

MDIC

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Think Telecom



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About Us

MDIC is unique. We create results and promise a tailor-made approach that fits the specific telecom and business needs of each and every client. We align their objectives with our incentives and collaborate to unlock the full potential of their business. **Our clients are our partners.**

We are a management consulting company, combining telecom consulting and telecom management, under one team. This **integrated approach** brings these areas of expertise together, transforms businesses and assists them in adopting digital transformation strategies.

At MDIC keeping our promises is key. We operate in the toughest conditions and in some of the most difficult locations on earth making us a leader in this niche market of the Telecom industry. MDIC adopts a hands-on approach where local market constraints are well understood and handled by an international and local team ensuring that our clients' objectives are constantly met. We provide our clients with solutions in all fields of corporate consulting: strategy, management, organization, processes, and HR management.

Over the past decade, we have been supporting communications service providers in Africa, Eastern Europe, Central Asia and the Middle East. We were able to help these companies improve their competitiveness and their sustainable performance capabilities along the entire value chain with the aid of innovative technologies.

Today's global connectivity and the ever-expanding networking of people generated by mobile communications is causing major technological challenges, thus affecting how business is carried out across all industries and sectors. Customers, products, and companies are connecting with one another via apps, various communication platforms, and social networks. That's why linear value chain is fast becoming obsolete. It is being replaced by **value networks**, which are horizontally and vertically integrated. This is where we support our partners in various ways, with our team of consultants leading them in making optimal use of the new technologies to meet their specific requirements. Our management and technological competence will accompany them toward the new **digital economy and connected world.**

Why MDIC?

We have every tool in the toolbox

MDIC is the company that can in the telecommunication industry with a customized approach to fit the specific needs of every client no matter how big or small.

MDIC's signature approach led the team to operate and execute successful telecommunication projects in geo-economically challenged markets, in developed and emerging markets alike.

MDIC'S ability, not only to deploy quickly, but to also successfully set up and operate telecommunication projects in conflict areas makes MDIC a leading boutique telecom company in its field. Being a boutique firm means, we are committed to ensure that our partners get the top-level management engagement, access and support they deserve. It guarantees high-level performance and expertise at their disposal.



| Our Clients Are Our Partners

Our Expertise

New strategies and management models are crucial for today's digital economy. We advise our clients through an integrated approach which gives due account to technical feasibility while our team develops successful solutions. We employ our technological competence to monitor our client's progress and operations right through to the final implementation phases. Our aim is to see our clients succeed; our guarantee is a proven track record for excellent processes and efficient organization.

We help clients grow their revenues by developing and deploying innovative services and digital platforms, such as: Mobile Financial Services (MFS), Customer Value Management (CVM), Mobile IoT, M2M, and IP services. The MDIC team has a versatile experience, substantial technical and business management background and a broad set of expertise in the telecom industry. Our A team, comprised of 80 plus experts, is always ready and our external network of over 150 telecom top professionals has well established credentials in the industry.

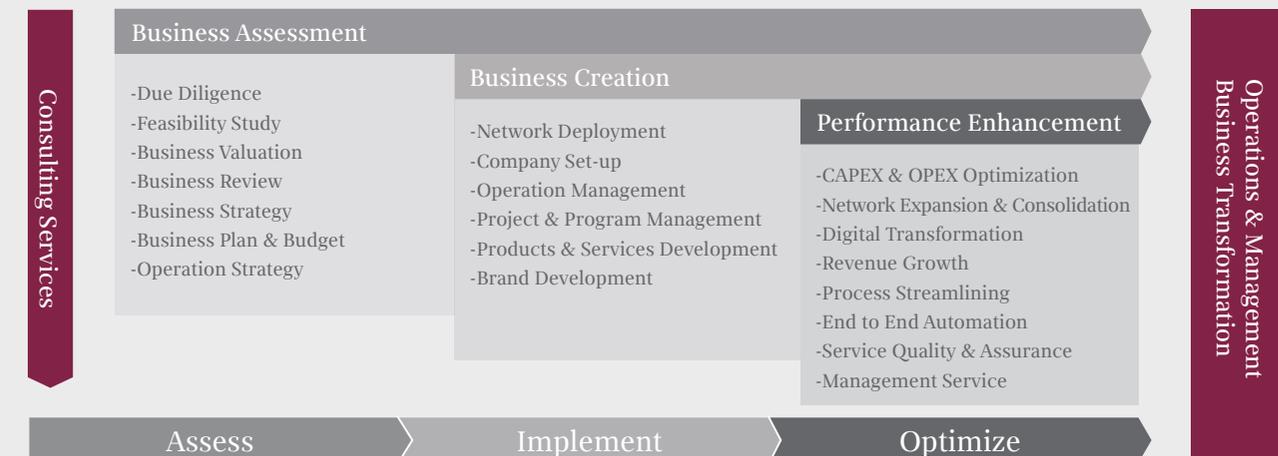
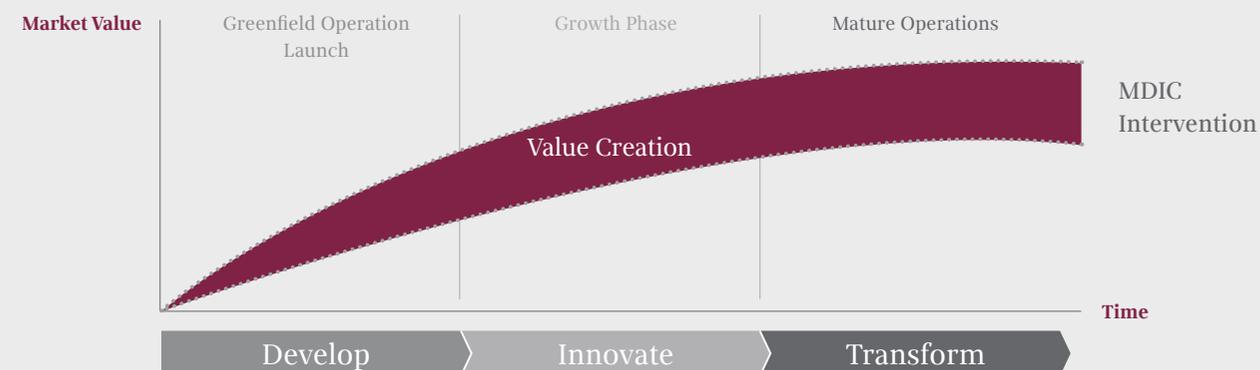
Our Expertise

Our Services

- Investment Strategy & Valuation
- CSP: Launch & Modernize
- Business Consulting
- Operation Consulting
- Strategy & Organization
- Due Diligence & Business Review
- Project & Program Management
- Regulatory Consulting

MDIC Unique Capabilities

- Quick Team Deployment
- Multi Layer Experience
- Fully Integrated, Cost Effective Approach
- Exceptional Market Knowledge



Our Markets

Our business portfolio focuses on markets in which we have impressively evidenced our expertise in information and communications' technology.

Thanks to past performance in strategic and operational work in various telecom industry projects, our consultants have detailed knowledge of the challenges facing our clients. Our subject matter experts bring with them competence in conjunction with the knowledge of just how ICT is relevant for any business.



Who We Serve:

- CSP: In need to improve their existing business
- Investors seeking:
 - Operator competence for privatization or start-up's
 - Outside expertise for acquisitions
- Governments privatizing telecom assets
- Vendors looking for operational expertise
- Consulting firms requiring specialized support
- Financial Institutions seeking telecom expertise
- System Integrators in need of Telecom support
- Developers & ICT planners looking to integrate smart city proposals

| | |
|-------------------|--------------|
| Afghanistan | Lebanon |
| Armenia | Liberia |
| Belarus | Malawi |
| Central Africa | Mali |
| Chad | Morocco |
| Equatorial Guinea | Oman |
| Gambia | Qatar |
| Ghana | Russia |
| Ivory Coast | Rwanda |
| Jordan | Saudi Arabia |
| Karabakh | Sierra Leone |
| Kuwait | South Sudan |

How We Do It

MDIC has packaged its knowhow in designing a proven and standardized operation production process modeling that features:

- Flexible framework
- Efficient program management
- Process based
- Guaranteed results
- eTom compliant model
- Adherence to International Standards

**Telecom
Solutions
Reinvented**



Our Executive Team

Our Executive Team



**Hussein
Rifai**
Founder | CEO

Under his able leadership, MDIC has established a track record in building and transforming telecom operators, in negotiating licenses and vendor agreements, in performing audits and business valuations and in managing merger & acquisition transactions in the hundreds of millions of USD.



**Bassel
Rihani**
CCO

With over 25 years of experience in the set up, start up and establishment of telecommunication companies, Bassel currently leads the commercial teams of 4 regional offices across Asia, Middle East and Africa. He handles the marketing, sales and customer care of all the operations across regions.



**Youssef
Eid**
CBDO

Youssef has over 25 years of experience in the telecom industry with an established track record and deep knowledge of the African, Middle Eastern and Eastern European markets. Youssef focuses on business development, building corporate relationships and promoting MDIC services.



**Ali
Daoud**
CFO

With over 17 years of financial and accounting experience, Ali currently manages the operations' reports, the financial modeling, business planning and assessment of business prospects as well as providing a remote and onsite support for MDIC operations.



**Lucienne
Hanna**
CHRO

Lucienne has over 25 years of experience, including 12 years in strategic human resources management and executive headhunting. Lucienne's expertise covers the following: people development, employee engagement, reward management and organization transformation for multinational companies.



**Ali
Rifai**
CTO

With over 20 years of experience in the rollout of wireless networks, including but not limited to GSM, 3G and LTE. Ali handles the management of complex rollout, RFP tenders, frame contracts negotiations with telecom vendors and operations of telecommunication and IT networks.



The Telecom Company That Can

Get In Contact

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