

Maly IT Solutions

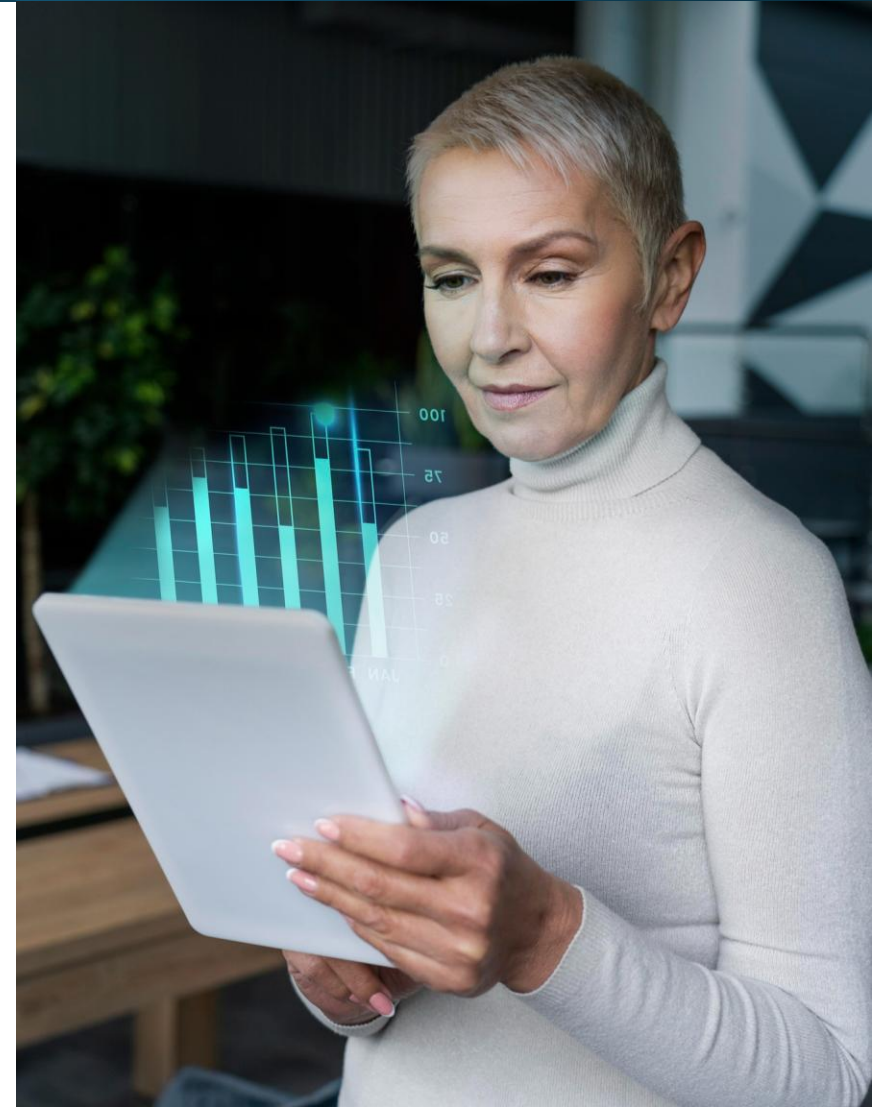
Bespoke databases and systems to support your growth

From Spreadsheet to Database



We provide bespoke software solutions to small and medium businesses that help them grow whilst becoming more resilient and secure.

Many small organizations start out by using spreadsheets and self-built internal databases to manage their processes and operations (for example CRM, order management or task allocation and tracking). As the business grows and matures these tools are no longer suitable in terms of their security, reliability and scalability. The organisation needs to move to a new cost-effective solution that meets the demands of the modern world but without having to change the way the business operates. We offer an end-to-end service to understand your unique needs, design and develop new software solution that fits with your existing ways of working and then deploy and support that solution for you.



Could we help your business grow?

- Has your company outgrown the spreadsheet or database that the company was first built around?
- Do you need something more reliable, scalable, secure and supported than your current software tools?
- You need a solution that fits around how your business currently operates rather than having to make your business fit around someone else's process or tool?
- You're not comfortable with the potentially high cost and risk of adopting enterprise SaaS platforms like Salesforce or SAP?
- You need the solution to use your existing data whilst also integrating with your other systems and applications?
- You don't have the internal bandwidth, skills or resource to do this in house or learn to use a complex platform like Monday.com?

If you can answer yes to any of these questions we'd love to help!

Our end-to-end service



Our simple 5 step local service ensures you get exactly what you need in a reasonable timeframe and at a sensible price:



1. We start by understanding the business needs, where the current spreadsheets or database are falling short, how data flows and what is stored in the existing systems.



2. We architect and build the ideal solution that is reliable, scalable, secure and future proof (including where possible migrating data across) but that still fits with your existing processes and ways of working.



3. We deploy your new solution either locally or in the cloud (depending on the client need) and ensure it is both secure and backed up. We also provide all necessary training.

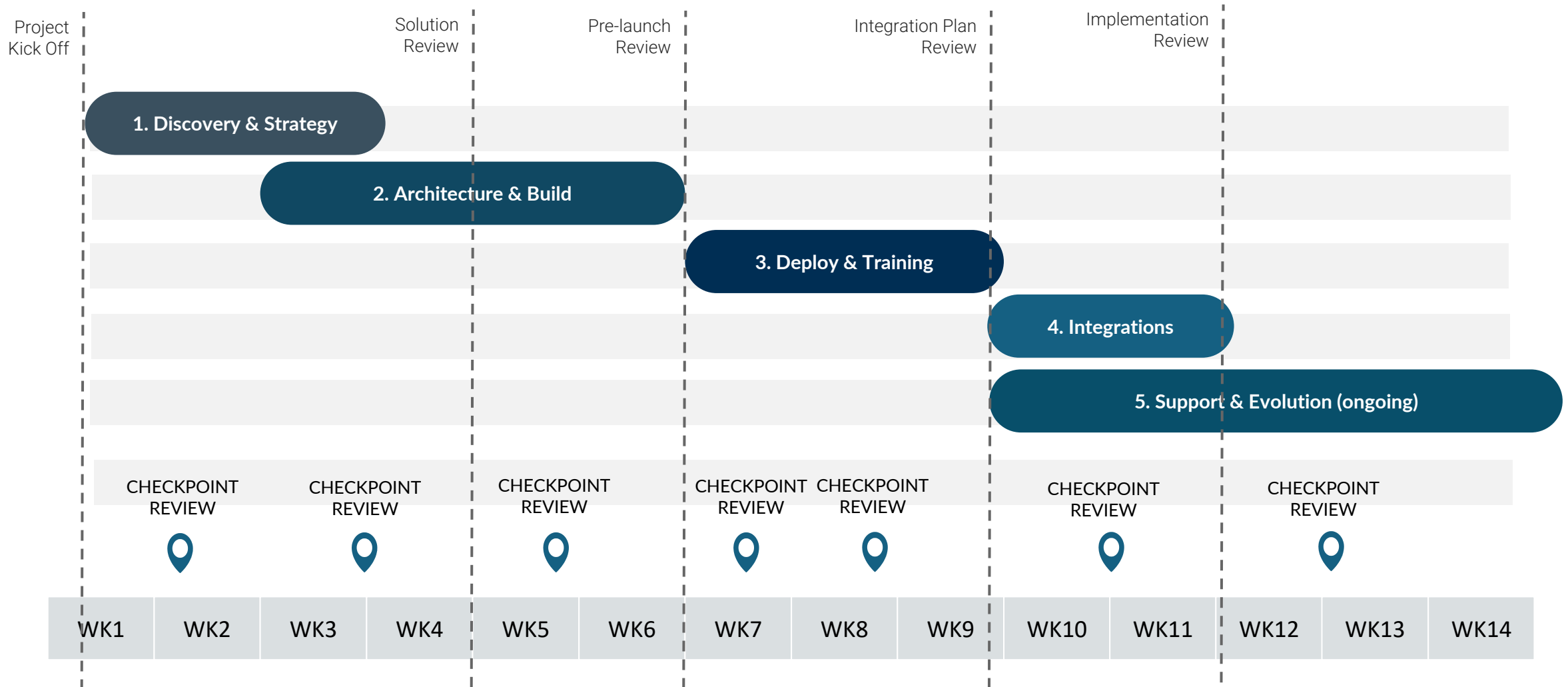


4. We create any custom integrations with existing applications and systems (e.g. accounting or calendar) that might be needed.



5. We provide ongoing remote access support to maintain the solution and also provide any upgrades and new capabilities over time as needed.

Example Project Timeline



Indicative only – each project timeline is unique to the client

Our Capabilities

- Database systems that eliminate manual processes, freeing your team for strategic work rather than data entry.
- Information architecture that scales from 5 to 500 employees without system rewrites.
- Seamless connection with your existing tools—CRM, accounting, inventory—creating a single source of truth.
- Processes and workflows that are optimised saving time and money whilst reducing mistakes and rework.
- Secure systems that are reliable and resilient with proactive and helpful support whenever it's needed.



What our customers say...



"From the first day to now this has been an outstanding experience. I could not recommend them highly enough."

**Andrew Rooney – Product
Lifecycle System Coordinator at
Allergan**

"At the outset I expected there to be a number of issues just because it's technology and software! I was impressed by Steve's knowledge and expertise along with his ability to change your deliverables to suit our needs."

**Charlotte Wardle, Financial
Manager, PD Tax**

"Maly are a great team to work with, they know what they are doing and we trust them with the development and maintenance of our software tool."

**Lesley Kumar & Palvinder Gil,
Partners & Co-Founders, Insight
Regulatory**



Why work with us?

> MALLY



We're local, easy to contact, pleased to meet face to face and offer support when you need it.



We've worked in highly regulated sectors such as the pharmaceutical industry and financial services, so we understand the importance of security and compliance.



We understand processes - not just software, We can help you find efficiencies and easier ways of doing things.



We are very cost effective – you won't suffer from “Cloud Shock” or get ripped off by off-shore developers.

- We have many years of broad experience providing highly reliable and scalable solutions to organizations of all sizes.
- We have a high degree of flexibility – we can work in a way that fits with you and can adapt quickly to your changing needs.
- We create the bandwidth to really think through what is needed and come up with a solution that fits with your existing processes, team and culture.
- We will work as strategic partners to help you succeed. We'll take the time to understand your business model, common workflows and industry-specific challenges.
- We are a friendly team who pride ourselves on being easy to work with. You'll always be talking to the same people.



You'll sleep better at night!

Maly IT Solutions

We'd love to chat in a 30 min exploratory call!

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