner with STC with our previous experience with corporate culture and we are working in the field of Sales and other products in STC, Our dedicated team members possess deep-domain knowledge and expertise across our company and the industry commercial processes involved in promoting and selling and distributing a product or service
- Our dedicated staff are specially trained to bring 15000 lines per year , we have focused Hospitals, Security Services, Constructions which includes NEOM projects and with our achievement and we JSC is honored to be a part of STC and Specialized.

Performance Cycle



Our Services

01

Manpower Supply

- Long term, Short term and emergency Manpower Skilled & unskilled workers (workers to managerial level)
- **JSC Group** is one of the most trusted Manpower Solution Contractor in the region. We provide Long-Term and Short-Term Manpower majorly to any small, medium and large business. We use the most efficient technology and recruitment methodology to recruit the best talents for our prestigious clients.
- “We give you the Right People for the Right Job”
- We let you focus on your core business by absorbing your recruitment tasks for our clients. With our huge dedicated workforce spread across the kingdom, large database (Inspectors, Engineers, Planners, etc. from several countries as per the project specific requirements).

Our Services

02

Catering and Food Service In Makkah and Medina

- Providing food and beverages for various occasions based on pre-agreed arrangements between customers and caterers
- The company performs full operational services for customer's central kitchens and provides them with specialized skilled team members, including Dietitians, Quality Controllers, Chefs, Kitchen assistants, and Waiters.
- In collaboration the TGCK Services for customers of its projects and other customers include a wide range of local and international dishes of food varieties that our chefs smartly design and innovate according to the requirements of each contract and which achieve the satisfaction of every customer.
- Our experienced team is professional, friendly and attentive to detail. Together we aim to make you and your guests feel like VIPs

Our Services

01

Hotel Booking and Transport Services

- **JSC Group** welcomes all the guests and travelers around the world. It offers for the visitors a variety of unique hotels. It also offers varied packages of services and suitable prices with budget for all types of visitors. In Saudi Arabia, there are lots of hotels on different categories; simple and cheap hotels with good services like cleaning services and air conditioning service, wireless Internet and more varied services. You can easily book with us to get 4-star and 5-star hotels which provide luxurious facilities and diverse services to all visitors.
- In collaboration with Local transport service live Qaid, Hafil, JSC offer the best deals for Bus booking round the clock



Goals and Motto

- Take care of all channels
- Creating new channels
- Participating in exhibitions
- International Audits
- Building relationships with partners
- Motivation partners for their efforts
- On time Salaries commission release
- Analyzing report and follow up

SWOT Analysis

STRENGTHS

We have established and maintained strong Capital Base

Aggressive and focused marketing campaign with clear goals and strategy

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WEAKNESSES

Establishing a reputation in the digital world

Facing competition from new brands

O

T

New Generation of customers appreciation at high end

Promoting new marketing initiatives and Strategies

OPPORTUNITIES

More Competitors from other business

The fluctuating prices

THREATS

The Team of JSC

108 Sales Agents
27 Sales Executives
17 Sales Supervisors
05 Area Manager

3 Operations Manager
4 Project Managers
1 Sales Director

1 Finance Controller
3 Accountants

1 HR Manager
2 HR Executives
1 Govt. Relations
Executive

1 IT Manager
1 IT Administrator

2 Office Manager
2 Helpers

Our Offices



Makkah – HO
Jeddah
Riyadh
Dammam



Thanks!

Any questions?

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