

PURELY proactive professional

The world is growing and changing like never before, creating opportunities for all people. And all this growth requires interconnectivity, innovative digital tools and a bold outlook and a proactive approach to creating and shaping your future rather than waiting for an opportunity to surface before taking action to tap it, says Dr. Baby Sam Saamuel, General Manager, Intertech LLC.

Himself a highly proactive professional, Dr. Baby Sam says being proactive is making yourself the stimulus for change for the better in your environment and in your own life. A proactive person analyses and anticipates any challenges or opportunities which are likely to arise and takes affirmative steps to minimize the problems and tap the opportunities, rather than waiting until a problem occurs before taking action.

Dr. Baby Sam has been proactively navigating the growth and development of InterTech LLC since 2013 through challenging as well as opportune and good times. Starting its operations in



Dr. Baby Sam Saamuel, General Manager, Intertech LLC

1994, InterTech LLC has logged consistent growth to become one of Sultanate's premier IT solution vendors, with an impeccable track record and a legacy of technological excellence spanning over two decades.

Through these years, as His Majesty's vision transformed Oman into a fast developing nation, the IT industry in Oman too evolved exponentially.



Muscat College sign MoU with InterTech LLC

InterTech has been paralleling this journey, with our products and services growing multi-fold in the decades since our inception.

InterTech provides comprehensive, state-of-the-art IT products, solutions & services tailored to meet diverse technological needs of a range of businesses including IT Infrastructure, Enterprise Software, IT Consultancy and Post Sales Services.

The InterTech brand is built upon the elements of world-class quality and innovative technology. Its entire products and services undergo a rigorous quality assurance process. This unflinching commitment to quality and hi-end technology has helped InterTech win strategic contracts from both Government establishments and large private corporations.

With a view to offering clients the best tech solutions, InterTech has developed

strategic partnerships with industry-leading solution providers such as HP, Microsoft, EPICOR, Citrix, BMC Remedy, Oracle, Adobe, Symantec, Red Hat, Computer Associates, CISCO, Symbol, Sun, Ideal Solutions Company, Epson, Sedco, APC, Zebra, Acronis, and Double Take, to name a few.

As the Sultanate marches ahead with its Vision 2040, technology and innovation will gain more prominence, and InterTech will have a more responsible role to play as the leading provider of innovative digital solutions.

As the CEO of InterTech since 2013, Dr. Baby Sam Saamuel infused fresh momentum & sustained growth into the company. With his futuristic vision and motivational leadership, he steered the company to the pinnacle of success, helping the company achieve several milestones including introduction of new products and services, partnerships with world renowned vendors such as NEC

Enterprise Solutions, Japan and Sophos Ltd, UK; ISO 9001:2009 certification and transformation into a process oriented organisation; market recognitions in terms of major awards; and enhanced market share.

Under his leadership, the company achieved a transformational growth from a trusted technology adviser to a respected technology partner that offers full life cycle IT projects that deliver both immediate and long-term business value.

InterTech's client portfolio has grown over the years to include various ministries, government authorities, financial and banking sector giants, oil & gas companies and leading corporates.

SUCCESS STORY

As a professional, Dr. Baby Sam Saamuel is an entrepreneurial executive and an award winning business consultant, with core expertise in Turnaround Management, Strategic Consultancy and Business Mentoring. With an accumulated experience of over 17 years in diverse senior management roles, he currently offers unique and strategic management insights to various organisations across sectors with a view to ensuring sustained growth and value addition.

Currently he serves as the General Manager of InterTech LLC, Muscat, a pioneering ISO-9001-2008 certified IT

company based in Muscat that offers a wide spectrum of premier IT solutions. Simultaneously, Dr Baby Sam is at the helm of various organisations including Oman's fast growing communications agency Trifoil Advertising & Publications SAOC and a few others assuming responsibilities as Business Designer and Organization Mentor.

Dr. Baby Sam Saamuel, now 41, is also an acclaimed Business Consultant, offering General Management, Brand Management, Turnaround Management, Tactic & Strategic Management, Lean Management and JV's/Mergers/VC strategies.

He is very passionate about social empowerment and this reflects in his business decisions as well, since a major emphasis of my work as Business Consultant and Business Mentor is in supporting and promoting small enterprises, particularly those with potential for community impact, such as social enterprises. Even in corporate arena, his focus is on Turnaround management and Entrepreneurship development which ultimately plays a small but significant role towards stabilising and growing Oman's economy.

Social support and community development is something he has been passionate about for long. His focus areas include social enterprise and social change. He is also an active contributor towards

academic betterment and educational reforms. Dr. Baby Sam Saamuel is involved with Knowledge Oman, the nation's award winning volunteer and knowledge sharing organization and the largest voluntary initiative in the Sultanate, in their initiative to spread knowledge, impart education and contribute to growth of nation's economy. He is currently Director, Knowledge Oman advising in areas of Strategy, Branding, Mentoring & Social Entrepreneurship & also offers services to KO Core Management in a mentoring & advisory capacity. Additionally, Dr. Baby Sam Saamuel is the current Chairman of the Indian Schools in Oman, a consortium which oversees the functioning of Twenty Indian Schools (and CSE - Care & Special Education centre) spread across the nation in the Sultanate of Oman.

He is also the President of Anjappam Charitable Trust, a social enterprise

organisation functioning in India that currently runs three food aid projects, in various parts of Kerala.

He is an ace academic & motivational speaker, conducting sessions frequently on technology, empowerment, self-development, social betterment and entrepreneurship.

He hails from a small town in Kerala, India. Born in 1977 to Mr. and Mrs. Samuelkutty, his formative years were spent in a pleasant and idyllic environment, with his parents instilling in him early on the importance of sheer hard work. After primary education, he chose to follow diverse fields of interest such as Literature, and Human Resources Management and capped it with a Master's in Business Administration. In 2016, he earned a Ph.D. in Entrepreneurship from SRM Institute of Management.

SUMMARY: He is currently handling diverse roles which include

- **General Manager of InterTech LLC**, Muscat, an IT company based in Muscat. Implemented a successful turnaround of the company within a few months of leading the organization.
- **Business Designer and Organization Mentor** for multiple organisations such as Trifoil Advertising & Publishing SAOC, Muscat and a few others.
- **Business Consultant**, offering General Management, Brand Management, Turnaround Management, Tactic & Strategic Management, Lean Management and JV's/Mergers/VC strategies.
- **Business Advisor** for a few start-up initiatives & **Investor** in Innovative Business Ideas
- **Chairman of the Board of Directors, Indian Schools in Oman** - a consortium which oversees the functioning of Twenty Indian Schools (and a Center for Special Education) spread across the nation in the Sultanate of Oman.
- **Director & BOD member of Knowledge Oman**, the award winning volunteer organisation in Oman, in areas of Strategy, Branding, Mentoring & Social Entrepreneurship
- **Mentor**, for budding **Entrepreneurs & Social Entrepreneurs**
- **President of Anjappam Charitable Trust**, a social enterprise organisation functional in India, currently running three food aid projects.
- **An academic & motivational speaker**, conducting sessions frequently on technology, empowerment, self-development, social betterment and entrepreneurship.

Academic background: He holds a Doctorate in Entrepreneurship; a Post Graduate Diploma in Human Resources Management – PGDHRM (Specialization: HR) and Master's in Business Administration with specialization in Marketing.