1.0.1 General Orientation

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" Weaver Innovations is an innovation driven company that builds intelligent systems.

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Too Heavy to get it?

- Innovation

- Intelligent Systems

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Innovation

How we See it

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The Eight Pillars of Innovation followed by Google

- Have a Mission that Matters

- Think Big but Start Small

- Strive for Continual Innovation, not Instant Perfection

- Look for Ideas Everywhere

- Share Everything

- Spark with Imagination, Fuel with Data

- Be a Platform

- Never Fail to Fail

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Have a Mission that Matters

We promise to make

- Intelligent Product
- Intelligent Services
- Intelligent Systems

Think Big but Start Small

Yes, we have a dream too...

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We are here

Continual Innovation, not Instant Perfection

We are taking one step at a time

- Standardize our own process

- Industry Focused Solution

- Iterate, Evaluate & Improvise

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Look for Ideas Everywhere

We are building our own culture by

- We are open to new ideas

- We co-create

- Simplicity is the key

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Share Everything

Weaver respects & relies on Transparency

- No employee is kept in dark

- We are open to ideas, so we share our ideas too

- We cut the bureaucracy through direct communication & rapid action

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"

If you want to be successful, you must respect one rule: "NEVER TO LIE TO YOURSELF."

— **Paulo Cohelo**

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Spark with Imagination, Fuel with Data

- We co-create, so we dream with our clients

- Every action needs to be logical

- Data is the key to validate the logic

- Therefore, we emphasize very much on analysis

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Be a Platform

We tend to enable everyone that's why

- We are not stuck within generic developments

- We have dedicated R&D section

- We are introducing Business Intelligence
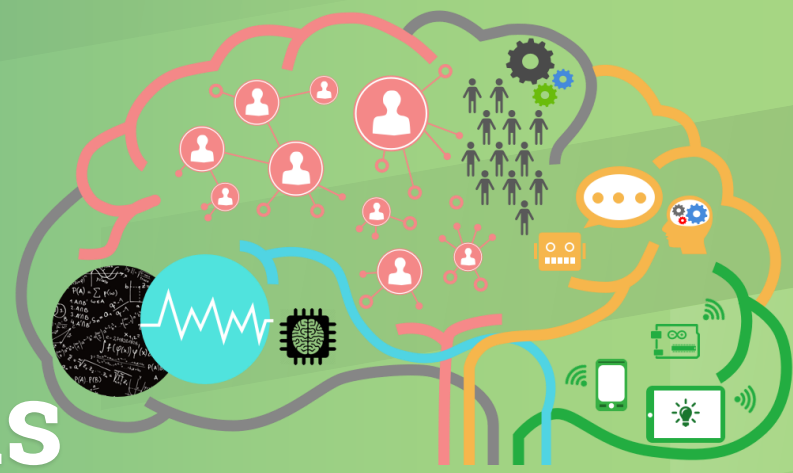
- Industrial Automation is in our near future

Never fail to fail

- We learn from our failure

- Every failure must have a justified learning outcome

- It's important to fail smart and lessen the impacts

- We are not afraid of failing but taking calculated risk is the key to survive

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Intelligent Systems

It's in our core

In our Development

- We maintain SDLC (Software Development Life Cycle)

- We just don't develop things, we focus more on how people would experience it

- We tailor our products to meet the target group in a smarter way

- Data driven approach is the key

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Data Driven Approach?

- Our sales mission starts with data analysis

- A picture worth a thousand words, thus we focus more on visualization

- We don't just listen to our customers, we guide them through their journey. To do so we need evidence.

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How do we do it?

Our process is pretty straight forward

Analysis

- Industrywide Analysis
- Market Analysis
- Client Analysis

Sales

- Understand the client's Need
- Guide them through the journey.
- Contract Negotiate
- Incorporate within our development loop

Customer Onboarding

- Requirement Analysis
- Product Development
- Product Delivery
- After Sales Services

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What we expect from our Business Team

- Understand the Processes & Tools

- Prepare & Understand Documentations

- Excellent Contract Negotiation

- Follow the Plan

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Transformation Toward a Winning Team

- Paying more Attention to Individuals & Interactions

- Focusing More on Working Deliverables rather than Comprehensive Ideas

- Customer Collaboration to Co-Create

- Responding to Change

What do we Expect from our Key Account Managers & Executives

- Aggressive Salesperson

- Brilliant Approach toward Closure

- Perfect Product Owner

- Responsible After Sales Service Provider

- Great Coach

- Best People Manager

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"
Your Starter Kit will include Job Description, Checklists, Guidelines as well as all the Materials you need.

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