



FLOREDEST ICT GLOBAL SERVICES LIMITED

COMPANY PROFILE



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Just think it, we will create it.

Prepared by: FLOREDEST



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- Learn to Use WINDOWS 10 OS for Beginners 10
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Floredest ICT Global Services which is a Limited Liability Company concludes that under certain conditions, information computer technologies (ICTs) can significantly enhance poor people’s human and social capabilities and have a positive impact on their well-being. ICTs can enhance poor people’s individual and collective agency; strengthen their existing individual or community assets; and enhance their informational capabilities. ICTs receive meaning only if people use and enact them for specific purposes and if local communities can express control over their use by interpreting and appropriating them for their specific sociocultural realities..... 21

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ABOUT FLOREDEST ICT GLOBAL SERVICE LIMITED

GET TO KNOW FLOREDEST.

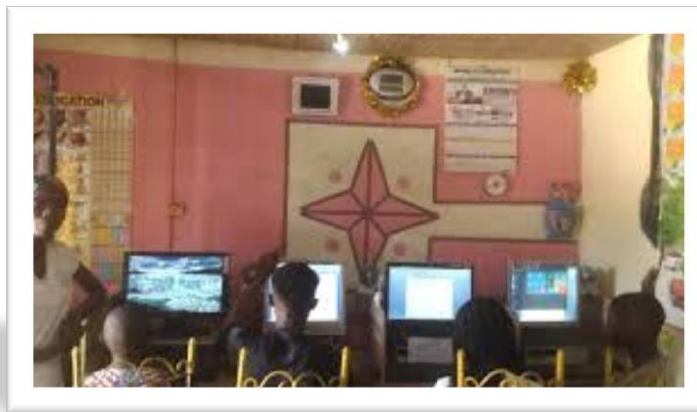
Floredest ICT Global Services is a Limited Liability Company, which deals generally with Information Computer / Communication Technology.



Floredest ICT Global Services Limited was started 2018 and was later on.. Registered with Corporate Affairs Commission with RC Number: 1850273 according to the rules of the Federal Capital Territory Abuja, Nigeria. with the aim of Offering ICT Based Services. Since inception, **FLOREDEST ICT GLOBAL SERVICES LIMITED** has made a great difference with a classic performance in training well Educated Goal-oriented ICT professionals. Floredest employs the use of Complex, Sophisticated ICT ideas from the best of minds and local Machineries which makes ICT progressive development, innovation and Education acquisition and Networking work faster and Cheaper, thereby offering you the very best in production, delivery and cheaper returns on ICT Services: –

OUR AIMS AND OBJECTIVE

1. Is to help those in Rural Areas to Acquire the Skill of ICT, with Little or No Financial Contribution by providing access to computer systems for them to learn directly from the National Information and Technology Development Agency (NITDA) whose mandate is to create frameworks for the planning, research, development, standardization, application, coordination, monitoring, evaluation and regulation of Information Technology practices in Nigeria.



2. We help those in the Rural Areas to grow personally by facilitating different methods of learning. Like Distance-learning programs which Floredest provides. Many people are using these programs to get degrees that they would not have been able to acquire without ICT. It also aims to allow the public to easily access the necessary information over the Internet.
3. Students to become competent and confident users of various ICT equipment with the basic knowledge and skills acquired to assist them in their daily lives to earn for their daily living.
4. It is to provide the Less privileged with opportunity to ICT education, for the world of tomorrow and to also have an open and flexible mind. This will help them to adjust to the inevitable future changes.
5. It Introduces children at a very young age, to basic programming, modeling and software applications to create appreciation of technology in everyday life.
6. It aims to equip people at the Villages and rural areas with the appropriate social skills required to cooperate with fellow ICT learners for a more productive learning experience.
7. It is aimed to assist students to appreciate the beauty and diversity of culture. It also aims to help students become well-cultured citizens of the modern world.

It achieves this as it facilitates the discovery and appreciation of various cultural heritages of different countries around the world. Global citizenship is fostered through worldwide networks that make it possible for people to take diverse classes, conduct business or socialize in real time, regardless of location. Geographical barriers are easily transcended, which expands awareness of the other societies and distant places.

COMPANY PROFILE

Floredest ICT Global Services Limited with **RC Number: 1850273** is a unique Nigerian I.C.T solutions Company with offices in Abuja, Nigeria, California and USA. Our modus operandi prioritizes client satisfaction and quality services at premium prices. We believe that technology solutions do not have to be out of the box. We know that various individuals or organization require technology that suites their operations.

Services: Mobile App development, PC app development, Web design, Bulk SMS, Short code SMS, Online Advertising, CCTV, Access Control, Networking, Consultancy, Procurement and Training.

We operate flexibly, focusing more on bespoke solutions which are customized to suite your need(s). After all, that is the point of technology - to meet your needs. Based on this premise, we have a unique crop of developers, who are open-minded. We can programme any PC based device. So as long as it has a computer, RAM or ROM, we can programme it. Ranging from devices like Mobile phones, CCTV, Solar based devices, Access Control devices, etc. We can design custom software or modify existing ones on these devices to give your desired result.

The word **HACKER** has been criminalized lately; however, all hackers are NOT bad. We have a digital marketing unit which handles online ads, social media marketing, bulk SMS and other methods of improving your organizations image online. We even have our own bulk SMS platform called **GREENSPEK SMS**.

Vision

To be a company to reckon with in software development and provision of customized I.C.T solutions in Africa.





Mission

We have strategically positioned ourselves to provide all aspects of desired professional, information, computer and technological solutions using proven inputs and methods. This has allowed us cater for a wide range of clients including individuals, organization and government(s) with exceptional results.

COMPANY HISTORY

OWNERSHIP AND MANAGEMENT

Floredest ICT Global Services Limited ICT extends the property rights approach to include information assets. Our theory is constructed from an enhanced set of ownership structures available to information assets and physical assets. In particular, our ownership rights of excludability are separated from rights of usability by allowing multiple firms to simultaneously own the same assets. This set of enhanced ownership structures leads us to an expanded set of incentive considerations. **Floredest ICT Global Services Limited** Hypothesized our ownership structures to real-world contracts. This comparison shows that real-world contracts do exhibit a larger set of ownership structures with respect to information assets.



OUR KEY SKILLS AREAS

OUR PROFESSIONAL SERVICES:

1. High Tech Business Ideas
 2. Social Media Consulting
 3. Bulk SMS Services
 4. Digital Marketing Consulting
 5. Email Hosting Services
 6. Web Hosting Services
 7. Domain Name
 8. Software Development Services
 9. Website Design Services
 10. Online Advertising Platform
 11. Online Add Services
 12. Online Advertisement Services
-
1. App Development Services
 2. IT Equipment Sales And Maintenance Services
 3. I nternet Café Services
 4. Ebook Writing
 5. Digital Product Sales
 6. Tech Consultant
 7. Tracking Services
 8. Computer Setup Services
 9. Online Research Services
 10. Web Banner
 11. Converting Pictures To Video Slideshows
 12. Teaching Video Editing And Media Presentation
 13. Cartoon Pictures
 14. Cartoon Videos From Your Thoughts
 15. Video Text Animation



FLOREDEST COMPUTER SCHOOL TRAINING

Floredest ICT Global Services Limited facility offers technology education classes as classified into computer training center, such as public libraries, educational institutions and some job training resource centers, typically we have computer labs and offer basic computer skills on software training as well. We specialized on ICT, however, we most likely have computer training center and we offer advanced training and preparation for professional or vendor certifications.

Floredest ICT Global Services Limited has highly dedicated tutors who are ready to deliver all the following program packages accurately to the prospective students in order to enhance their knowledge in the computerized system.

Floredest ICT Global Services Limited is a well-known school that offers a variety of online associate and bachelor's degrees, offer online computer training courses that can lead to [vendor certification](#). We specialize in computer training school and offer a wider variety of courses with several methods of instruction, though the mode of delivery varies by course. We offers several ways to attend classes:

- **Mentored learning:** We provide audio and video demonstrations, a simulated production environment and a certified instructor to give students in-person, one-on-one help
- **Online live learning:** **Floredest ICT Global Services Limited** also provides one-on-one help from an expert instructor, but in an online computer lab that meets in real time
- **Instructor-led training:** We allow students to see concepts explained and demonstrated by an instructor and then have the opportunity to practice.
- **Online anytime learning:** **Floredest ICT Global Services** is a self-guided online course that uses the same curriculum as the instructor-led training

Our courses are as follows:

- Learn to Use Corel Draw for Beginner
- Learn to Use Microsoft Excel for Beginners
- Learn to Use WINDOWS 10 OS for Beginners
- Learn to Use Internet Studies (ICT) for Beginners
- Learn to Use Power Point for Beginners
- Learn to Use Microsoft Office Word for Beginners
- Learn to Use Microsoft Access for Beginners

All prospective students are highly welcomed to Floredest ICT Global Services Limited where computer knowledge is valued and impacted.

OUR CLIENT BENEFITS

1. We allow businesses to make better decisions

Our company Floredest ICT Global Services as a Limited Liability Company has an efficient information technology system as it proves useful when we need to make certain decisions.

Whenever we are about to take a step that has high stakes especially such that could define our company's earnings, we need to have efficient information to back up our decisions. Such information can be gotten through I.C.T. We also consider our customers' reactions to our decisions and we don't pull the answers to these questions out of a hat without considering basic information gotten from research. This is more than a safety precaution in our business.

2. An advantage over competitors

We employ adequate and efficient information technology, we have the tools necessary for establishing ourselves as a pacesetter in your industry.

Floredest ICT Limited Liability Company provides adequate information about business market. We do analyze information and use it to avoid any problem that might pop up. Yes, we make sure to be one step ahead of our competitors.

3. Improved work efficiency

Our ICT standard is to give adequate information, required data, facts, research, and shared resources to improve work efficiency. The presence of necessary information helps to increase productivity and make work better. When we want to incorporate our taste into our next product, the right information lets us know what exactly to do.

Our decision-making process is easier and our work more efficient. It also reduces errors. Efficiency is important in every company and we love to interact with reliable companies.

4. It reduces risk

The subject of security in business is a serious one. Most companies, in the name of "taking risks", jump blindly into some opportunities without bothering to check their genuineness. They end up spending a lot of money before they realize that they have been duped.

We make sure that inadequate security is inevitable without reliable research from an efficient information and technology system. We use our ICT services to ensure that all data is stored and managed correctly. This will increase business security and ensure that we comply with data protection guidelines and regulations!

5. *Helps to build customer relationship*

Floredest ICT Global Services Limited ensures that the requests and suggestions of customers shouldn't be ignored. As a company that runs an efficient information technology system we know what customers' needs are and how to handle the changes in their taste. One thing we prioritize as a good business strategy is the relationship between us and our customers.

Customers like it when they know that they are being listened to and welcomed. We ensure to create a good relationship with our customers via technology. Of course, you can't talk to every customer, but with an efficient information technology system by using our social media to address issues as often as possible.

New opportunities

We have good information and technology system in place that delve us into certain areas and carry out certain research targeted at discovering new opportunities because not every expansion strategy relies on how many resources we have or how rich our company is. Some ideas for business growth actually depend on putting certain things like Information Technology in place and it also help us to avoid wasting a lot of resources.

7. *We enhance effective business management*

Floredest ICT Global Services Limited believes we can do everything. However, our information technology system that is in place enables us to manage our company effectively and reduce workload.

8. *Reduction in cost*

With the efficient use of information technology, our company lowers its cost of operation. We use past information concerning the market to lower the cost of the next production. For example, the use of websites such as Google, Bing, and Yahoo provides us with localized, starred, and advanced search results which we use to foster adequate research and discover groundbreaking methods to recreate specific development. Most companies ignore ICT information and end up wasting money

and resources but with the use of information technology, our company can identify timely opportunities such as when to go for some expansion strategies.

9. Swift Communication

Floredest ICT Global Services Limited helps us to boost our access to information in a lot of ways by dispensing information effectively with little or no stress. Communication and information is very vital to our company's growth and success.

10. Improves Safety

We ensure safety in our company. It makes us feel really relaxed and comfortable. As a business oriented company, you can see our well-defined growth in our business due to fewer health issues. A company's strength sometimes doesn't lie in its net worth but in the effectiveness of its workforce operations.

IMPACT OF FLOREDEST ICT ON THE ECONOMY

Floredest ICT Global Services Limited has provided access to information for the market men and women at their doorsteps, and have also helped in the exchange of business information's. We also proffered practicable solutions in the disparity between the drivers of technology and the inherent beneficiaries in rural areas of developing countries and also the opportunities generated as a result of convergence of ICTs. This study reveals the provision of a less expansion and efficient tools for providing cheap and efficient tools for access to information and exchange of ideas and knowledge will serve as an enhancement tool for greater socioeconomic improvement and ICT could assist in knowledge sharing and information exchange.

The role of **Floredest ICT Global Services Limited** in economic growth has a critical place in economic research; although ICT has become an active area for investment because of its dwindling cost of services and equipment most especially with the innovation of cloud computing and the investment into ICT which includes computers and their peripherals, software, and telecommunication devices. It is pertinent to note that Worldwide ICT spending is expected to exceed \$5.6T in 2021 (IDC, 2018) and the amount of money spent on Information and Communication Technology Research and Development (R&D) in the United States is expected to reach 126 billion U.S. dollars and that of other countries (Germany, Russia, China, India etc.) cumulatively is expected to reach 228 billion US dollars (Statista, 2018). The amount expended in the sector, reflects the fact that the **Floredest ICT Global Services Limited** sector contributes to



an economy by creating job opportunities where this sector leads to create new job positions in the ICT production sector or ICT providing services. In Nigeria, for example ICT sector has created thousands of jobs directly and indirectly. The Director-General of NITDA, Dr. Isa Ibrahim categorically stated that Nigeria has been spending \$2.8Billion annually for the importation of various ICT products and services (Vanguard, 2016).

A survey carried out by the International Telecommunication Union (ITU, 2016) states that Nigeria has high population density and the sector of wires and wireless communication is considered as the main sector that creates job positions especially the mobile phone sector. Furthermore, in September, 2018, a survey carried out by the Nigerian Communication Commission (NCC) revealed that the contribution of the Telecoms Industry to GDP was rated 7.7% in 2012 as against 10.43% in the second. Recently, ICT is believed to foster sustainable long-term growth as a production technology through carefully designed ICT systems (Alani, 2012). The principal function of ICT is in enabling humans, governments and organizations to transform information into knowledge as a strong driver in evolving lasting change in the economy and society (Kim, 2013; Lyon, 2013).

FLOREDEST SALES DEPARTMENT

There are many roles of **Floredest ICT Global Services Limited** in sales management but the 4 key areas we are going to focus on are:

- **Sales force Automation**
- **Data Quality**
- **Making Better Business Decisions**
- **Going Online**

Sales Force Automation

As a **Floredest ICT Global Services Limited** sales manager, it's our job to ensure our team **sells enough to hit target**. That's what we measured against. And getting our team to work as **efficiently** and **productively** as possible would lead to higher sales.

The ways we use to **alleviate unnecessary tasks** are:

- Recording sales calls and emails
- Scheduling appointments
- Arranging follow-up visits



- Updating the CRM

Floredest ICT Global Services Limited sales software such as [mobile CRM](#) with reverse reporting capabilities automatically records activity of our team with clients.

Every email sent, phone call made and deal struck is immediately updated into the system. This means the individual rep isn't required to record this information down on a notepad or forced to recall it at the end of the week, when the details are a little hazy and probably less accurate. It's recorded and updated in real time.

Artificial Intelligence (AI)

Floredest ICT Global Services Limited normally associate the term with the analyses of streams of uncharted data. While this is certainly true of the majority of AI sales systems, we have some specifically designed that aid in the recording of data for reps working out in the field.

Personal sales assistant apps such as [Cognitive](#) work like digital PA's, sat next to the driver between visits. Using natural language processing (NLP) field sales reps were able to communicate safely with the device while driving, asking it to pull up information regarding an upcoming visit, what was discussed previously, leave a comment on a past visit or even prompt the device to send an email or call and this comes in especially handy considering drivers

Geolocation

Floredest ICT Global Services Limited mobile CRM software enable us to plot sales opportunities on a localized map, based on the day's agenda and then suggest the quickest, most efficient route the rep should take.

Not only does this save the rep from having to jump from several different apps within their smartphone, but it **optimizes their time between visits**. [Time management](#) is such an underutilized tactic in sales management for maximizing the efficiency of field sales teams but also the contextual information sales rep will see on their CRM dashboards.

For example, if it detects the rep is close to an account or opportunity it might inform them of any recent issues they've had with the company. Likewise, it could be that it's been several weeks since they were last contacted, therefore recommending the field rep makes a brief stop between scheduled visits with little details like this that **make a**

big difference in not just sales efficiency, but increasing customer satisfaction too, demonstrating just how important the role of IT in sales management has become.

Data Quality

Floredest ICT Global Services Limited it's nature of work, field reps spend most of their time on the move travelling between sales calls and record is therefore done on the fly. When there's an opportune moment to jot down on a notepad the meeting's details, they might do it. Though it's highly likely it will be stored to memory for recording later on (cough* cough*).

The **role of IT in sales management** is to digitize this process and make it as transparent and visible as possible, and to achieve this is to provide field reps with a tool they can use when directly in front of a client or prospect.

User Adoption

Data quality can also be increased simply by improving user adoption rates.

Paying out for a sales management system won't automatically solve our data quality issues. It will however, make it a damned sight better! But if the system is shunned because it's too difficult to use, a common issue for field sales teams, then the ROI will be minimal. If we are **not using** the system, then there is **no quality data** left to analyze.

That's why we use mobile CRM designers to dedicate our time to building a product that field reps want to use. Small details such as how we navigate the app, the colors, fonts, layouts, feature positioning are all taken into account to maximize its usability.

Remember, the role of IT in sales management is to maximize efficiency by making their lives (and yours) as easy as possible, not the other way around!

Make Better Business Decisions

Floredest ICT Global Services Limited have established how sales technology can deliver you quality data that require the analysis of data in order to **make accurate business decisions** and probably most important of those is sales forecasting.

Going Online

Our ICT final role on sales management is to look at the one that plays when delving into sales online with the unrelenting rise of the internet, **word-of-mouth has gone**

online. Forums, blogs, Facebook, Twitter and other digital media have become the playground for consumers to comment and share their experiences about your business.

People now have access to uncut, unedited reviews directly from their desktop or mobile devices to help aid them with their buying choice. They don't even need to move off the couch.

By the time a consumer has reached us it's likely they've googled your brand site, visited a forum, listened to a colleagues opinion, searched for a realistic quote as well as read a professional publication review. All these processes have carved a perception of our brand prior to engaging you in any form of sales activity as the social conversation gets under way. So in order to remain relevant, we and our sales team are **ready to engage clients online.**

LinkedIn Navigator

Floredest ICT Limited Liability Company field sales reps are required to do their own prospecting every now and again and one of the most powerful online tools available is

[LinkedIn Navigator](#)

As you can see, the role of IT in sales management is vast. Everything from sales force automation to online customer engagement is supported by some type of digital sales technology. But perhaps the most important role it plays, especially for field sales, is that of accurate data collection. By increasing the user-adoption rates of front-line technology used by field reps it simultaneously increases the amount of real-time data managers have with which to make accurate business decisions.

OUR ICT EQUIPMENT FOR SALE





OUR ICT ONLINE SERVICES

OUR ONSITE SERVICES

Floredest ICT Global Services Limited onsite is an ICT service provider that has an existing network of technicians that can support localized ICT challenges and helps manage different areas of an organization's ICT solution, including break/fix support, assistance with special ICT projects, cabling, and more.

These are the several benefits of outsourcing some of our ICT solution, and in this blog post, we will cover the top four advantages of onsite ICT support and how it can help your business succeed.

1. Proofreading
2. Language Translation Services
3. Infographics
4. Cinematography
5. Cyber Café Services with Very Fast Network and Download Speed – etc
6. Five Minutes Digital Passport
7. Lamination
8. Binding
9. Printing
10. Graphic Design
11. Software Installations
12. Computer Repairs



13. Sales and Purchase of Computer Accessories

PROJECT AND CONTRACTS CARRIED OUT BY OUR COMPANY

Floredest ICT Global Services Information and Computer Technology (ICT) departments, manages programs and projects to become a vital matter. We prioritize our ICT departments work, and our staff for our workloads, is in transition. Some Chief Financial Officers (CFOs) consider the cost of core ICT personnel a luxury, as some line of business managers. As a result, ICT often finds itself under constant pressure to defend its headcount. One way we deal with such pressure involves allocating dear ICT resources only to mission critical and/or revenue producing activities, and then to outsource the handling of non-mission-critical applications (Qinn, 2005). Project contracting is a facet of such a business need. As we will discuss later in this paper, often Project Dependent organizations commission the delivery of some projects or subprojects to Project Driven organizations. The *PMBOK® Guide*, namely, *A Guide to the Project Management Body of Knowledge* (Project Management Institute, 2004), particularly with reference to chapter 12 – *Project Procurement Management*, covers the knowledge implied by contracting a project. However, in our experience, the management of contracted projects by commercial Project Driven organizations requires specific issues which are sometimes not specifically addressed by the *PMBOK® Guide*. This paper aims at clarifying the difference between project management in Project Dependant vs. Project Driven organizations, presenting the case of a large Italian ITC services company. Lessons learnt will also be discussed.

Project Driven and Project Dependant Organizations

Floredest ICT Global Services Limited views other organizations from the perspective of Project Management importance for their core business; Archibald (Archibald, 2004) makes a distinction between Project Driven and Project Oriented organizations:

- ✓ *“Project-Driven” organizations*
 - Project Management services is our core business.
 - Growth strategies are reflected in the type, size, location and nature of the projects selected for bidding, as well as the choices made in how the required resources will be provided (in-house or out-sourced) to carry out the projects, if and when a contract is awarded or the project is otherwise approved for execution.

- ✓ “Project-Dependant” organizations
 - Provide goods and services, and not primarily projects, as their core business.
 - Projects within these organizations are primarily internally sponsored and funded.

The same logical separation for project management organizational types is given by Kerzner (Kerzner, 2001, pag. 24–26), who uses the terms: “Project driven” and “non-Project driven”. Examples of Project Driven organizations include:

architect/engineer/constructor, general contractor, specialty contractor firms; software development firms who sell their products or services on a contract basis; telecommunications systems suppliers consultants and other professional services firms; other organizations that bid for work on a project-by-project basis.

Project Management Contracting

Floredest ICT Global Services Limited has carried out a large number of projects under contractual arrangements. In this case, contractual agreements are set-up between a customer organization, who organizes project goals, scope and financing; and a contractor, who oversees the actual project delivery effort. The contractor, in turn, can work with sub-contractors, each of whom specializes in a particular delivery area of the project. Sub-contracting is regulated by national laws and often there are limitations to the amount of sub-contracting that is allowed. For large projects, it is not rare the case of joint ventures or temporary contractors organizations.

We normally do a project negotiation starts after the client’s statement of work (SOW) has been analyzed by the seller and a proposal have been supplied to the buyer. When the contract is issued, it refers to both the SOW and the agreed proposal documentation, which, among other things, expands the SOW and proposes actual durations and costs. Producing reliable proposals needs good understanding of many aspects, such as: the customer requirements and assets; type of contract; risks involved; technologies to be used; external conditioning, e.g., the availability of products to be integrated; and so forth. But, first of all, experience and knowledge at various levels are needed: contractual, managerial and technical. Not always such experience is available for all aspects of the proposal preparation, even if present somewhere in the selling organization or can be found outside. If possible, the project manager of the proposal

preparation should become the project manager of the contracted project, if the bid is won.

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Just think it, we will create it.

CONCLUSION

Floredest ICT Global Services Limited concludes that under certain conditions, information Computer technologies (ICTs) can significantly enhance poor people's human and social capabilities and have a positive impact on their well-being. ICTs can enhance poor people's individual and collective agency; strengthen their existing individual or community assets; and enhance their informational capabilities. ICTs receive meaning only if people use and enact them for specific purposes and if local communities can exert control over their use by interpreting and appropriating them for their specific sociocultural realities.

The study illustrated that the most immediate and direct impact of ICT programs on people's well-being is the personal empowerment of the most marginalized groups, such as indigenous women, whereby the newly acquired ICT capabilities provide women with a sense of achievement, significantly strengthening their self-esteem. The role ICTs play in enhancing people's well-being remains significantly limited by the broader structural barriers of extreme poverty and social exclusion of poor communities in Bolivia.



ICT is an essential and a widespread means to perform meaningful task in modifying and modernizing present educational systems and the mode of learning. Not just education, it is a valuable part of several aspects of the daily lives. ICT is basically a technology that helps to obtain access to information.

