



COMPANY PROFILE

Smart, Sustainable Building Management Solutions

Facilities & Asset Management technology and consulting since 1998 — proud implementation partner of Planon, SAP, and SFG20 across the UAE, KSA, Qatar and Cyprus.

OUR TECHNOLOGY PARTNERS



Who We Are

Founded in 1998, Virtual IT Consultants is an Information Technology solutions and services organization headquartered in the UAE, delivering solutions to customers across the UAE, KSA, Qatar, and Cyprus.

Our mission is to deliver smart, sustainable building management solutions built on proven, state-of-the-art technology — helping organizations run safer, more efficient, and more compliant facilities.

20+

Years in Facilities & Asset
Management

50+

Customers across the region

4

Countries: UAE, KSA, Qatar, Cyprus

3

Global technology partners

Facilities & Asset Management, Since 2004

Since 2004, Virtual IT has specialized in Facilities and Asset Management digital solutions. Every implementation is backed by professional services covering project management, FM business consulting, technical consulting, training, and ongoing maintenance and support.

We combine three market-leading platforms — Planon, SAP, and SFG20 — into a single, end-to-end offering: software to run the estate, financial integration with the core ERP, and the compliant maintenance content that tells engineers exactly what to do and when.

Our Technology Partnerships

Virtual IT brings together three complementary, best-in-class partners so clients get one accountable partner for the full facilities and asset management journey:



The IWMS/CAFM platform at the core of the offering — Real Estate, Space & Workplace, Asset & Maintenance, and Sustainability Management.



Planon Real Estate Management for SAP S/4HANA connects real estate operations directly to the core financial ERP.

SFG20

DRIVING FACILITIES EXCELLENCE

The UK industry standard for building maintenance specification, built by BESA — over 1,500 compliant, continuously updated maintenance schedules delivered through Facilities-iQ.

Planon Software

Our core Facilities & Asset Management platform

GLOBAL IWMS / CAFM LEADER

Planon (www.planonsoftware.com) is a global market-leading smart, sustainable building management software company, with over 40 years of sector expertise and thousands of implementations worldwide.

Planon's integrated Workplace Management System (IWMS) / Computer-Aided Facility Management (CAFM) solutions span Real Estate Management, Space & Workplace Management, Asset & Maintenance Management, Sustainability Management, and Integrated & Service-Provider based Service Management.



Planon connects buildings, people, and processes by removing data silos and bringing every solution onto one shared information platform — helping organizations manage the spaces where people work, live, play and learn, efficiently, safely, and sustainably, powered by data.

40+

Years of sector expertise

2,800+

Customers worldwide

42

Countries served

Planon Real Estate Management for SAP S/4HANA

A VIRTUAL IT & SAP PARTNERSHIP

Building on our Planon partnership, Virtual IT also implements Planon Real Estate Management for SAP S/4HANA — an SAP-endorsed, premium-certified application that combines Planon's real estate and facility management depth with the financial power of SAP S/4HANA.

For most organizations, real estate is the second largest cost after people, yet real estate data typically sits in its own silo, disconnected from the ERP. This integration brings real estate, contract, and lease data directly into standard SAP finance transactions and financial reporting, giving finance and real estate teams one trusted source of truth.

Unlock real estate financial data

- ✓ Real estate, contract and lease data reconciled with finance, IFRS/GAAP-ready
- ✓ Every real estate transaction posts as a standard SAP finance entry

Operate sustainable, optimized buildings

- ✓ IoT-enabled energy monitoring and ESG measurement & reporting
- ✓ Right-size space and services to match real occupancy and demand

The result: better decision-making, faster operational agility, more sustainable operations, lower cost, and a stronger experience for building occupants and tenants — all without the cost of maintaining separate, tailor-made real estate software.

SFG20

Driving facilities excellence — the industry standard for building maintenance

A VIRTUAL IT & SFG20 PARTNERSHIP

Virtual IT partners with SFG20, giving clients direct access to the industry standard for building maintenance specification. Created by BESA (the Building Engineering Services Association), SFG20 translates complex legislation and codes of practice into clear, actionable maintenance tasks — kept continuously up to date with the latest regulations and best practice.

SFG20 is referenced by CIBSE, RICS and BSRIA, and is used by thousands of organizations worldwide across healthcare, education, government, housing and commercial real estate.



Why the Standard Matters

Failing to maintain buildings to a defined, compliant standard carries financial, safety and legal risk. Recent UK HSE enforcement activity alone resulted in tens of millions of pounds in fines within a single year — a reminder of how costly non-compliance, safety gaps, and unplanned downtime can be.

Access Through Facilities-iQ

SFG20 is delivered through Facilities-iQ, a digital platform giving secure access to a library of over 1,500 customizable maintenance schedules:

- ✓ Search the schedule library by keyword, SFG20, NRM or Uniclass codes
- ✓ Tailor schedules to your assets, removing unnecessary tasks and adding custom notes
- ✓ Get notified automatically when schedules are updated — over 700 updates a year
- ✓ Compare changes side-by-side and apply them to your maintenance regime when ready
- ✓ Keep an audit-ready, transparent log of every change, approval and rejection

Clients using SFG20 have reported maintenance budget savings of up to 20%, and admin time savings of up to 60%, by eliminating duplicated research, manual schedule-writing and reporting overhead.

Digital Transformation & FM Consulting

With over 20 years implementing CMMS, CAFM and IWMS solutions, and active involvement in the technical committees behind EN 15221 / ISO 41001 (Facilities Management) and ISO 55000 (Asset Management), Virtual IT also provides related consulting — either bundled with an FM solution or as a standalone engagement.

Our consultants are additionally accredited on Uptime Institute operational sustainability standards for data centers.

A BUSINESS-FIRST METHODOLOGY

Unlike purely technical system integrators, Virtual IT has developed and applies a business-first methodology when contracted to digitally transform an organization's FM operations.

This methodology has been proposed as a new standard and approved by the relevant standards committee, under the working code EN15221-WG10, Digital Transformation of FM. Virtual IT acts as convener of this emerging standard, and — in partnership with FM digital transformation experts from around the world — submitted the final draft in April 2026. The draft was approved and is due for publication later in 2026.

The methodology ensures that digitalization initiatives are grounded in the realities of the FM operating environment, aligned with organizational priorities, and integrated into the overall FM management system — its policies, objectives and processes — so that digitalization strengthens FM governance rather than fragmenting it.

Our Approach to Every Project

We treat every project as a genuine partnership, working alongside the client to implement a solution focused on tangible business benefit, added value, and measurable return on investment.

To ensure every implementation reflects industry best practice, our consultants apply guidance from leading international quality standards, including:

- ✓ ISO 55000 — Asset Management
- ✓ EN 15221 / ISO 41001 — Facility Management
- ✓ Related maintenance and quality management standards

Key Benefits of a Virtual IT CMMS / CAFM / IWMS Solution

- ✓ A demonstrated track record delivering complete facility management solutions centered on real business requirements
- ✓ Proven delivery across Healthcare, Telecom, Banking, Transport, Hospitality, Facilities Services, Government and Retail
- ✓ A true partnership approach — jointly focused on client objectives and short-term ROI from day one
- ✓ Implementations aligned to EN 15221 / ISO 41001 and ISO 55000 standards
- ✓ 50+ customers across the Middle East and Europe, many reaching ROI within a year
- ✓ Best-practice frameworks that keep facility management ISO 55000-aligned
- ✓ Unified standards across every facility, while accommodating local operational needs
- ✓ Process standardization and digitalization — fewer errors, controlled costs, full transparency

Selected CMMS / CAFM / IWMS Implementations

Virtual IT has successfully delivered CAFM and IWMS projects for organizations across the Middle East, spanning healthcare, government, hospitality, property, utilities and more:

Customer	Country	Sector
Al Ahsa Healthcare Sector – Ministry of Health	KSA	Healthcare
Al Balad Development Company	KSA	Property / Real Estate
Al Kamda	UAE	Property & FM Services
Al Tamimi Service Provider	KSA	Service Provider
Al Yamama / ARAMCO	KSA	FM Services
Doha Oasis	Qatar	Hospitality / Retail / Property
Higher College of Technology	UAE	Education
Khazna Data Centers	UAE	Data Centres
Ministry of Interior	Qatar	Government
MIS-EDARAT Data Centers	KSA	Data Centres
MXCare Dubai	UAE	FM Services
Red Sea Global	KSA	Hospitality
Saudi Electricity Authority	KSA	Utilities
Saudi German Hospitals	KSA	Healthcare



Let's build smarter, more sustainable facilities — together.

Virtual IT Consultants | Information Technology Solutions and Services since 1998

UAE • KSA • Qatar • Cyprus

IN PARTNERSHIP WITH



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