

What's a Miki?

MikiMoka



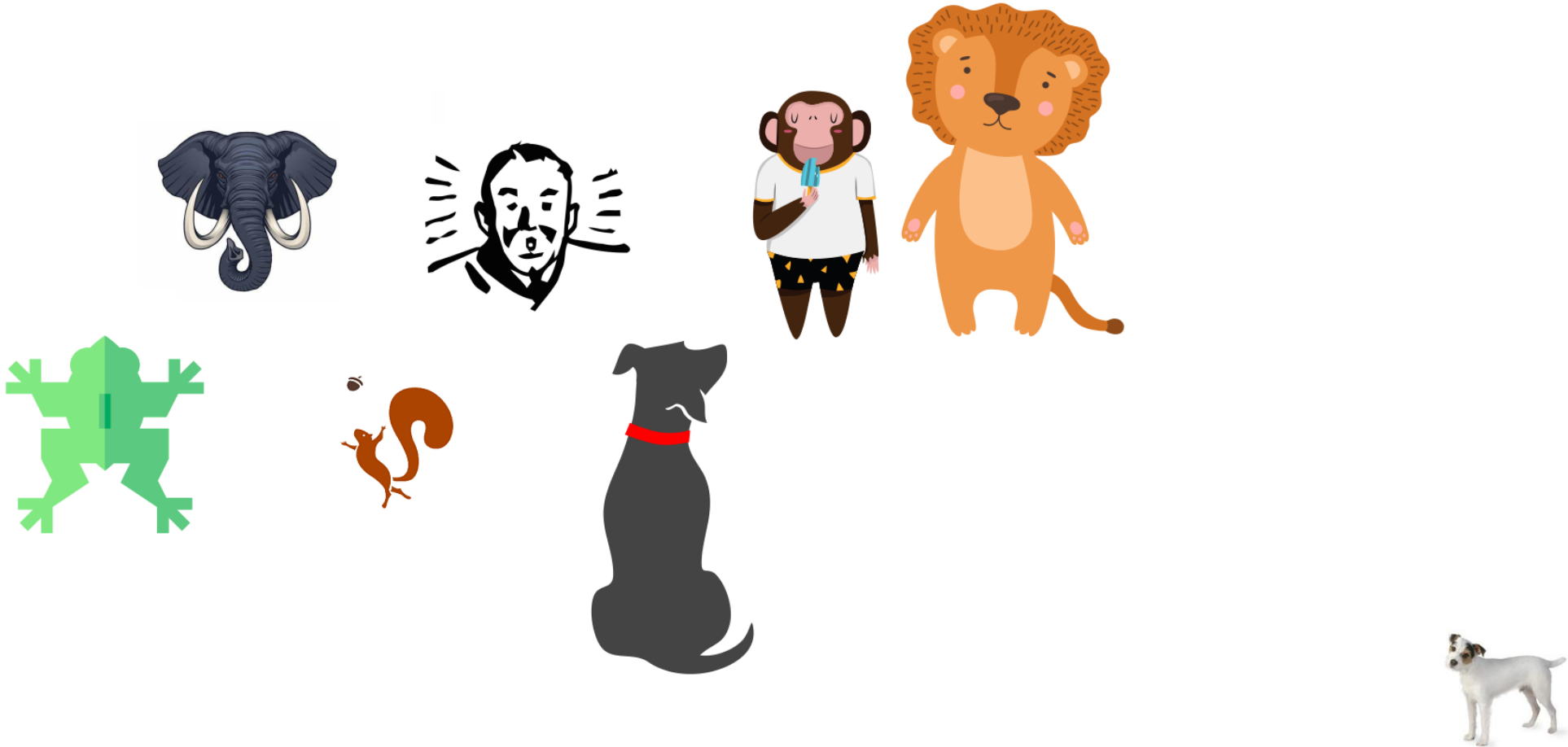
What's a Miki?

- *Our Vision*
- *Expertise*
- *Team*
- *Services*
- *Products*
- *Partnership Opportunities*
- *Q&A*
- *Contact Information*



Our Vision

"The world where only lions get to win is not a good world"



Our Vision

Methodologies *Partnerships*

MikiMoka

Development *Training*

Tools



Our Vision

- *We bring products, services & people to create “the communities of the future”*
- *Our motto is,*
 - *Method over Tool*
 - *Project over Process*
 - *People over All*
- *We can do it for you*
- *We can help you do it*
- *We can do it together*



Expertise

- *Software Development*
with personal improvement & cultural transformation focus
 - *Web, Mobile, Desktop Applications & Smart Systems.*
- *Software Engineering Methodologies*
 - *CMMI, Unified Process, UML, SysML.*
- *Management Techniques & Frameworks*
 - *Scrum, Kanban, TOGAF.*
- *Brainstorming, Facilitation & Team Building Methodologies*
 - *Mind Mapping, Six Thinking Hats, Ten Faces of Innovation.*



Expertise

- *Various business domains*
 - *E-business - Metglobal, etc.*
 - *Government - Tübitak, etc.*
 - *Military – Havelsan, etc.*
 - *Banking – İşbank, etc.*
 - *Telecommunications – Turkcell, etc.*
 - *Energy – Opet, etc.*
 - *Retail – Ülker, etc.*
 - *Automotive – BMC, etc.*
 - *Aerospace – Tei, etc.*



Expertise

- *Different Organizations & Maturity Levels*
 - *Small businesses – Infina, etc.*
 - *Big businesses – Karel, etc.*
 - *Big businesses with local branches – Akbank, etc.*
 - *Global businesses – Logo, etc.*
 - *Startups, Exit Stage Startups – Markafoni, etc.*
- *Complementary Expertise*
 - *System Administration, Operations Management,*
 - *Electrical & Electronical Engineering,*
 - *Company Valuation, Investor Relationship Management.*



Team

- *Co-founders*

“We believe in companies without managers, but if you need a name...”

- *Chief Quality Officer = analyst’s’ best friend*
- *Chief Information Officer = developer’s best friend*
- *Chief Operations Officer = customer’s best friend*
- *Chief Finance Officer = partner’s best friend*

- *Business Partners*

- *Technology Partners – small specialized software houses*
- *Reseller Partners – training & consultancy resellers*
- *Subscriber Partners - VIP Customers*



Service Areas

- *Middle East & Asia*
 - *Based in Istanbul, Turkey*
- *Europe*
 - *All EU countries*
 - *Based in Tallinn, Estonia*
- *USA*
 - *San Francisco, CA*
 - *Austin, Houston, TX*



Services

- *Start Smart Light (release)*
 - *Quick and Dirty Prototypes (testing business ideas)*
 - *Your Company Your Rules (after product-market fit)*
- *Start Smart (startup)*
 - *"Go from a wild idea to viable business in 16 weeks with a focus on team capability & product desirability"*
- *Be Smart (management)*
 - *"Manage your product's life cycle focusing on short & long term impacts"*
- *Scrum Smart (cultural transformation)*
 - *"Capitalize on self organizing teams as they manage remarkable careers"*



Start Smart Light is for Quick Releases

Software Development Services

- *Quick and Dirty Prototypes*
- *Your Company Your Rules*

Erol Smart Solutions

- *Smart Buildings*
- *Smart Districts, Smart Villages, Smart Farms*
- *Smart Cities*



Start Smart is for Startups

- *Make something people want*
- *Find product-market fit*
- *Get noticed as you grow*
- *Connect to key partners*
- *Execute your newly found business model*
- *Pitch for success*
- *Right product for the right people at the right time*



Be Smart is for New Firms / New Ways

- *We start with Business Modeling to explore how it may serve as a brainstorming medium from the start until the very end.*
- *We continue with Requirement Management, because it's the basis for any successful management endeavor.*
- *Then, we bring Iterative Project Management, Change Management and Product Life Cycle Management to the table to get the big picture.*



Scrum Smart is for Mature / Agile Firms

- *First audit*
- *General Training*
- *Training for Product Owners*
- *Training for Scrum Masters*
- *Training for Teams*
- *Simulation of the First Game Plan*
- *Revision of Alternate Strategies and Possible Maneuvers*
- *Training for Agile Coaches*
- *Pilot (a project that can be used as an example)*
- *Expansion Project (an extreme case for a project)*
- *Expansion Project (another extreme case for a project which comes from the opposite end of the spectrum)*
- *Establishing the Excellence Center*



On Demand Training for IT Professionals

- *This is training transformed into real-time mentoring*
 - *blockchain fundamentals with applications and issues*
 - *big data fundamentals and current trends & challenges*
 - *value proposition & valuation of products and services*
 - *RFID applications with a people focus*
 - *e-business modeling*
 - *systems engineering with SysML*
 - *enterprise architecture with TOGAF*



Products for Tech Oriented Entrepreneurs

- *MikiMoka (tool) = “find someone you don’t know, but ought to meet”*
- *Possible Futures for Travelers (tool) = “tips from locals”*
- *Possible Futures for Businesses (tool) = “tips from colleagues”*
- *Moody for My Company (tool) = “that’s how I feel about this”*
- *Moody for My School (tool) = “that’s how I feel about this”*
- *Moody for My City (tool) = “that’s how I feel about this”*
- *WoW (tool) = disjointed tools = Software Engineer’s Workbench*



Products for Tech Oriented Entrepreneurs

- *ALIVE (process) = startup mentality for big businesses*
- *School's Out! (process) = community orientation for startups*
- *Internal Affairs (process) = monitor the effects of your policies*
- *Second Chances (process) = benefit from the 10th Men & Women*



Partnership Opportunities

- *Technology Partners – you get seventy – eighty percent commission!*
- *Reseller Partners – you get twenty – thirty percent commission!*
- *Subscriber Partners – you get twenty – thirty percent discount!*



Why Choose Us?

- *Enjoy the Simplicity of One*
 - *One firm for all your development, training, consultancy and tool needs.*
- *Have Complete Control on Execution*
 - *Create your dream organization virtually, escape the corporate culture*
 - *Expand or Shrink, Create or Terminate teams upon will*
 - *Evaluate, Recruit and Train talent*
 - *Create teams for pilot projects and later Inject them into your Firm*
- *Let Your Business Model Create Itself*
 - *Create feedback loops, Test business ideas and Manage communities*



Contact Information

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Thank You!

