A systems and automation company registered in England and Wales

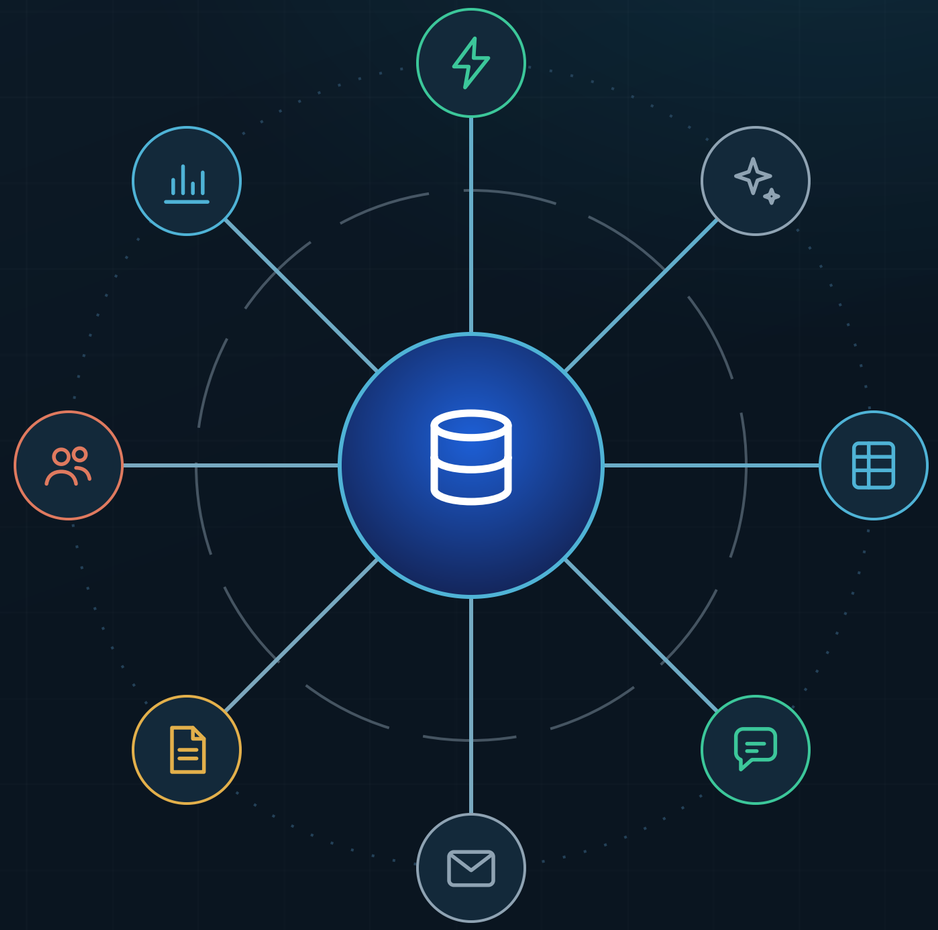
Fairlead Systems

Operating platforms · Automation · Data · AI

We help organisations bring work scattered across separate systems into one secure operating platform that they own, with their data kept in their hands.

Book a 20-minute call | **See a working system**

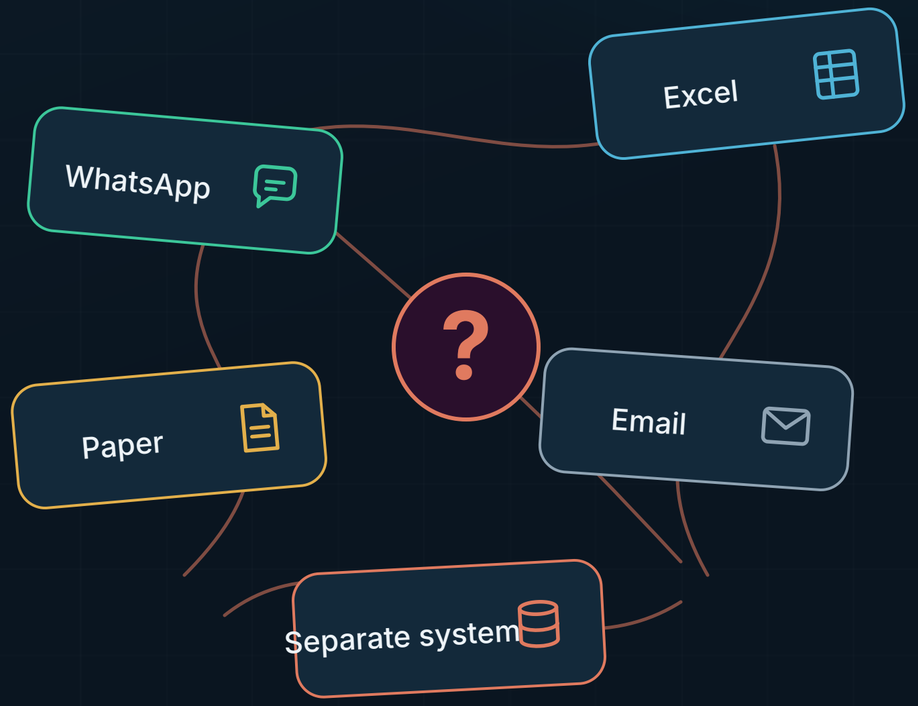
A signed contract before we start · No payment until you receive the work



The problem

When work is scattered, the picture is lost

- Data is spread across Excel, WhatsApp, email and systems that do not connect to each other
- The same information lives in several places, and each copy shows a different number
- Management has to keep asking and chasing because the full picture is never in front of it
- Access is loose: one person sees more than they need, another cannot reach what they need



An example

Maryam wants to join the Saturday class

Today

1. On Sunday evening, Maryam's mother fills in the application form on the institute's website.
2. On Monday, the administrator copies her details into the student spreadsheet.
3. A separate direct debit link goes out by email. A week later, nobody is sure whether it was set up.
4. Her teacher hears about her in a WhatsApp message and adds her to the register by hand.
5. In September, the trustees ask how many students are enrolled and fully paid. It takes two days to answer.

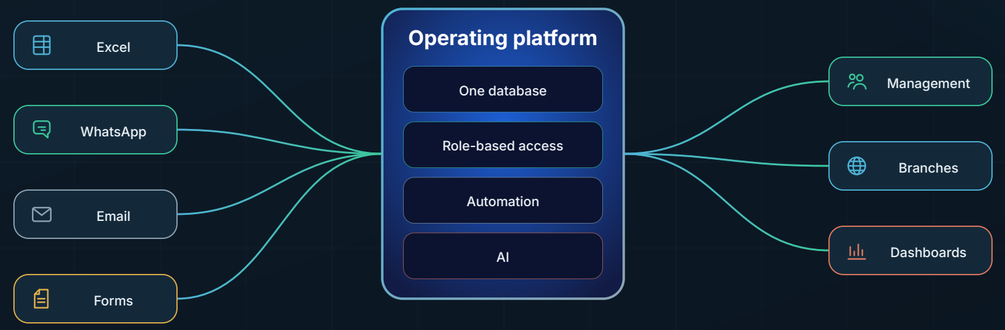
With one student record

1. The application form creates Maryam's record.
2. The direct debit is linked to that same record.
3. Once payment is confirmed, her place is confirmed and she appears on her teacher's register.
4. Her mother receives one message with the class time and how to join.
5. The trustees see enrolled and paid students on one page, at any time.

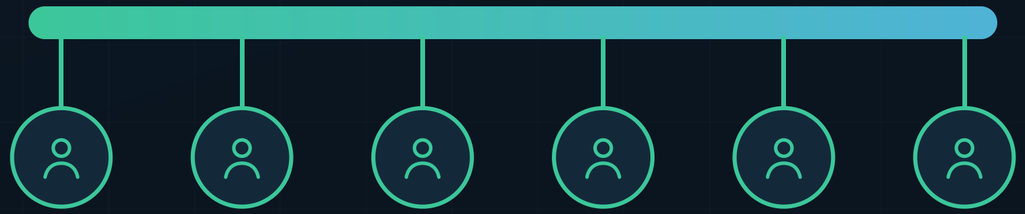
Maryam is an invented student. The steps are drawn from what UK institutes publish about their own admissions.

The solution

One operating platform your organisation owns







Today Everyone asks someone else, and information gets lost between them.

With the platform Everyone works from one source, and responsibilities are clear.

See a working system now

Our founders' work in numbers

Results from projects delivered by our founders

This work was delivered before the company was incorporated in September 2026. We can explain how every number was measured.

40

automation workflows, roughly, built by one of our founders and running every day

Across finance, registration, support and error alerts

8

hidden systems found and documented

They were running inside 61 code snippets with no documentation

0

records shown to a user without permission

Protection sits inside the database itself, not only on the screen

12

months of a WhatsApp agent running at a training centre in Oman

It replies in Arabic and hands the conversation to a person when needed

More results and projects →

What we build

Six services for institutes and charities

One student record

Application, payment and class access in one record, instead of copying between platforms.

Admissions advisor

An automated assistant that suggests the right programme and books the assessment. Religious questions go to your teachers, money matters go to your staff, it speaks to parents about anyone under 18, and staff can read every conversation.

Lesson and publication archive

Recorded lessons, books and audio indexed and transcribed word for word, so they can be searched by what was said, with the rights recorded for each item.

Donor records and Gift Aid

A clean donor record and Gift Aid declarations kept in one place, always separate from fees.

Staff compliance records

DBS and safeguarding training dates for every teacher and volunteer, with a reminder before anything expires.

Verified backup and restore

Backups of your website, shop and subscriptions, tested by actually restoring them, not just switched on.

Book a 20-minute call

How we work together

Three ways to start

Most organisations start with the review, then choose what fits. A signed contract for every phase, and payment after you receive it.

Where to start

Systems and operations review

Two weeks · Fixed price

- A map of all your systems and files, and where the data lives
- Who needs to see what, by role and branch
- Where the team loses time on repeated work
- A phased plan with the cost of each phase

Its fee is deducted from delivery if we work together

Building the operating platform

In phases · Fixed scope and price per phase

- One system for your branches, teams and data
- Each person sees only what their work needs
- A gradual move with no stop to the work
- Team training and documented handover inside the system

The platform and its data are entirely yours

Automation and AI project

Defined scope and outputs for each project

- Automating repeated tasks in any department
- An assistant that answers enquiries in English and Arabic
- An instant alert when any automation fails
- Documented handover and a run guide for your team

Built on your current systems or after the platform

Book a call about the review

All services in detail

What you can count on

Six commitments on every project

A signed contract before we start

Setting out the scope, outputs and price of each phase

No payment until you receive the work

You pay for each phase after you receive it, not before

The data and the system are yours

Entirely, and we tell you in writing where it is stored before we build anything

Work does not stop during the move

The old system keeps running until you decide to switch it off

A handover your team understands

A guide and explanations inside the system, so you do not depend on us for everything

A company registered in the UK

In England and Wales, company number 17448808

Live demo

Try a system that is running now

A complete demo of an operating system for a production studio: requests, approvals, workload and data quality. Approve a request from Telegram and watch the system update in front of you.

Browse the system

Six live pages: request triage, production pipeline, overview, workload and data quality

Open the demo ↗

Be the approver

The bot sends you an approval request; approve it or send it back, and the record updates at once

Try the bot ↗

The live channel

Approval requests as the team receives them, straight from the system

Open the channel ↗

The demo uses invented data and is not a client system. Test data is cleared every night. Designed and built by Muhammed Dervis, our delivery lead.

I want a system like this

Who we work with

Organisations in the UK and Europe

Organisations differ, but the challenge is similar: scattered data and manual work.

Charities and foundations

In the UK and Europe: donors, beneficiaries and reports for regulators

Islamic institutes and academies

Registration, fees, attendance and recorded lessons, in one student record

Supplementary schools and training providers

Admissions, parents, teachers and timetables

Community organisations

Members, volunteers, events and communication

Small and medium-sized businesses

Customers, orders and invoices, across systems that do not talk to each other

Public bodies

Councils, universities and NHS bodies, through Bloom and the NEPRO3 solution

We write about the rules these organisations work under: Fees are not donations: Gift Aid records · Permission for every image

Tell us about your work

Next step

Let's talk for 20 minutes

A short call to understand your work and suggest the next technical step for it.

Book a 20-minute call

Or message us on WhatsApp · Work is delivered remotely. Meetings on site by arrangement.

+44 7733 246979

gabriel@fairleadsystems.co.uk

fairleadsystems.co.uk



FAIRLEAD SYSTEMS LTD · Company number 17448808 · Registered office: Office 1 Izabella House, 24-26 Regent Place, Birmingham, B1 3NJ

Full presentation (PDF)

Live demo

In detail

Services, projects and team

This page is for readers who want the detail: every service, how we work, the projects, the team and the tools. For the short version, go back to the home page.

Services | How we deliver | Results | Projects | Team | Tools

What we offer

12 services in three tracks

Build

- Operational systems and databases
- Portals and self-service
- Dashboards and reporting
- Recordings archive and transcription

Connect

- Integration and automation
- AI-assisted enquiries
- Connecting AI assistants to your systems (MCP)

From our founders' work

Claude and ChatGPT connected to an n8n platform through OAuth and Cloudflare Zero Trust

A read-only gateway with an allowlist that strips secrets from its output

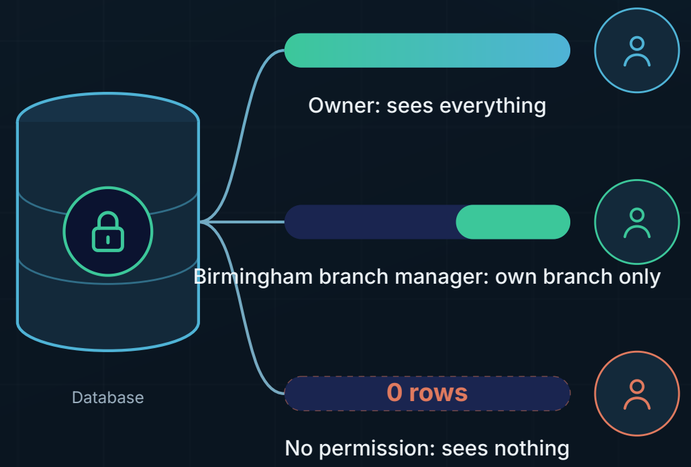
Assure

- Automation and shadow-system audit
- Automation monitoring
- Data access assurance
- Verified restore and reconciliation
- Licence and cost review

Service one

An operating platform you fully own

- One system for every branch and country instead of scattered files
- Access rules are enforced inside the database itself, not only in the interface
- Mandatory two-factor sign-in (MFA), and a log of every action
- The data is entirely yours, and we tell you in writing where it is stored before we build anything
- Business rules change from simple tables, with no wait for a developer or a new release



Central tables shared by every team

Arabic and English on the same data

Private files that open only after sign-in

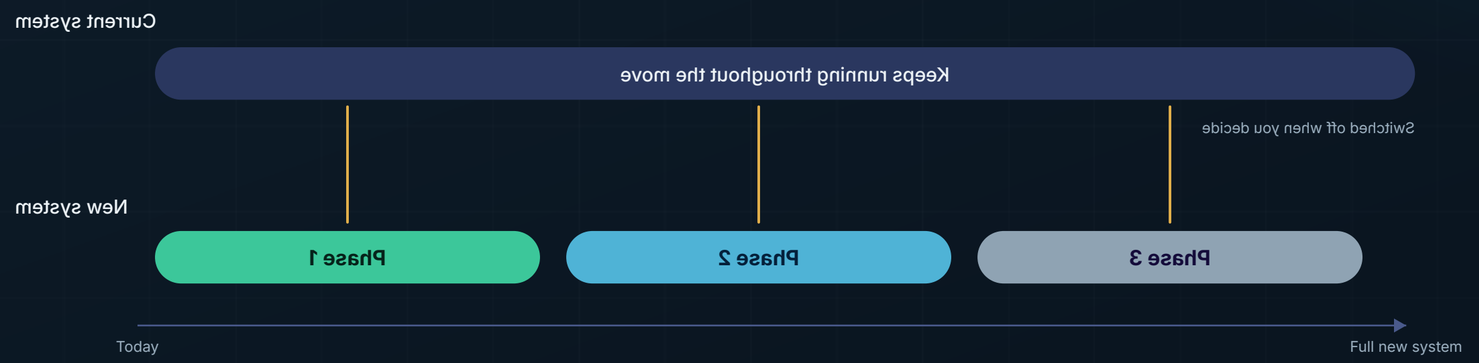
Multiple currencies, with the rate fixed at the moment of each transaction

Integration keys kept on the server only

Discuss your platform with us

Service two

Moving to the new system without stopping work for a day



We start with one department while the others carry on as they are

Each type of data has one owner, so copies never conflict

Any phase can be rolled back

We merge duplicate data coming from several systems

From our founders' work

A whole team moved to the new platform while the old system kept running

Every step is tested on a trial copy first, and we add without deleting anything

Plan the move with us

Service three

Automation and AI on top of your system

Any task that repeats in any department can run automatically, within your data and access rules.

Human resources

Monthly reviews started in one click · Leave with two approvals and an annual balance

Finance

Invoices · Approvals · Bank reconciliation

Sales and CRM

Leads · Quotes · Follow-up

Customer service

Email requests read and sorted by AI · WhatsApp

Operations and purchasing

Purchase requests · Stock · Multi-step approvals

Documents and AI

Reading data from PDFs and images · Content pages built from data

Reporting

Capacity per team · Dashboards · Alerts

Marketing

Forms · Campaigns · Reminders

From our founders' work

A WhatsApp agent answering in Arabic for 12 months

202 hours of recordings transcribed automatically in 6.5 hours, with text search

About 40 automation workflows running every day

What could you automate?

Where to start

The start: a review of your systems and ways of working

Before we build anything, we understand where you are today and set out a clear plan with a fixed cost.



We map today

Every file, tool and system, and where the data lives today.

We define access

Who needs to see what, by role and branch.

We find lost time

Repeated work and manual handovers between teams.

A phased, costed plan

What to build first, the platform that suits you best, and the cost of each phase.

Two weeks · Fixed price · Its fee is deducted from delivery if we work together

Book the review

How we deliver

A system your team understands and can run

For us, handover is a core part of the project, not its last step.

An explanation on every field and button

People know what to do without having to ask

A user guide inside the system

Available where the team already works

A visual map of the system

Tables, workflows and links in one picture

A feedback page for the team

Every item resolved gets a written reply

A note to the team with every update

What changed, who it affects, and when

We never edit what is running

We build the new beside the old, then swap

A backup before every change

And the restore is tested in advance

Native tools first

Code only where needed, so your team can maintain it

Our founders' work in numbers

Results from projects delivered by our founders

This work was delivered before the company was incorporated in September 2026. We can explain how every number was measured.

40

automation workflows, roughly, built by one of our founders and running every day

Across finance, registration, support and error alerts

8

hidden systems found and documented

They were running inside 61 code snippets with no documentation

0

records shown to a user without permission

Protection sits inside the database itself, not only on the screen

12

months of a WhatsApp agent running at a training centre in Oman

It replies in Arabic and hands the conversation to a person when needed

21,431

videos with no record, found by scanning one disk

Plus 16,464 duplicate copies (517 GB) kept out of the upload

202

hours of recordings transcribed automatically in 6.5 hours

On a local machine, without sending the recordings to any outside service

Our founders' projects

Systems built by our founders that are still running

Delivered before the company was incorporated, for different sectors, with one way of building.

Archive and access platform

A searchable video archive on PostgreSQL, with a React interface and access rules enforced in the database

WhatsApp agent with a customer service system

Chatwoot, n8n and Gemini: it understands voice messages and hands over to a person when needed

Complete trainee portal

Registration, payments, roles and course start, in WordPress and connected to Airtable

Multilingual property pages

A custom WordPress plugin for a villa developer, in Arabic, Turkish and English

I want a system like these

Team

Who is behind the company

Gabriel Darwesh

Director · Birmingham, United Kingdom

The company's legal presence in the UK, first meetings and client follow-up.

Muhammed Dervis

Delivery lead · Istanbul

Has built operating systems, automation and integrations since 2009, combining long experience of running large teams with building the systems they work on. Holds three Airtable certifications.

FAIRLEAD SYSTEMS LTD · A private limited company registered in England and Wales on 9 September 2026, company number 17448808. Registered office: Office 1 Izabella House, 24-26 Regent Place, Birmingham, B1 3NJ. Bloom Accredited Supplier since 11 November 2026. Professional indemnity insurance of £1 million with Hiscox.

Tools

The tools we work with

Backend and platforms

Python · FastAPI · PHP · JavaScript · TypeScript · React · Airtable Custom Interfaces · MCP servers

Data

PostgreSQL · SQL · BigQuery · HyperDB · Full-text search · MySQL · Data modelling

Automation

n8n · Make · Zapier · Slack API · Telegram bots · Airtable · Apps Script · Power Platform · Power Automate · Power Apps

AI

Gemini · Speech-to-Text · WhatsApp agents · Human review

Security

Row-level security · MFA · Audit log · Tested backups · OAuth · Zero Trust

Infrastructure

Linux · Nginx · Docker · Cloudflare Workers · Cloudflare Access · Backblaze B2 · WordPress

The certifications below are held personally by Muhammed Dervis, not by the company.

Certification: Airtable Builder — Verify ↗

Certification: Airtable Admin — Verify ↗

Certification: AI-First Foundations — Verify ↗

Timing

The best time to start

September

Most institutes take their main intake in September. Changes made in the spring are tested before the rush; changes made in August are not. Start the review in the spring term, and the new record is ready when applications open.

Ramadan

In Ramadan, timetables change, evening programmes begin and donations peak. It is the wrong month to move systems, and the right month to see where the pressure falls. We agree the plan before Ramadan and build after Eid.

Book a 20-minute call

What we don't do

- We don't answer religious questions through software. Anything about the deen goes to your teachers.
- We don't replace tools that already work for you. We connect them.
- We don't mix fees and donations. They stay in separate records, so your Gift Aid claims stay clean.
- We don't promise that any system is "100% secure". We set role-based access, retention rules and an audit trail, and we explain the limits.
- We don't tie you to a monthly contract. Each project has a defined scope and defined outputs.
- We don't start without a signed contract, and we don't take payment before you receive the work.
- We don't keep your data. It is yours, and we tell you in writing where it is stored before we build anything.

Next step

Let's talk for 20 minutes

A short call to understand your work and suggest the next technical step for it.

Book a 20-minute call

Or message us on WhatsApp · Work is delivered remotely. Meetings on site by arrangement.

+44 7733 246979

gabriel@fairleadsystems.co.uk

fairleadsystems.co.uk



FAIRLEAD SYSTEMS LTD · Company number 17448808 · Registered office: Office 1 Izabella House, 24-26 Regent Place, Birmingham, B1 3NJ

Full presentation (PDF)

Live demo