

A large, abstract graphic composed of overlapping, semi-transparent geometric shapes in various shades of teal, blue, and lime green, creating a dynamic, layered effect.

**Lopworks Limited**  
A Choice IT Solutions Company

# COMPANY OVERVIEW



## Lopworks Limited

A Choice IT Solutions Company

Lopworks Limited is an IT Solutions company adept at consulting, integration and IT Advisory services. We provide services to small, medium and large enterprises in different markets including finance, education, engineering, energy, government or hospitality industries. Our team is comprised of experts in various fields of information technology. Based on our combined skills and years of experience, coupled with continuous training to keep up with emerging technologies, we pride on having a high calibre of resources capable of delivering projects involving various bespoke technologies.

To ensure our customers' requirements are adequately satisfied, we partner with key players in the industry and maintain relationship with a number of distributors. Our goal is to provide services that meet business needs while using optimum technological solutions.

Our technology focus includes

- Business Applications
- Hardware Platforms
- Network Infrastructure

Our service offerings are broadly classified into Professional and Consulting services. Lopworks professional services offers technical skills to implement or support a solution at any stage, right from inception to post-delivery. Our consulting engagement brings vast experience in advising on the status of your IT infrastructure and also propose solutions to increase your business productivity.

## Our History, Mission and Objective

In May 2003, **Lopworks Limited** was registered in Nigeria but only started operations in the country in October 2006. However, in June 2004 it was registered as a Limited Liability Company in England and Wales, while in 2007 it was registered in Ghana. Amongst early clients were top global investment banks where network resources were contracted to work in deploying data centres.

With operations commencing in Nigeria during 2006, the company focused on grooming young talents in the field of networking mostly on Cisco System solutions. Two Cisco Certified Internetwork Experts (CCIE) were produced in the first year of grooming with few more experts groomed in subsequent years. Lopworks has since then continually attracted industry's best talents in the networking field.

Our unique and sincere mission, which has been demonstrated several times to our clients is

**“To work with our clients in proposing an optimum and highly efficient solution required to specifically meet their business needs”**

With a growing confidence in our delivery methods and capability to handle even the most demanding work within our offering space, we are constantly reassuring our clients of our business goal

**“To build a clientele of highly satisfied customers around Europe Middle East and Africa (EMEA) region who work with us as their preferred IT Consultants ”**

# KEY PERSONNEL

## Ademola Osindero, CEO & Consulting Director

An experienced network expert who worked in several industries including consulting, finance, Oil and Gas. His career in Information Technology spans many years having worked with Schlumberger as a Geomarket Consulting Manager; Citigroup and Barclays Capital EMEA as a Network Consultant. He holds a degree in Electronic and Electrical Engineering from Obafemi Awolowo University and a graduate degree from King's College London where he researched on Mobile IPv6 protocols. Ademola has an Executive MBA degree from Hult International Business School, a global business school.

His professional qualifications include Cisco Certified Internetwork Expert (CCIE#10030) and has expertise in voice architecture, security, data centre networking, infrastructure and emerging technologies



## Joseph Offei, Consulting Partner

A network expert with diverse international experience that includes primarily consulting for US government sector. He served as a critical resource to several Cisco Partners focusing on government business, including AT&T MNS, GTSI, and Apptis Inc. He served in a sensitive capacity as a Lead Architect for US Department of Defense mission-critical infrastructure across South West Asia Theater of War that encompasses Kuwait, Afghanistan, Bahrain, Qatar, Iraq, and Djibouti.

Joseph completed his baccalaureate from Fairfield University then served in the US Marine Corp for 6 years before transitioning to IT. His certifications include Cisco Certified Internetwork Expert (CCIE #10201) in Routing & Switching/Security, CISSP, and CCVP.

## Adebunmi Imie, Business Development Manager

A versatile marketer with core background in engineering, she has a career spanning well over a decade in Engineering, Sales and Marketing. She has handled several key accounts, championed many marketing campaigns and managed a number of Account Managers. Prior to moving fully into Key Account Management, she worked as a voice network specialist deploying several PBXs and voice processors from Panasonic, Alcatel and GSM allied products, taking projects from inception all through to commissioning.

Adebunmi holds a degree in Electronic and Electrical Engineering from University of Ibadan along with a number of Cisco sales and networking professional certifications (both CSE and CCNP).

# KEY PARTNERS

## Industry Relations

Partnering with both technology players and our esteemed clients is at the heart of our business success. We cherish our partnership as we believe collaboration with all parties delivers sterling performances that are only achievable through synergies. We have established partnerships at various levels with several IT Original Equipment Manufacturers (OEMs), Software Vendors and Service Providers to ensure we deliver the right mix of solutions for our clients. Some of our current OEM partners include



## Diverse Clientele

Our diverse clients cut across several vertical markets, differ in sizes and needs. We have worked over a decade to continually exceed the expectations of our clients while delivering the most intricate solution. In all our engagements, our pragmatic and focused delivery methods lead to resounding success that all our clients repeatedly testify to. As a company with IT Project delivery record par excellence, we have 100 percent project success rate. Some of our clients include

### Finance

Access Bank, FCMB, Guaranty Trust Bank, Union Bank  
Premium Pensions, Sigma Pensions, FBN Quest  
African Reinsurance

### Government

Securities and Exchange Commission, Central Bank of Nigeria,  
Corporate Affairs Commission, Nigerian Army

### Education

Federal Polytechnic Ilaro

### Industry

Cadbury, Vitafoam

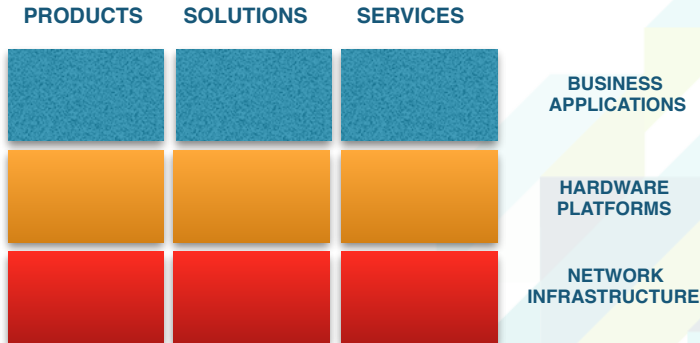
### Other Markets

Transcorp Hilton, Intercontinental Hotel Group

# IT OFFERINGS

## Business Models

Our IT offerings are modelled around a matrix of Products, Solutions and Services cutting across Business Applications, Hardware Platforms and Network Infrastructure.



LOPWORKS IT OFFERINGS MODEL

From our IT offerings model, a key number of products from our key OEM partners have been adopted in building specific solutions for our clients. To support these solutions and extend our expertise, we constantly train resources to thoroughly understand the solutions and come up with best of breed designs. Through rigorous testing in our laboratories and software testbeds, we emulate these designs in controlled environments and build stable, ready-to-deploy solutions for production environments.

## Professional Services

Technical skills to support your business

Skilled resources mentored and experienced in implementing various solution offerings are provided for clients to deliver IT Solutions.

- \***Integration** - Design, supply or implement applications, networks or hardware from various OEM or Service Providers.
- \***Resourcing** - Offer skilled resources on short or long term engagements to clients needing onsite resource for projects;

## Consulting Services

Invaluable advisory from experts

We are actively involved in delivering consulting services across several IT fields. Our expertise in different IT subject areas come to fore as we engage on new or existing IT fields. Some of the architectural frameworks or methodologies we employ across our business model verticals are either developed by our Consultants or adapted from industry standards.

- \* **DIOS** - Design, Implement, Operate and Support. A total delivery model that allows providing service for an end-to-end IT Solution.
- \* **Network Lifecycle Model** - Audit, Assess, Advise, Implement, Operate. An engagement model applied to networks at any stage.
- \* **Agile Development** - Employ Scrum Methodology to develop software or implement any IT solution that is agile in nature.

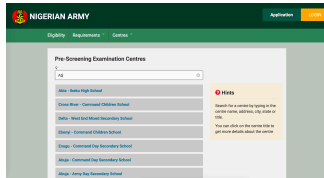
# IT OFFERINGS

## Business Applications

### Software to drive businesses

Businesses need applications to drive their processes and operations. These applications are either fully built and ready for integration into a client's infrastructure or require a fresh build from ground-up. Our Business Applications offering empowers any business to have off-the-shelf applications readily integrated or custom built applications delivered in record time.

- \* **Application Integration** - Design and integrate applications from IBM, ProcessMaker, SuiteCRM and other OEMs we have partnered.
- \* **Application Development** - Build Mobile and Web applications using agile methodology to rapidly capture requirements and develop apps.



Recruitment Portal

## Hardware Platforms

### Systems for technology

Hardware requirements are changing from the traditional physical servers to cloud based compute resources. Clients deploying hybrid or private clouds still require physical but powerful hardware infrastructure along with cloud automation tools. As the technology evolves, we continue to build optimum systems for data centre infrastructure

- \* **Storage and Servers** - Deploy a mix of storage, server and High Performance Computing solutions from QCT, Dell and HPE.
- \* **Cloud Platform** - IBM Infrastructure as a service (XaaS) and Bluemix (PaaS) offerings, provide public and hybrid cloud deployments.



Ultra-Dense Multicore Server

## Network Infrastructure

### Network foundational components

Network components provide the underlying layer for flow of data traffic between different operational locations. Either within a campus or over an extranet, business data exchanged over a network transmission layer is subjected to the capacity, security and performance of the network. Our strength in network designs allows us to implement formidable networks.

- \* **Datacenter Networking** - DC Security from Fortinet, F5 and DC Networks from Cisco, Edgecore, Cumulux, Bigswitch (SDN).
- \* **IP Collaboration** - VOIP (Toll Bypass), IP Telephony (SIP or Skinny), Voice, video and web conferencing using Cisco, Vidyo et al.



Network Security

# PREVIOUS EXPERIENCES



## Access Bank

### Delivering IBM Enterprise Service Bus

Lopworks Limited engaged with Access Bank to design, develop and integrate IBM Integration Bus - an Enterprise Service Bus (ESB) - as a central nerve to connect all the bank's enterprise applications. As a middleware, IBM Integration Bus connects a number of provider applications that reside within and outside the bank's infrastructure as supplied by third-party application providers. These provider applications are required by different client applications either used by internal banking users or external customers. The deployed ESB delivers interfaces that client applications connect to in order to access any provider service without having direct access to any provider applications. Multiple services are also aggregated into fewer interfaces to drastically reduce the number of integrations required for any client application. With this Service Oriented Architecture (SOA) implementation, Access Bank now becomes extremely responsive in responding to any business requirements to integrate a new service or client application.

To implement this ESB solution for Access Bank, Lopworks Application Development Team worked with IBM Lab Services and the bank's Development Team to successfully deliver all the core interfaces in a record time.



## Union Bank

### F5 ADC Keeps Applications Running

Lopworks Limited works with Union Bank to continually integrate multiple critical banking applications on F5 Application Delivery Controllers in order to achieve high availability and improve performance across several banking services. Business Applications running on several servers or deployed as multiple virtual instances are load balanced through F5 Application Delivery Controllers (ADC) to provide high availability. As demand for user traffic grows and additional servers are required to scale the applications, the bank's F5 infrastructure readily supports increased performance scaling. In addition, F5 GTMs, now called F5 DNS Managers, are deployed at both HQ and DR locations, to automatically fail over user traffic to either locations during disaster recovery. This entire setup tremendously improves the uptime of all banking services and in effect translates to improved service delivery. As Union Bank transforms its entire IT Infrastructure in alignment with its new transformation strategy, F5 ADC constitutes a critical component.

Our experience across the whole spectrum of network, systems and applications continue to play a vital role in our F5 delivery capability. Lopworks Network Team implementing F5 solutions have expertise across these multiple domains.



# PREVIOUS EXPERIENCES



## Nigerian Army

### Custom Built Recruitment Application

Lopworks Limited developed the entire platform used to handle the online recruitment of Nigerian Army recruits. The platform was fully developed as a robust web-application to meet clear requirements defined by the Nigerian Army and deployed online using a resilient architecture. With the platform optimized to support high traffic users, over 200,000 applicants successfully access the recruitment platform during an exercise. To build the web platform, using our agile development methodology for custom applications, key stakeholders within the Nigerian Army administration office were engaged to fully capture requirements. As requirements were defined in a backlog, the web application features were broken into user stories and developed in short sprints to allow frequent customer feedback. Working under very tight time constraint, Lopworks successfully delivered the platform in readiness for the recruitment exercise while it continually worked on developing more features required to enhance the user experience and platform administration.

Our unflinching customer service support to applicants and NA administrators throughout a recruitment exercise helps to assure quality delivery and exceed expectations from our various stakeholders.



## Securities and Exchange Commission

### Audit Review of Network Service Implementation

Lopworks Limited carried out an audit review of the Network Services deployed at Securities and Exchange Commission (SEC) during their massive IT infrastructure upgrade. The entire IT upgrade involved several facets but all relying on a functional foundational network infrastructure. In carrying out this consulting service, we embarked on standard processes defined for the Audit, Assessment and Advisory phases of our Network Lifecycle Model. Details of information on the deployed network services were gathered, reviewed and verified to ensure conformance. This covered physical network layer, network devices, unified communications including call centre, wireless infrastructure and network management. Working with the implementation partners, non-compliant configurations were remediated and brought back to standards, while room for improvement were also identified for the commission to look into. With this audit review completed, SEC has a certified assurance of the quality of their Network Service implementation in meeting their set requirements.

We have Network Experts that are certified at the highest level of various networking fields who were engaged in reviewing the different components deployed at SEC. The deployments were compared in most cases with the best of breed standards.





# CONTACT INFORMATION

## Contact Us

**Lopworks Limited** currently runs from the following locations to service our clients at close proximity.

### Nigeria

29 Ago Palace Way,  
Okota, Isolo,  
Lagos.



3 Olaletan Street,  
Off Onigefon Road,  
Oniru, VI Extension,  
Lagos.

5 Madina Close,  
Off Dar-es-Salam Street,  
Wuse 2,  
Abuja

Tel: +234 1 342 2633  
Email: [info@ng.lopworks.com](mailto:info@ng.lopworks.com)  
Web: <http://www.lopworks.com>

## Sales and Support

Our sales and support teams may be reached through the contact details below:

### SALES

#### Nigeria

Tel: +234 1 342 2633, (0709) 812 1505  
Email: [sales@ng.lopworks.com](mailto:sales@ng.lopworks.com)

### TECHNICAL SUPPORT

#### Lagos Support Desk

Tel: +234 (0709) 812 1505  
Email : [support@ng.lopworks.com](mailto:support@ng.lopworks.com)  
Web: <http://support.lopworks.com>

Opening Times: 0900 - 1700HRS (GMT+1)  
Opening Days: Monday To Friday



**Lopworks Limited**  
World Class IT Offerings

