



Makman

Your Automation Transformation Partner

This profile serves as an introduction to our firm, outlining our core values, a record of our success, and the breadth of solutions we offer. We are honored by your interest and eager to cultivate a collaborative partnership that propels your organization **toward a fully autonomous future!**





Makman

Your Automation Transformation Partner

Makman is Arabic for "essence". We believe in the inherent potential within every organization, and our aim is to help you extract and refine that essence through the power of intelligent automation, guiding you toward a fully autonomous future. Our logo is a calligraphic rendition of our company name in Arabic script.





OUR PURPOSE

01.

**Unlocking Organizations
and Talents is Our
Driving Purpose**

02.

We help organizations bridge the gap between strategic vision and action, guiding them through the full automation transformation journey: from strategy formulation and alignment, to workforce skilling, to staged and measurable execution and value realization.

Luqman Shantal

Founder and CEO (Makman)

Co-chair of the MAMA Project (TM Forum®), Measuring and Managing Autonomy



OUR VALUES

01. Learning

We stay curious and continuously build our expertise in the evolving world of intelligent automation and autonomous operations. We actively learn from – and contribute to – TM Forum® insights, standards, and best practices, ensuring our team and clients stay ahead of the industry's shift toward a fully autonomous future.

02. Creativity

Automation transformation brings new technological, cultural, and organizational challenges – and we meet them with creativity. We think beyond conventions, explore new possibilities, and design solutions that fit the complexities of autonomy.

03. Grit

Transformation takes time, discipline, and resilience – and we bring the determination needed to see it through. We stay committed from strategy to value realization, pushing through obstacles and adapting as needed to ensure outcomes are achieved.



WHY MAKMAN

Worldwide Expertise

Leading global experts in automation transformation, serving telecom operators and vendors across Africa, Europe, Asia, the United States, and beyond.

Integration with TM Forum® Standards

Our solutions are deeply integrated within the TM Forum® standards engine. Our consultants lead key automation projects, shaping telecom industry standards, such as the MAMA project for Measuring and Managing Autonomy.

End-to-end Solutions

End-to-end solutions spanning assessment, strategy, skilling, governance, and value realization. We're a one-stop shop for your automation transformation management needs!

Proven MVT Approach

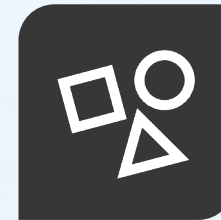
Proven Minimum Viable Transformation (MVT) approach to reduce risk, accelerate quick wins, and secure stakeholder buy-in.

OUR SOLUTIONS →



Strategy Solutions

Transform Your Automation Vision into Actionable, TM Forum®-aligned Strategies



Skilling Solutions

Empowering Your People to Lead and Sustain Automation Transformation



Managed Transformation

Delivering Automation Transformation Through Disciplined, Measurable, and Scalable Execution



Learn more

Scan the QR code or visit makman.co/solutions to learn more about our solutions, recent projects, and more!

Our Solutions are Powered by Our Success Partners



→ STRATEGY



Maturity Assessments

Mapping and benchmarking your current automation capabilities using TM Forum®-based maturity models (AOMM, ANLET) to evaluate readiness, gaps, and potential for transformation.



Transformation Strategy

Defining a clear automation roadmap by engaging stakeholders, discovering requirements, and aligning automation initiatives with business objectives to deliver measurable value.



Strategy Governance

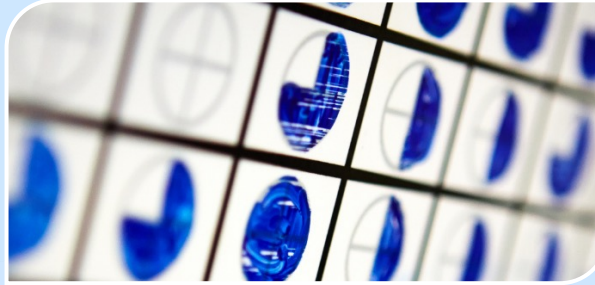
Establishing governance structures and processes that ensure accountability, prioritization, and sustained momentum for your automation transformation initiatives.

→ SKILLING



Skilling Strategy

Developing customized skilling (upskilling/ reskilling) strategies aligned with your automation transformation strategy and organizational maturity.



Skilling Program Design

Designing skilling programs that connect capability building to measurable competencies and transformation objectives.



Targeted Skilling Initiatives

Delivering specialized training, coaching, and mentoring programs for key influencers, team leaders, and transformation drivers to accelerate learning and adoption.

→ MANAGED TRANSFORMATION



Transformation Team Building

Building high-performing, cross-functional Tiger Teams to drive and sustain automation transformation programs.



Strategic Procurements and Partnerships

Guiding organizations in sourcing technologies, developing RFIs/RFPs, and forming partnerships to accelerate their transformation initiatives.



Governance & Value Realization

Establishing strong governance and value management to keep automation initiatives aligned, disciplined, and focused on measurable results.

OUR CLIENTS

Serving Telecoms and Digital Service Providers Since 2015

Featured Clients

stc

NOKIA

 HUAWEI

tmforum

 القابضة
للاتصالات
LPTIC

Recent Highlights

Catalyst Project
SATCOM + 5G anywhere - Phase II

Makman wins
Tech For Good
Award by TM Forum®

Makman wins
Business Impact
Award by TM Forum®

**DTW
2024**

Makman wins
Innovative and Futuristic
Award by TM Forum®

Makman wins
Use of AI and Automation
Award by TM Forum®

Catalyst Project
Harnessing GenAI's Business Value for Operations Transformation

Let's Unlock!

Meet us every year at

- 📍 **DTW** @ Copenhagen
- 📍 **MWC** @ Barcelona
- 📍 **Innovate Asia** @ Bangkok

Or drop us a message ➔

