

SEPTEMBER 2025



Company Profile



**Salesforce Partner
Since 2010**



Office 404, 4th floor Warba Center,
Abu Baker Al Siddique, Dubai, UAE.

info@aphidas.com

+9714 2233 771

www.aphidas.com

Table of Contents

About Us	03
Mission and Vision	04
Company Overview	05
Why Choose Aphidas	06
Our Services	07
Our Presence in the UAE	08
Team Certifications	09
How We Work	10
Aphidas Clients	11
Client Testimonials	12
Case Studies	14

About Us

Aphidas is Your Trusted Salesforce Consulting Partner in the Middle East. Aphidas, established in 2010 and headquartered in Dubai, has been a trusted Salesforce Consulting partner for over a decade. With a solid foundation of experience and expertise, we have successfully implemented Salesforce.com solutions for more than 300 companies in the Middle East and across the globe. Aphidas has been dedicated to driving agile business transformation for Salesforce.com clients. Our approach involves simplifying technology discussions and delivering highly targeted, innovative, and cost-effective technology solutions.



Ashraf karayath

Aphidas CEO & Founder





Mission and Vision

➔ Mission

At Aphidas, our mission is to empower organizations with cutting-edge Salesforce solutions that drive business transformation. We focus on enhancing productivity, streamlining processes, and fostering measurable growth, helping businesses achieve their objectives efficiently through innovation and expertise.

➔ Vision

Our vision is to be the most trusted Salesforce consulting partner in the Middle East, leading businesses through agile digital transformations. By leveraging Salesforce and continuously innovating, we aim to unlock new opportunities and enable organizations to thrive in a digital world.

Company Overview

+350
Projects

+50
Certificates

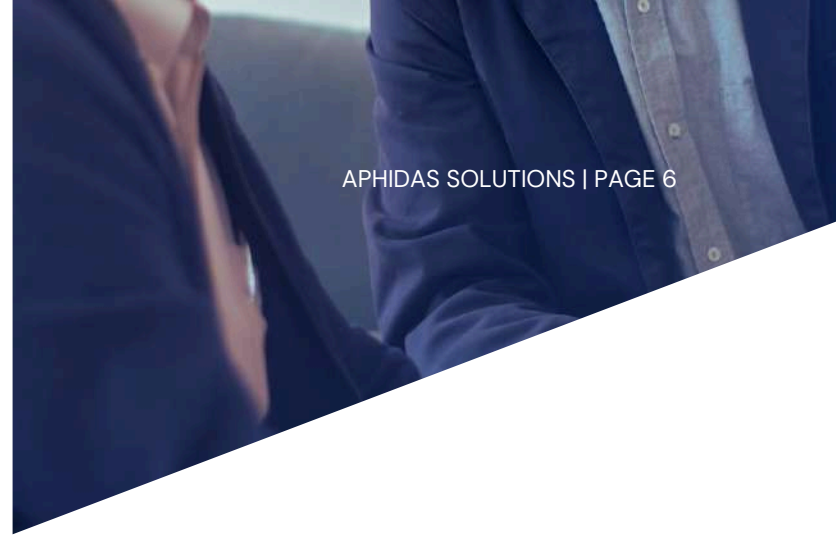
+10
Sectors and
Industries

74
Clients

27
Real Estate Cleints

5
Regional Presence
(Emirates)





Why Choose Aphidas

→ Collaborative Expertise

Teams across Sales, Marketing, Training, and Support work together to provide tailored, end-to-end consulting solutions.

→ Certified Professionals

A highly skilled, certified team ensures expertise and successful outcomes for every client challenge.

→ Onsite Team

An onsite Salesforce team enables faster decisions, better process understanding, and optimized system performance

Our Services

➔ Salesforce Implementation

➔ Resourcing

➔ Support and Maintenance

➔ Salesforce Consultation

➔ Integration Services

➔ Managed Services

➔ Development & Customization

➔ Health Checks

➔ Training

➔ Lightning Migration

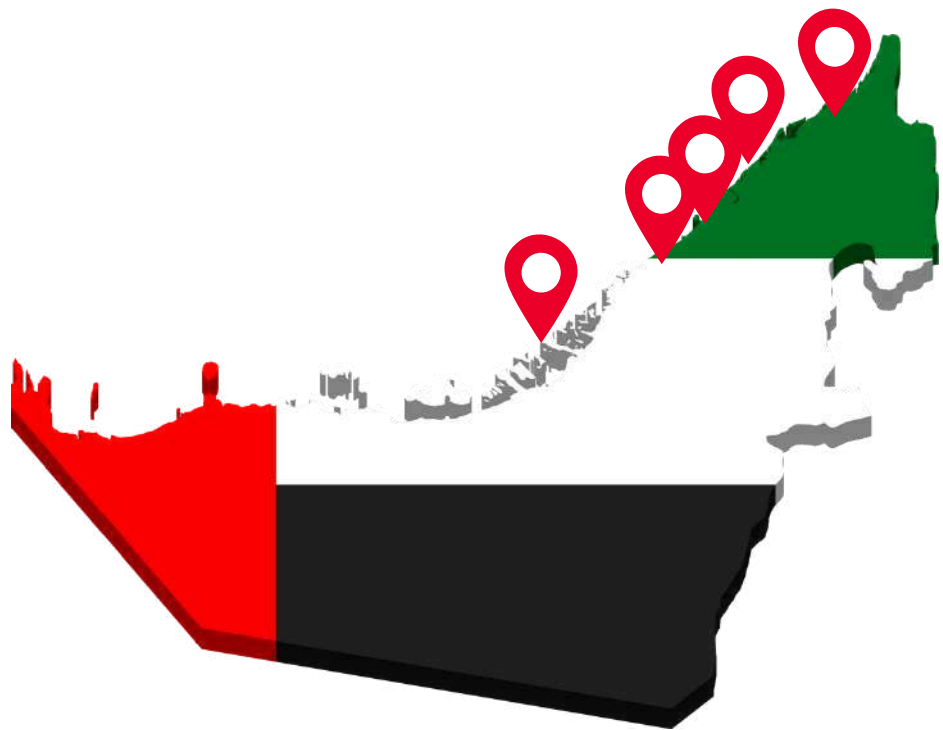
➔ Process Re-engineering



Our Presence in the UAE

Aphidas is proud to serve clients across five key Emirates, combining deep Salesforce expertise with invaluable local insight. Our widespread presence allows us to stay close to our clients, providing on-the-ground support, regional knowledge, and seamless collaboration. We are continuously expanding our footprint to bring our services to even more Emirates across the UAE.

- Dubai
- Abu Dhabi
- Sharjah
- Ajman
- Ras Al Khaimah



Team Certifications

➔ Salesforce Developer

- Salesforce Platform Developer
- Salesforce Platform App Builder
- Salesforce Certified JavaScript Developer
- Salesforce Certified MuleSoft Developer

➔ Administrator & Associate

- Salesforce Certified Administrator
- Salesforce Certified Associate

➔ Salesforce Architect

- Salesforce Certified Application Architect
- Salesforce Certified Data Architect
- Salesforce Certified Sharing & Visibility Architect

➔ Salesforce Copado

- Copado Certified Developer
- Copado Certified Administrator

➔ Salesforce AI

- Salesforce AI Associate
- Salesforce AI Specialist

➔ Salesforce Consultant

- Salesforce Sales Cloud Consultant

How we work

➔ Define

- Introduction
- Requirement Mapping
- Goal Setting

➔ Design

- Solution Architecture
- Solution Development

➔ Support

- Service Support
- Troubleshooting
- Maintenance
- Solution Updates

➔ Analyze

- Competitor research
- Industry best practices benchmark
- Solution Outline

➔ Implement

- Solution Deployment
- Solution Integration
- Troubleshooting
- Knowledge Transfer

➔ Report

- Status Reports
- Performance Insights
- Enhancements



Aphidas Clients

Client Testimonials



Rahim Jamal
General Manager

It was a pleasure working with Aphidas on the Salesforce implementation for our company Al Shihab Al Thahabi Tr. LLC. A very professional, systematic and well-documented step by step journey right from the first kick off meeting. The team was very flexible and extremely patient as we were new to Salesforce and the training was even repeated on our request. We are planning on implementing Salesforce in our group company and we will highly recommend them.



Sumeet Akewar
IT Manager

It was a pleasure working with Aphidas on the Salesforce enhancement. They have detailed understanding of the product and good analytical knowledge to match our requirements. Was happy with their professionalism and timely delivery. We are looking forward to kick start another project with similar team for Q4 2017.



Satyam
IT Manager

Aphidas has good Support & understanding of the product ..has done the implementation smoothly for Al Masah Capital . Definitely would like to recommended Aphidas for Salesforce projects .

Client Testimonials



Suheil Eldanaf
Director IT

Our overall experience with Aphidas was great. From the sales pitch until the launch of Salesforce solution and afterwards support, the process was well planned, well documented and systematically accommodating to our company's needs. The people of Aphidas exerted professional efforts and adequate persistence to thoroughly understand our strategy and requirements, craft the necessary Salesforce's tools to shape our expectations, in order to help us reach our goals in the most effective, efficient and economical ways possible.



Tosin Alao
CIO

Aphidas were our partner of choice for our salesforce.com implementation because they were responsive, knowledgeable and extremely professional. During our implementation, Aphidas assisted us in overcoming both technical and user adoption challenges and we will continue to partner with them during the ongoing development of our salesforce.com platform.



Zafar Siddiqui |
Marketing Manager

We are extremely happy with the Aphidas team for customizing Salesforce for Honeywell Life Safety MEA. Aphidas' enthusiastic and qualified team have customized and enabled the forecasting, demand planning, and territory management for us" I would rate Aphidas as "OUTSTANDING"

Case Studies

➔ Corporate Business Services

Corporate Business Services (CBS), established in 2007 and headquartered in Dubai, UAE, is a leading business consultancy firm and a proud member of The Corporate Group (TCG). Specializing in Business Setup and Consultancy Services

➔ Ajman Free Zone

Aphidas, a leading Salesforce partner based in Dubai, collaborated with Ajman Free Zone (AFZ) to implement Salesforce solutions, revolutionizing the way AFZ manages its operations and engages with its diverse portfolio of over 9,000 companies spanning 165 countries.





**APHIDAS
SOLUTIONS**

Office 404, 4th floor Warba Center,
Abu Baker Al Siddique, Dubai, UAE

info@aphidas.com

+9714 2233 771

www.aphidas.com