



Company Profile

2019

SECURE PAYMENT GATEWAY

37 Mohammed Road, Taif Block 22
11111 Khartoum, Sudan

E-mail : Info@soluspay.net
Website : soluspay.net

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SOLUS PAY, Secure Payment Solutions.

Solus Pay is considered as one of the most fast growing exceptional companies in the field of electronic payment in Sudan, Supplier of payment solutions ranging from point of sales and payment cards to cash registers with built in POS.

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INTRODUCTION

Dear customers,

Our Company purpose, to provide the best payment solutions for banks, companies and elevate the state of electronic payment in Sudan.

Electronic payment is very difficult business and has many intrinsics that goes beyond what any company can handle alone, especially when the tools and resources provided are out of date and with power customer experience; we plan to change all of that. We plan to aid banks and companies with their E-payment needs. We plan to give electronic payment a new vision and face in Sudan.

Sincerly

TILAL OSMAN

(Manager)



About us



Solus Pay operates as service provider of electronic payment processing solutions to businesses and banks in Sudan. Its solutions include supplying a middleware, credit card processing; loyalty programs, conversion, and guaranty services; online transactions, mobile payment processing; wireless processing; virtual terminals; POS terminals; check acceptance readers; credit cards; debit cards; loyalty cards and many more. The company serves sudanese banks, companies, governmental facilities and others.

A hand holding a red loyalty card over a laptop keyboard. The card is red with white text that reads "DE BURRITO LOYALTY CARD" and "TILLA.CO.UK". The background is a blurred laptop keyboard and screen.

Overview

Previously working under the name of Advanced Computer & Telecommunication Systems (ACTS) which was established on February 1992 to provide high quality services in computer and telecommunication field. Our expertise extends from information and communication technology (ICT) consulting and advisory services to system integration, Security, infrastructure project management and best-of-breed technology solution deployments.

We rebranded to aid the Sudanese banks and business owners on venturing onto a new age of payment. Our goal is to provide a highly scalable payment gateway that can handle tens of thousands of concurrent requests. Currently, we are only interfacing with EBS, but we plan to cover other private switches as well. We seek to help you in every part of your electronic payment system through the use of our:

- ◇ EBS simulator (you can use it in during your development phase).
- ◇ QA developers that can help you during your tests.
- ◇ Programmers who will write your clients applications, whether they're mobile, or POS.
- ◇ Expertise on constructing a business model.

Company Overview

Our mission and vision

To build long term relationships with our customers and clients and provide exceptional payment services by pursuing business through innovation and advanced technology.

A regional and global leader in electronic payment – our vision gives us a sense of direction and destination. It captures our aspiration of being the best in everything we do. It is the basis for what we all stand for as one company. Our vision and our values guide the choices and decisions our employees make every day.



Our values

We believe in treating our customers with respect and faith• We grow through creativity, invention and innovation. • We integrate honesty, integrity and business ethics into all aspects of our business functioning

Our objectives

- ◇ The best in-market solution, both in terms of software and hardware.
- ◇ Integrated solutions which includes:
 - ◇ the most secure and feature full middleware
 - ◇ Intuitive UI and great UX for all of our products
 - ◇ After sales services, spare parts, training for your staff, help disk, issue tracking system, etc
- ◇ Be the number 1 card supplier in Sudan, perhaps Africa.
- ◇ After sales services, spare parts, training for your staff, help disk, issue tracking system, etc.

Our Services

Point of Sales

We have a variety of point of sales, each with their different uses, capabilities and features tailored to suit the needs of people of Sudan.

Middleware

Solus Pay is an e-payment gateway system. It implements most of EBS's services with clear emphasis on scalability and a maintainable code.

Card Factory

We seek to give our clients a completely different experience through our cards, an experience that makes them feel as if these cards aren't your typical Sudanese Banking cards.

Maintenance

Our services doesn't end just by selling you the product, it continues on; we offer free of charge maintenance services when purchasing or renting POS from us.

CONTACT US: +249-925-343-834 OR INFO@SOLUSPAY.NET

The main team

TILAL OSMAN

Chief Executive Officer

Former manager at the Bank of Sudan, well-informed and educated businessman who thrives to push the new techn

T.osman@Soluspay.net

MOHAMMED YOUSIF

Chief Technical Officer

Former engineering director of Morsal. He solved all of the nagging details he found in his previous system and offered a product that suits both engineers as well as our clients.

adonese@soluspay.net

ALHADI SAAD

Commercial Manager

Has been working in the field of e-payment before it was even introduced to Sudan,, Outstanding member with charismatic energy and wise mind.

a.saad@soluspay.net

AMJAD EBDEEN

Senior Account Executive

M.B.A in the University of Khartoum, an engaging personality well known for his knowledge in company management and GIS Systems.

a.ebdeen@soluspay.net



Professional crew members

The team is considered to be the only team to be involved on the whole development cycle; planning for the features, implementing them and running them. We want, by offering our consultancy and unique software solutions services, to help newcomers to get the most out of this business. We aim to solve every single problem in very

innovative way **as well as help others learn from what we have been doing. The services we are offering are unparalleled and we are very delighted to work with you.**

Solus Middleware

It is definitely not a replacement for EBS, if anything we embrace the use of EBS and its role as a unified switching system. But, we aim to provide a thin wrapper around EBS functionalities that can be exposed to both POS and mobile applications. A starting point where you can write your business logic. It is free and open source built using Go. noebs encapsulates many of the things I learned while working with a full fledged payment gateway. It is very fast and robust and doesn't get on your way while using it. The design of noebs makes it very simple for the developers to work with and extend it. It is not opinionated, we assume that the developers know better what their business needs and tailor noebs to their requirements. You can add as much of other middlewares as you wish; be it a logger, sms gateway or any other service. We highly encourage you to adapt this microservice architecture, where the whole application is layered on top of each other's.



Vendor and hardware specs

Quality. First and foremost. This is our motto and this is what we are offering. The best in-market devices that can achieve our clients get the most out of their business

A) Smart POS

1) AISINO A90

Model Name	AISINO A90
OS	5.1 security os
Display	5.5 inch
Support Card	Mag-card,IC card, Contactless Cards
PSAM Card	1 slot, comply with ISO 7816
Physical	200mmx80mmx56mm(L,W,H); Weight: 418g(includes battery)
Processor	64-bit 4 cores,
Memory	1GB DDR3 + 8GB Flash
Printer	High speed thermal printer
Radio	Wifi, 2G/3G/4G
SIM Card	1 slot, support 1.8V, 3.0V card



AISINO A90

2) AISINO A70



Model Name	AISINO A70
OS	Android 7.0
Display	5inch
Support Card	Mag-card,IC card, Contactless Cards
PSAM Card	1 slot, comply with ISO 7816
Physical	223mm*81mm*64mm(L,W,H); Weight: 415g(includes battery)
Processor	64 bit ARM A53 quad-core CPU
Memory	1GB DDR3, 8GB FLASH
Printer	High speed thermal printer
Radio	WiFi/3G/4G/CDMA/GSM/GPRS, WiFi 802.11a/b/g/n, BT4.0
SIM Card	1 slot, support 1.8V, 3.0V card

2) SZZT KS8223

Model Name	SZZT KS8223
OS	Android 5.1
Display	5.5 inch
Support Card	Mag-card,IC card, Contactless Cards
PSAM Card	2 slot, comply with ISO 7816
Physical	219mm*89mm*67mm(L,W,H); Weight: 550g(includes battery)
Processor	ARM9 Cortex A7 Quad CPU, 1.1GHz
Memory	1GB DDR3, 8GB FLASH
Printer	High speed thermal printer
Radio	Wifi, 2G/3G/4G
SIM Card	1 slot, support 1.8V, 3.0V card



4) MJ S1000



Model Name	MJ S1000
OS	Android 4.x
Display	4.5 inch TFT + TP
Support Card	Mag-card,IC card, Contactless Cards
PSAM Card	1 slot, comply with ISO 7816
Physical	180mm*80mm*50mm(L,W,H); Weight: 928 g(includes battery)
Processor	ARM Contex A9 1GHZ dual-core CPU
Memory	512M/1G byte DDR3 SDRAM, 256 KB FLASH
Printer	Thermal, 8dots/mm,50mm/s, roll paper 58mm x 30mm
Radio	WiFi/3G//CDMA/GSM/GPRS, WiFi 802.11a/b/g/n, BT4.0
SIM Card	2 slot, support 1.8V, 3.0V card

B) Linux POS

1) Aisino V71

Model Name	Aisino V71
OS	Secure-enhanced Open Source Linux System
Display	128x64 pixelgraphic LCD, back light, up to 8 lines x 21 characters
Support Card	Mag-card,IC card, Contactless Cards
SAM Card	2 Security Access Modules (SAMs)
Physical	170mm*78mm*52mm(L,W,H); Weight: N/A g(includes battery)
Processor	High performance ARM1132-bit CPU
Memory	128MB NAND FLASH, 64MB SDRAM; Optional Micro-SD
Printer	Thermal, 30 lps, 40mm paper roll
Radio	GPRS (850/900/1800/1900MHz) or 3G(EVDO/WCDMA)
SIM Card	1 slot, support 1.8V, 3.0V card

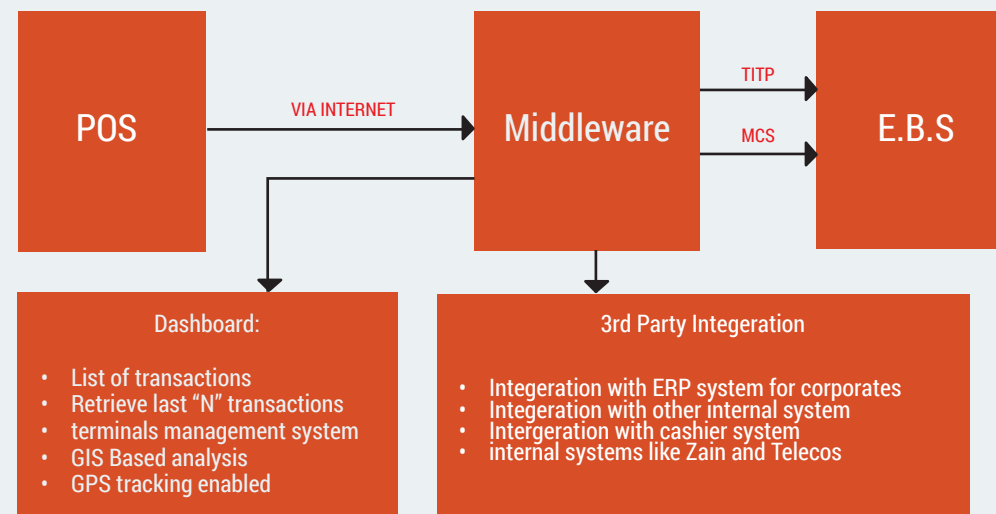


Software specs

For us, the software is as important as the hardware. None of them can be useful alone. And we need to have the quality in both to get the most of our hardware superiority.

Our solution architecture

Solus, or software solution is the most secure and intuitive design in the market! We put our dedicated security experts and design teams with our long experience with payment solutions, all in one single solution.



Solution Architecture

The figure on the left shows our middleware architecture,

High performant middleware

Our free and open source middleware offers the best in-class services and solutions. We have went along way to reach this level and we have learned from other service providers and other clients to get into this level: Our migration tool can help our clients very easily migrate from their old systems and databases to our modern solutions.



Why choose Android (Our vision for Sudan)

Android vs Linux

It came down to this: do you want to use this POS for payment processing only, or you intend to do it for any other functionalities beside the payment. After a thorough marketing survey with major merchants in Sudan and biggest retailers, the question was always they want to use the POS for other purposes in addition to the payment.

When comparing between the two operating systems, it is best to keep on mind the use of the POS itself, for instance both Linux and Android POS are PCI certified. Linux development is however a little bit more tricky than android as it's language is ancient. When it comes to upgrading an already installed framework, on Linux is somewhat semi-impossible however on android it is rather easy.

If you were to ask us, ***We think android POS is the way to go.***



What can we do in Android that wouldn't be otherwise possible in Linux

- ◇ POS integration with GPS [for real time data analysis]
- ◇ POS integration with QR/barcode, etc
- ◇ Linux devices are harder to use compared to Android [you will need to learn the machine as well as the application that runs inside of it]
- ◇ UI/UX. We believe in great design and how it can changes the product and its acceptance to our users.



After sales services

Our A+ after sales and technical support team will help our clients get the most out of their business. There will be no more:

- ◇ All POS hardware and software issues
- ◇ EBS Gateway error
- ◇ POS supplies and spare parts

We will make sure that you will have the most number of transactions you would ever hoped for as well as provide:

- ◇ Geomarketing analysis and on-fly updates for POS distribution
- ◇ Alerts if POS didn't make any transactions in xx time period [through our middleware]
- ◇ Training opportunities for merchants and on-site training

We also have a hosted website for F.A.Q. as well as a board for discussions and instant assistance:
Please visit, <https://noebs.dev/>

Training of Bank Staff

Part of our solution is our commitment to train the bank staff, the training includes:

- ◇ End to end description of the system components
- ◇ FAQ for most of the issues and their solutions
- ◇ Recovery options and how to troubleshoot the device
- ◇ In house training for the bank staff

Technical guarantees

We believe that every client is a golden client and we do our best to assist them to venture up and above their goals, We guarantee:

- ◇ The delivery of your orders [software + hardware].
- ◇ The performance of our system and its reliability.
- ◇ Get EBS certification in our planned and shared dates
- ◇ Work closely with the bank staff in distributing and marketing for our POS.

Point of Sales Maintenance

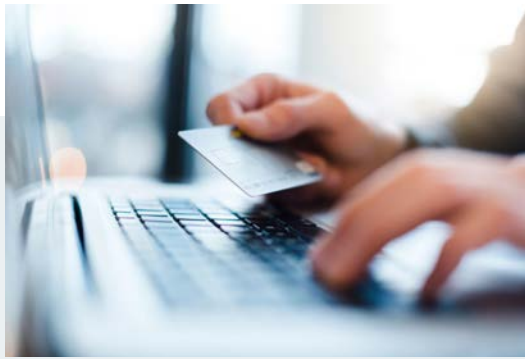
Our after sales for point of sales includes hardware maintenance and 24/7 hour hardware and software support.

We are currently employed by many of Sudan's organizations and ministries as well as many commercial clients including. We provide a complete and comprehensive solution to all of their POS and spare parts maintenance requirements. We import in marketing genuine spare parts price as we have contracts with our suppliers. You can rest assured that we supply you the most genuine spare parts for the best prices.

- ◇ Installation, upgrade and repair of all software issues.
- ◇ Importing Spare parts.
- ◇ Maintenance of all hardware materials (printer, screen, batteries..etc)

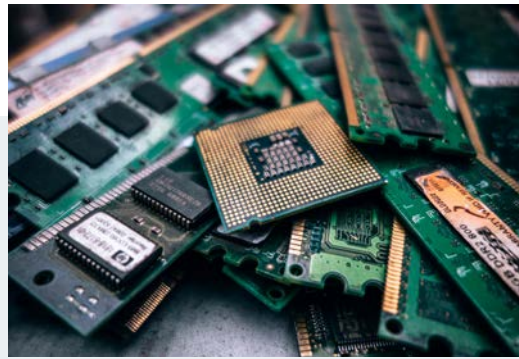


Our Projects



Solus Pay Middleware

Our gem, the Solus Pay middleware, as we have explained before is a middleware capable of performing all of EBS' services and more.



Solus Pay POS Maintenance

Our staff is fully capable of performing all the needed maintenance on your software and hardware devices and are very familiar with the POS used in Sudan such as Aisino, Bitel, SZZT, Verifone and more.



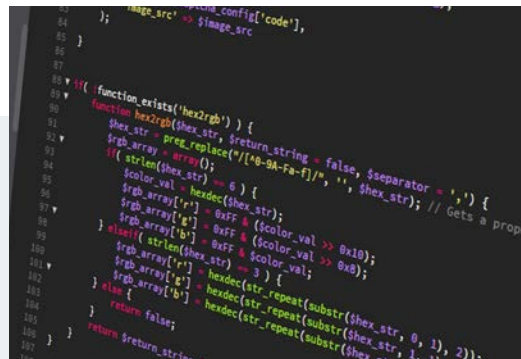
Card Factory

We are able to supply you with PCI standard and EMV standard cards that are accepted worldwide.



UI / UX Design

We believe that with sound user experience or customer experience we are able to win the hearts of our customers for a lifelong support. Our UI and Software architecture is always customer and engineer friendly.



Development

Our staff has the best android developers, backend developers, linux developers and many others. We can perform frontend work as well as backend work with ease.



E-Commerce Platforms

Though not frequently mentioned, we do have a full functioning E-commerce platform plugin capable of hosting all of our customers' desires and needs plus producing an easy-to-work-with UI for their employee's need.

Card Factory

With Solus Pay, We provide you with high quality last printed cards that are:

- ◇ PCI / EMV Standard
- ◇ Accepted worldwide
- ◇ Longlasting
- ◇ Issued Instantly

statistics say that thousands are spent on online payment and e-commerce sites, with our cards your customers can purchase and pay all their bills online. We also provide fast and smooth handling of customers through our customer care service, the freezing and unfreezing of cards are made instantly and the providing of new cards are made easy and delivered in shorter periods.



OUR CARD MANUFACTURING GOALS

To provide the entire Sudanese Population with payment cards that satisfies their needs, e.g. Student cards, Loyalty cards and more.

HOW WE PLAN TO DO IT

Most of our opponents have terrible customer service, it's either is that there is no secondary use of their card or simply have awful customer experience, cards take long to process, easy to lose, hard to track.

Unique Card Design

A card design that gives customers the touch and feel of what a real credit card should be feel like. Embossed lettering, Mastercard Logo and more.

How easy it is to apply for a card

Applying or requesting a card done through the web portal or through the mobile application.

Card Delivery

Card are delivered in 14 business days in a special packaging and sometimes additional features.

Detail paper along with package on activation

A detail paper comes alongside this package, enclosed in it are the F.A.Q. and customer specific instructions.

Our Card Factory Specifications

Our solution With our large supply chain and strong networking and relationships with major banks in Sudan, we aim to offer the following:

- ◇ Cards with affordable prices -
- ◇ The shortest delivery time possible
- ◇ Delivery to home service
- ◇ We aim to deliver Debit Cards to their holders' home addresses.

This is rather very challenging but we want to set higher bars - And great quality with cards that passes PCI and EMV standards Having done that, we believe that we can acquire a great share of Sudan financial cards market.

Physical Appearance	Material	PVC (white core)
	Card Size	ISO/IEC 7810 - CR80 (Compliant to ISO/IEC 7816)
	Thickness	800±20MY
	Finishing	Laminated Glossy both sides
	Magnetic Strip	Hi-Co Black
	Personalization	Serial + barcode+ Pan number on one sid
	Color	CMYK R/V
	Logo	VISA or MC logo + Bank Logo + Solus Logo
	Type of Printing	Laser Printing



Why choose our cards?

Our cards aren't only exceptionally brilliant in terms of pricing, we also provide pre-sale and post-sale services such as packing and delivering cards in terms of pre-sale and instant card issuing in the event of damage or lose.

Our laser printing makes the card last longer, unlike common local thermal printing in which the data is prone to get erased the more the customer swipes.

Types of cards

We are interested in supplying several types of cards:

- ◇ Gift and prepaid cards
- ◇ Debit cards
- ◇ Non financial cards (Metro cards, Bus cards, student cards..)
- ◇ Debit cards that differ to satisfy our customers needs, e.g. Student cards, Loyalty Program cards

Types of Cards

Chip Cards

- ◇ Better security through encrypted data transmission
- ◇ Makes transactions much more difficult for data thieves to hack
- ◇ Costly

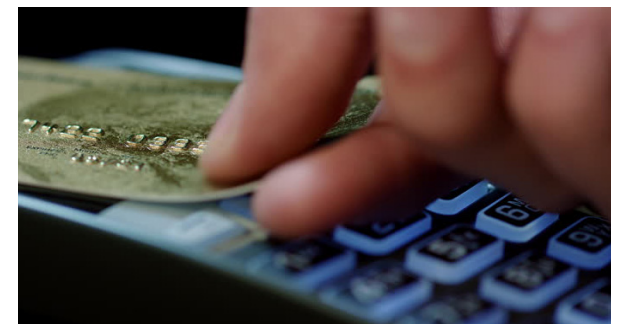


Magnetic Strip Cards

- ◇ Long lasting if printed with laser instead of thermal
- ◇ biquity
- ◇ Convenient for someone with a lot of money
- ◇ Magnetic cards are small and inconspicuous.

NFC (Contactless) Cards

- ◇ Ease of Use.
- ◇ Security.
- ◇ Versatility.
- ◇ Increased customer satisfaction
- ◇ Improved sales





Benefits of using our cards

- ◇ PCI Standard
- ◇ Long-Lasting
- ◇ Unique Customer Experience
- ◇ Can be used alongside our E-commerce plugin to purchase things online
- ◇ Can be used Worldwide
- ◇ Auto rental collision coverage
- ◇ fraud liability protection
- ◇ emergency travel assistance
- ◇ Instant issuing
- ◇

Our plan

Our Strategy consist of different phases so as to please our customers and make sure they become lifetime users of Solus produced cards

- ◇ Unique Card Design
- ◇ How easy it is to apply for a card
- ◇ Card Delivery
- ◇ Card Packaging
- ◇ Detail paper along with package on for activation

Our clients & partners

Below are a few of our clients and partners:.

- ◇ *Bank of Sudan*
- ◇ *Gettmatech*
- ◇ *Ezee Inc (US based)*
- ◇ *BD*
- ◇ *Getmattech*
- ◇ *CompuArt*
- ◇ *Hengbao*

We are looking forward to adding your company onto the above list!

Client list

Below are a few of our clients and partners:.

- ◇ Aisino
- ◇ SZZT Technology
- ◇ Bitel
- ◇ Newland Payment Technology (NPT)



37 Mohammed Road, Taif Block 22
11111 Khartoum, Sudan
E-mail : Soluspay.net
Phone: +249912130253