

2009

MALIKCO

The Person

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Stephynie Malik is an entrepreneur who has developed a reputation for her approach to uniting business relationships with innovative vision. Stephynie Malik is the President and Chief Executive Officer of MALIKCO, a leader in global consulting and technology services. Her creative vision and management experience are instrumental in linking talented people with companies who are in high demand of a work force that will allow them to maintain their core. Malik leverages her rolodex which reads like a who's who containing hundreds of decision-makers.

Malik has not only become a leader, but through her journey of 17 years in high-technology including both enterprise software and telecommunications she has created lasting strategic global partnerships. As the former President and CEO of Paradigm Solutions, she was instrumental in the companies business development, due to her extensive domestic and international background in sales, professional services and customer support.

This emergence, has afforded her the ability to work with the industry's most widely respected IT companies, including IBM, Microsoft, Accenture, Fujitsu, Nike, Telstra, AutoDesk, and ACS.

Malik aggregates respected and trusted individuals who then distill, analyze and most importantly apply her vision to the actual business needs of both her clients and partners. Her partnership approach has allowed her to solidify strategic partnerships and international sales.

In a testament to her driven personality, Stephynie left a lucrative practice as the former President and CEO of Paradigm Solutions to implement her vision for a next-generation professional consulting services firm by founding MALIKCO.

Malik's insight and vision have been acknowledged and awarded by her industry peers, recently being awarded by Nation's Top Business List for 2009.

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The Story

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Malik established MALIKCO in November of 2002 as an “innovative consulting services” company to add value and make an impact in organizations by providing consistent and world-class consulting and staff augmentation services. Malik grew the firm into a highly profitable, multi-million-dollar business with over 400 consultants in less than 7 years.

Immediately prior to founding MALIKCO in 2002, Stephynie Malik served as President and CEO of Paradigm Solutions, where she spearheaded Six Sigma methodology advising Fortune 1000 organizations and technology vendors on CRM and ERP strategies, entire solutions and technologies. While at Paradigm Malik was working with C-level executives and Board members to assess their organization’s IT needs and help them align their processes and people for success. Malik saw that within these large organizations several different consulting firms were in place working on separate parts of the process and that there was a lack of efficient qualified talent. What she witnessed was the miscommunication and disconnect between these consulting firms was driving the high failure rates of IT projects.

Understanding the potential trappings of using venture capital funding in the dot-com era, Malik founded MALIKCO with private funding, and used an internal reinvestment model in which revenues were funneled back into the company to fuel growth. Malik has successfully expanded the firm with year-over-year financial and employee growth.

MALIKCOs’ outstanding achievements can be evidenced by the numerous awards received in the past and current year by the following DBE certifications:

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The Capabilities

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MALIKCO is a full service management consulting and technology services firm that delivers business and technology solutions across all industries and business segments. By providing Services, Solutions, and Staffing through its unique model, MALIKCO is not only a truly full-service professional management consulting services firm but one that achieves operational excellence for companies.

- ◆ **Services:** We provide business and technology consulting services including strategic planning, program/project management, change management, business process design, systems integration, application support, and operations management.
- ◆ **Solutions:** Our areas of expertise include ERP (Oracle, SAP, etc.) CRM (Oracle, SAP, Salesforce.com), Enterprise Integration (BEA, Websphere, etc.), Financial and Performance Management, Supply Chain Management, Human Resource Management, and Information Technology Strategy.
- ◆ **Staffing:** We focus on providing deep-skilled product experts with multiple years of solution/product experiences and multiple implementation life-cycles.

The fragmented nature of the professional services industry, where firms only deliver one services component, has made implementing technology a complex, time consuming, and costly endeavor. MALIKCO has taken these three major components, Services, Solutions, and Staffing, enabling our partners to realize quicker, simpler and more economical implementations.

By using focused, agile teams, made up of the best talent available, we deliver results faster and more cost-effectively than our competitors. We recognize the value of an excellent customer experience and strive to serve each opportunity optimally by understanding the customer's point of view and to deliver a superior customer experience and loyalty.

We take a partnership approach to all engagements, assuming the same responsibility and risk as our clients, and injecting the same level of commitment and dedication. We work to develop long-term, mutually beneficial relationships, which is why we treat and refer to our clients as *Partners*.

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