

Excellence through **INNOVATION, AGILITY**
and **COMMITMENT**

**IN PERFECTION,
WE BELIEVE.**

OUR VISION

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**CORPORATE PROFILE/
HISTORY AND COVERAGE**

CORPORATE PROFILE

Naizak is one of the leading Engineering & IT solution integrators in the region. Through representing global leading brands from all over the world, Naizak is able to cater best of breed products and services to its clients throughout the Middle East. Naizak features dedicated account managers who work hand in hand with our customers to choose the right technology products and services to best meet their unique needs.

The company's technology specialists offer local expertise to assist you design customized solutions, while our advanced technology engineers aid customers with the implementation and long-term management of those solutions. Naizak is capable of supporting your organization with unique end-to-end IT knowledge, and solutions that yield measurable business results. Our focus fosters innovation and excellence, and our longstanding client relationships are evidence of consistently high delivery records in key industries.

HISTORY AND COVERAGE

Naizak has been established in 1998 as a subsidiary of Al Abdulkarim Holding Co., the Gulf's largest supplier/stockiest of electrical, electromechanical, telecommunication, instrumentation, and oilfield components and equipments. Currently, we employ approximately 2,000 people worldwide, represented by almost 15 offices worldwide. We maintain a network of offices in India, China, Italy, Kazakhstan, Bahrain, Kuwait, Qatar, Saudi Arabia and the United Arab Emirates. We have one of the region's largest sales and service force focused on information technology and work closely with global and local network of technology, outsourcing, system integration, service and distribution partners.

We are committed to acting in a socially and environmentally responsible manner and to being an attentive and thoughtful neighbor in our local and global communities.





**KEY INDUSTRIES
AND VALUE PROPOSITION**

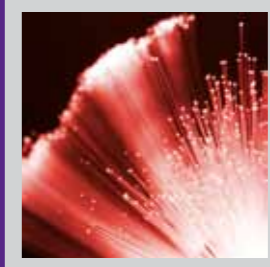
KEY INDUSTRIES

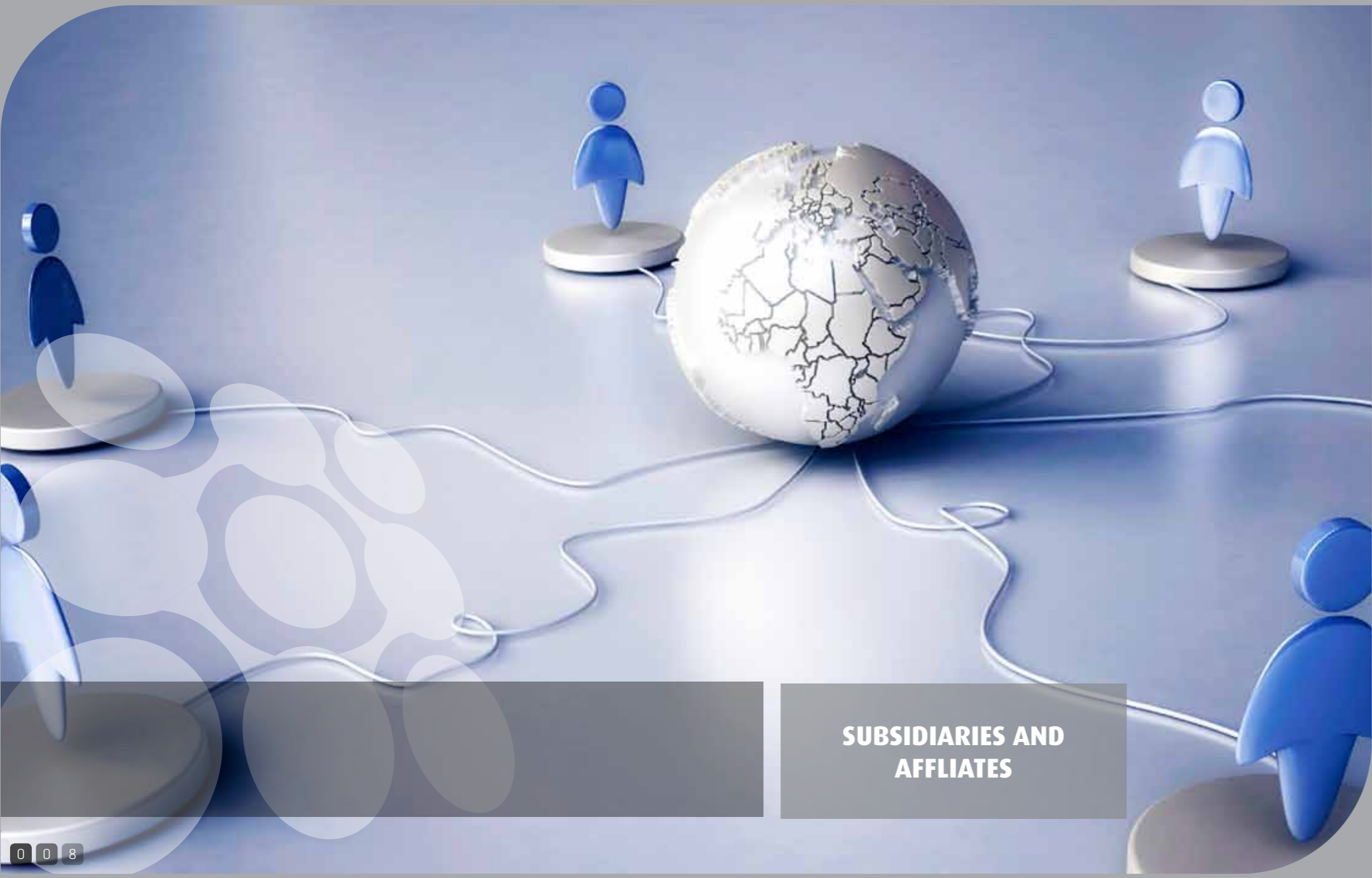
Naizak works with organizations around the Middle East, in various industries, serving both the public and private sectors. Whether you are a small startup company or a large global corporate, Naizak is there to help. Naizak provides specialized services to the Oil & Gas, Petrochemical, Electrical, Power and IT companies. Naizak will be able to provide you the best technology, products, and services wherever you are in the Middle East.

VALUE PROPOSITION

Naizak is a customer driven, local services organization, with a deliberate policy of heavy investment in staff of a very high caliber and specialization. Our staff is our Asset and the knowledge and expertise they possess is what allows us to offer the broadest portfolio of systems, software and services. We are able to create total integrated solutions, designed by us, tailored to best fit your organization in any industry.

“Excellence through Dedication” -
this is Naizak’s value proposition to our customers.





SUBSIDIARIES AND AFFILIATES



**العبد الكريم
AL ABDULKARIM**

Al AbdulKarim Holding (AKH) established over 35 years ago, enjoys a leadership position in the supply of Electrical, IT, Communication, Instrumentation, Automation & Control, Piping, Oilfield Supplies and Engineered Systems & Equipment. Headquartered in Dammam, AKH has developed a network of branches and distribution centers with major warehousing facilities throughout the Kingdom. Al AbdulKarim is the Gulf's largest Distributor of electrical, electromechanical, telecommunication, instrumentation, and oilfield components and equipment.



East West Trading International (EWI)

EWI is the Al AbdulKarim out of Kingdom subsidiary for support services headquartered in Dubai, UAE. This company is structured by Business Divisions and geographic area Offices covering the United States, the whole Middle East and Asia. Al AbdulKarim Holding has a plan to expand EWI geographic area coverage beyond these areas.

EWI aligns itself based on the Corporate Mission to support both business partners and clients of Al AbdulKarim and its subsidiaries. Throughout its age of more than 30 years, EWI brings together the most comprehensive products/supply solutions to the emerging market in the GCC and neighboring Middle East and Africa. EWI capitalizes on its powerful worldwide sourcing capabilities to support projects and Al AbdulKarim distribution branches under the below Business Divisions:

- **Electrical & Power Distribution**
- **Instrumentation**
- **Control Systems & Automation**
- **Industrial & Oilfield**
- **IT & Communication**

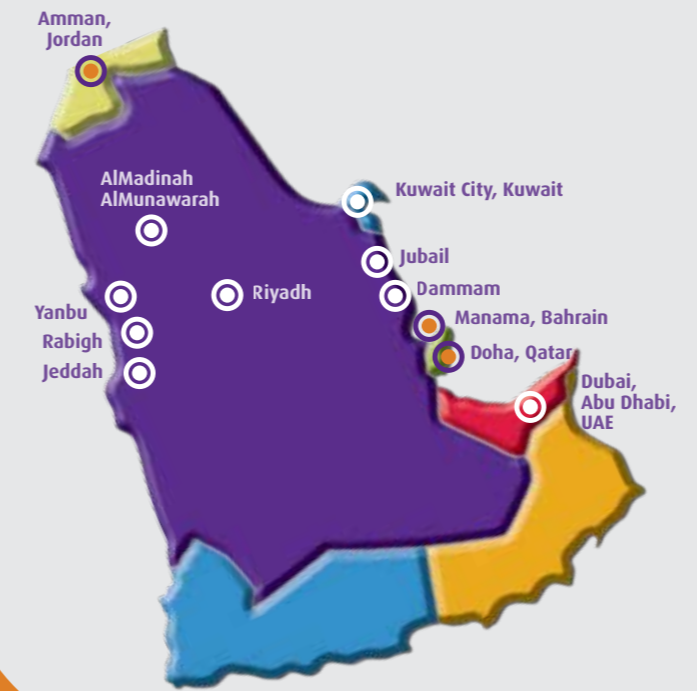
EWI has access to large stocks for projects and MRO long term contracts with hydrocarbon & utilities companies. The sales team is supported by professional Sales Admin, Finance, Procurement, Logistics and Expediting to ensure classy service rendered to our clients, because we are customer orientated firm.



Industrial Systems Group

ISG is a subsidiary of Al AbdulKarim Holding, established in 2008 and signed manufacturing agreement with EGS /Appleton Electrical Group in early 2009. It is an authorized manufacturer of EGS/APPLETON explosion-proof electrical equipment (Panel Boards, Junction Boxes & Enclosures, Lighting Fixtures, etc..) Spread across 3,700 m² air-conditioned manufacturing facility strategically located in the 2nd Industrial Area in the Eastern Province, Kingdom of Saudi Arabia • ISO 9001:2008 Management System certified • Manufacture/Customize Explosion-Proof Electrical Equipments • Licensed by Emerson International

PROXIMITY



Plant IT Instrumentation & Automation Services
 Telecommunications Enterprise Solutions Training and Education
 Naizak Solar Power Systems
 IT Infrastructure & Services

BUSINESS UNITS

PLANT IT

Naizak Plant IT adopts a Best of Breed approach in offering solutions within Process Control & Automation (PC & A), Manufacturing Execution Systems (MES), Operational Risk Management solutions, Quality Risk Management solutions and integration into Enterprise Resource Planning (ERP) to customers in the GCC region. NAIZAK supports the Hydrocarbon Manufacturing like Aramco, SABIC and Utilities like SEC in both upstream and downstream projects and operations. Through its technology driven awareness and strategic long-term partnership with major corporations, our clients are provided with complete range of products of integrated/end-to-end services. Plant IT Division today plays a key role in presenting cutting edge technology to support growing Refining & Petrochemical facilities in the region. NAIZAK invests significantly in this area through providing Local Contents to help its major clients in the technical support area – there are teams on ground working on many initiatives that resulted in signing corporate Agreements with the aforementioned clients.

Services include:





INSTRUMENTATION & AUTOMATION

The **Instrumentation & Automation Division** provides a diverse range of quality products, services and solutions at par with international standards which focuses on the Industrial, Oil & Gas, Petrochemical, Power & Utility and manufacturing industries

We aim to provide cost-effective solutions through a wide channel of reputed international partners, supported locally by experienced and skilled staff. Our expertise has constantly enabled us to devise ways to supply engineered products while rapidly adapting to the ever-changing market trends.

Products include:

- Variable Area Flowmeters
- Flow Computers
- Flow Instruments
- Instrumentation Valves
- Ex-classified Torch
- Pressure-Vacuum Breather Vents
- Flame/Detonation Arresters
- Portable & Fixed Gas Detectors
- Calibration Instruments & Systems
- Laser-based Gas Analyzers
- Thermostatic Valves Switches & Panels
- Magnetic Level Gauges
- Sight FlowIndicators
- Boiler Levels
- FiltrationS ystems
- Industrial Grade CCTV Systems
- Tank Gauging Instruments Systems
- Interface Converters
- Level
- Temperature
- Pressure
- DP Switches
- Alarm & Annunciator Panels
- Smart Transmitters
- Pressure Gauges
- Ultrasonic Flow Meters



ELECTRICAL SYSTEMS

A leading supplier and solution provider of electrical construction and power materials in the kingdom. For years, **AKH's Electrical Division** has been a leading supplier to Saudi Aramco, Saudi Electricity Co., SABIC, and to the Overseas and Local Major Contractors in the Kingdom of Saudi Arabia. As an Agent and Distributor of international highly reputable manufacturers in the market of Oil & Gas, we provide a comprehensive and competitive range of electrical products in the field of transmission, distribution, protection and generation, as well as in industrial and petrochemical hazardous locations."

PRODUCT LINES

- Cable Management System
- LV MV Power & Control Cables & Accessories
- Grounding/Earthing & Lightning System and Accessories
- Lighting System
- Circuit Protection (Fuses)
- Conduit & Fitting System
- Transformers
- LV Panelboards and Switchgears
- Cable Glands
- Test Equipments
- Tapes, Connectors
- Splice Kits
- Joins and Terminations
- Fittings & Wiring Accessories
- Navigational Aids
- Explosion Proof Electrical Equipments
- Heat Tracing and Cathodic Protection
- Terminal Blocks
- Junction Boxes
- Fire Alarm & Fire Fighting System
- Tagging and Labelling System
- Circuit Breakers and Safety Switches



POWER SYSTEMS

Naizak Power System (NPS) is a leading member of Al Abdulkarim Holding / Naizak Group Specialized in the turnkey Supply, installation, testing, commissioning, integration and maintenance / Field service of equipment and systems related to:

- Power Generation
- Transmission
- Distribution
- Sub. Automation & SCADA System [DCS, EMS, DMS]

Along with the reputable business reference and active operational presence of its sister companies East West International (EWI) in the Gulf / Middle East countries and AKH in Saudi Arabia, Naizak Power System provides a comprehensive portfolio of high technology, products, systems, and innovative turnkey power solutions tailored towards Industrial, oil & gas, and utility sectors.

Naizak Power System adopts unique and aggressive technical and Business approach along with leading Strategic and International Partners aiming at providing up-to-date quality products, system, and services and responding to the increasing power demand at sustainable and reasonable costs.

Naizak Power System presents itself in a business culture motivated by engineering skills, integrity, consistency, reliability, and proper project management orientation.

NAIZAK SOLAR

As the effects of global warming on our climate become more evident every year, mankind is forced To adapt and re-invent it's way of life, especially the way we consume energy. The world has to shift to Low carbon society and this will effect all aspects of our daily lives and activities. The majority of people in the world are coming to the conclusion that economic development and Sustainability are inseparable. No real long term growth can occur without social and environmental Sustainability practices . Naizak Solar is committed to provide sustainable solution to all future buildings and infrastructure as adapting existing ones.

Among others, **Naizak Solar** provides the following solutions:

- Renewable Electricity generation
- Acclimatization using renewable source
- Domestic hot water heating solutions
- Solar water pumping
- Solar street lighting
- Stand alone solutions for isolated communities and systems





IT INFRASTRUCTURE & SERVICES

IT Infrastructure & Services specializes in providing cutting-edge technology solutions in the space of:

- Enterprise Computing
- Storage Area Network
- Backup & Recovery
- Security Gateway & Intrusion Prevention
- Email Messaging Systems
- Unified Communications
- Governance Risk Compliance platforms.

Our approach is centered around the elements - Assessment, Design, Implement & Manage. Our Service philosophy is based on quality while controlling cost. This is achieved by providing the right resource at the right time at the right place.

Services include:

1. Datacenter Infrastructure Services
2. Firewall Security Gateway & Intrusion Prevention Systems
3. Microsoft platforms: Exchange, Clustering, Active Directory Unified Communications, Share Point Portal implementations
4. Governance, Risk, Compliance & Quality Management Solutions
5. Infrastructure Architecture & Integration
6. Helpdesk Services



INTEGRATED TELECOM AND SECURITY SYSTEMS

Naizak Telecom has a wide range of Services and Products to support with any business challenges. More significantly, we will customize our services to meet any needs! As a specialist telecommunications systems engineering and integration provider, we directly employ a large team of dedicated specialized telecommunications professionals with a wealth of knowledge and experience to meet the most demanding and sophisticated nature of global telecommunications projects in the petro-chemical and energy sectors.

We provide a diverse range turnkey telecommunication network solutions for telecommunications projects in the Petro-Chemical and Energy industries, both onshore and offshore, and these include:

- Offshore Production platforms
- Oil & Gas & Gas Refineries
- Oil and Gas Pipelines
- Petro-chemical Plants
- Production Vessels (FPSO)
- LNG Production Plants
- GTL Production Plants
- Power Generation / Desalination

The turnkey services provided by Naizak Telecom include telecommunications consultancy services, design, engineering, project management, procurement, system integration, and installation, commissioning and after-sales services.

With a highly experienced multi-national and multi-lingual engineering team our companies engineering philosophy is to provide initiative high integrity solutions using the latest proven technologies. Working closely with a wide range of leading manufacturers products we develop in house custom integrated solutions incorporating a wide range of systems to meet the specific turnkey requirements for projects in the most demanding operational environments.

Our scope of supply covers a wide spectrum of the telecommunications systems and solutions that focuses on the unique requirements of each individual client and project specification. With our extensive experience in completing a comprehensive number of diverse telecommunication projects worldwide we have the knowhow and technical expertise to develop technical solutions to realize truly integrated network solutions.

ENTERPRISE SOLUTIONS

We are a leading IT services & solutions provider in the Middle East enabling enterprises and productivity solutions to maintain the competitive edge in today's dynamic market. We are specialized in providing enterprises and productivity solutions to our customers to address the needs of vertical industries.

Over the past few years we built internal competencies to deliver and operate systems for various industries. Furthermore, the division has a high level of strategic partnerships with industry leaders in this field.

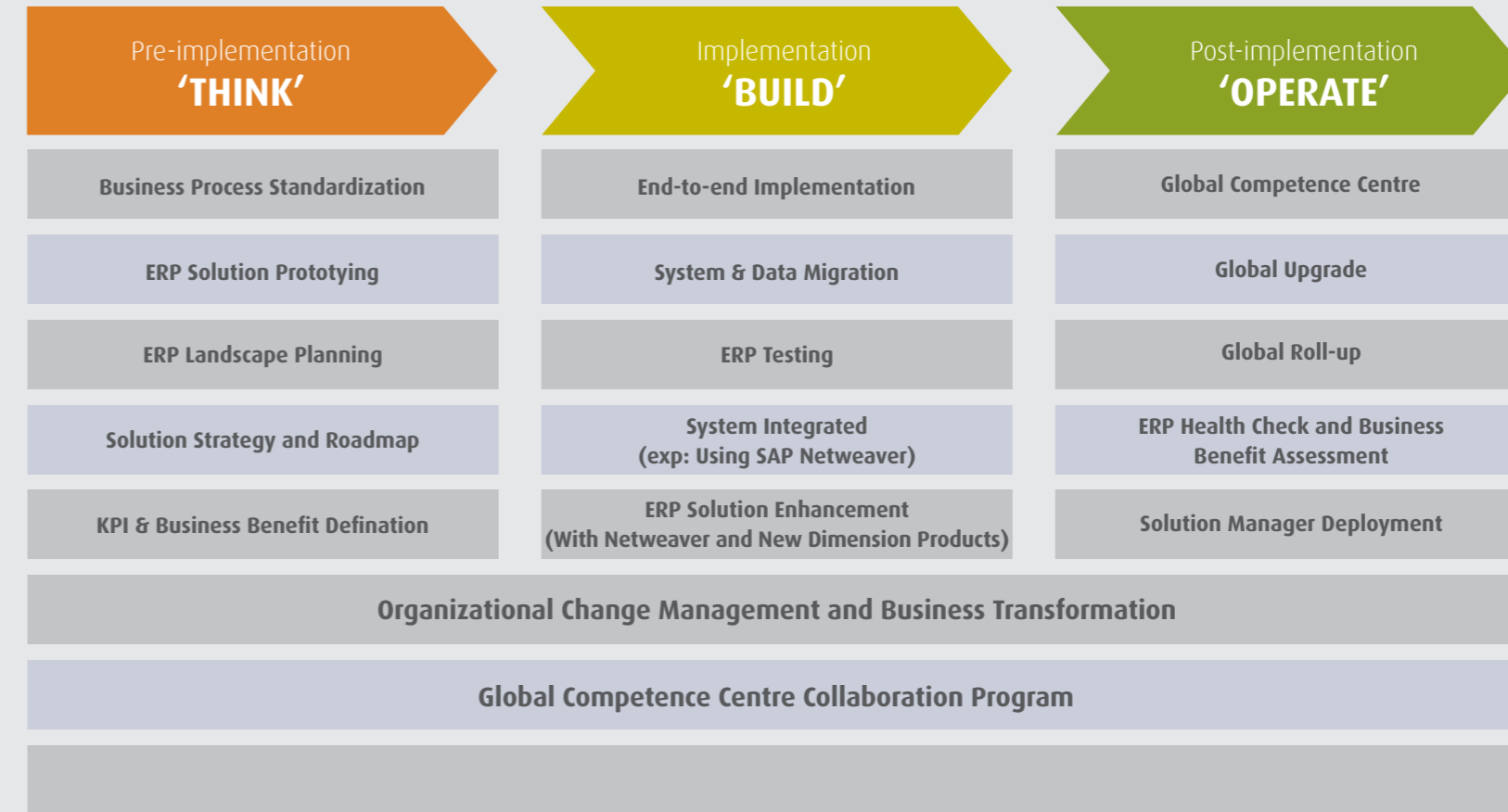
From managing supply chains, devising CRM strategies, and deploying content management solutions to integrating enterprise-wide functions with increasing productivity by discovering how to take both time and cost out of operations starting with workforce ending by successful delivery, Naizak helps you with comprehensive, efficient and robust solutions that meet your unique requirements.

Naizak supplies configurable multifaceted software solutions to improve organizational and operational efficiency. In addition, Naizak provides Enterprise Resource Planning (ERP) systems such as SAP, Oracle ERP and Microsoft Dynamics. Naizak is a SAP Preferred Solution/Implementation Partner.

Naizak provides **Enterprise Resource Planning (ERP)** systems such as SAP, Oracle ERP and Microsoft Dynamics offering a wide range of services including:

- Implementation Services Solution with ranging from Small, Medium to Large enterprise
- Business Object Implementation Services
- Providing Consultation Services
- Upgrade Implementation Services
- Develop & implement of any new module(s) or component(s)
- Integration services between ERP System and any other legacy system(s)
- Providing and deploying qualified consultants (onsite/offshore)
- Auditing any ERP implementation to make sure that your business mapped correctly

Each of our services are backed by proven methodologies and frameworks which are constantly enhanced to bring greater value to our customers.





LAB SYSTEMS

Naizak Lab Systems (NLS) is a leading laboratory solutions provider to the industrial and scientific community in the Kingdom of Saudi Arabia and other Gulf countries. It offers a complete range of analytical and testing equipment, and expertise to build and support today's challenging analytical needs.

The customers benefit from our technical expertise and strategic partnership with the leading equipment manufacturers. NLS also specializes in turn-key projects involving engineering, supply and after-sale support. It has successfully completed turn-key projects with local companies such as Saudi Aramco (Khursaniyah and Khurais) by supplying and installing lab equipment, furniture and other labware.

Also, NLS supplied and successfully installed distillation & hydrotreater pilot plants, to **Saudi Aramco, Research & Development Center in Dhahran.**

Naizak Lab Systems has expanded its business to other provinces of Saudi Arabia and Gulf countries with its main offices in Khobar, Riyadh, Jeddah, UAE and Qatar to cater to the laboratory needs of our customers with full-fledged facility of procurement, logistics, installation, commissioning and after-sale service. Our expert sale and services teams stationed in all the regional offices immediately respond to our customers.

Services include:

- Analytical and industrial laboratory equipment procurement.
- Installation and commissioning.
- After-sale service
- Conduct seminars and symposiums on specific products/applications to update customers on the latest advancements
- Customer training at manufacturers / suppliers facilities

TRAINING & EDUCATION


Since its founding in 2004, **Naizak Education Services** has specialized in providing professionals the knowledge & tools to drive their business. Naizak Education Services is a leader in developing and delivering corporate and professional training. Naizak Education Services serves as a training arm for the various Business Units of Naizak.

Our vision is to provide quality executive education designed and delivered to empower the professionals at work through Innovation, Excellence, and Professionalism.

Naizak is recognized as a leader in instructor-led, customized, on-site certification training and consulting for corporate and individuals. Naizak draws on the knowledge and expertise of its instructors and consultants, whose skills span a wider range of capability than any other training and consulting firm in the Middle East. The specialized disciplines of our training instructors encompass the full range of new and emerging technologies, enterprise applications, and business scenarios. Naizak instructors are selected because of their extensive industry experience and expertise within their chosen field.

Naizak has been chosen as an Education Partner of **SAP®** since it is recognized as a quality provider of SAP Technical and Applications training in the Middle East. Naizak has also partnered with **APT**, a British managed and owned training company, providing British accredited and certified classroom training and development programs delivered by British trainers and across a number of areas. **Astaro®** and **OPNET®** products training is also handled by Naizak within the Middle East.





Instructor Led Programs offered by Naizak:

- **SAP®** Project Team, End User Training, and Certification Courses
- **Astaro®** Certified Training Programs
- **OPNET®** Certified Training Programs
- English Language Training
- Human Resource Management
- Management & Leadership
- Environmental Management
- Risk Management
- Oil & Gas Exploration and Production
- Health & Safety
- Professional Development
- Supply Chain, Procurement & Purchasing

In addition to the classroom led courses, Naizak has the expertise to execute the following value added services for any corporate training department:

- Train the Trainer Program
- Training strategy
- End User Training Consulting:
 - Learning needs assessment and analysis
 - Role Mapping
 - Course/Skills Matrix Mapping
- Training Project Management
- Off-line documentation services using a tools such as **Assima®**
- E-learning, concept, and consulting options for integrated and blended learning approaches
- LMS and knowledge management consulting for end users

Naizak Training Centers in Dubai and AlKhobar are state-of-the-art wireless environment, including the Local Area Networking and Internet Services where all public courses are conducted. However, Naizak can conduct the training onsite or in a hotel for corporate clients that comply with the infrastructure requirements and would prefer to have the training delivered onsite.



Al-Khobar - Saudi Arabia

9th Floor, Khashoggi Building
Dhahran Street, AlKhobar
PO Box 4, Dammam 31411
Kingdom of Saudi Arabia
Tel: +966 3 889 2085
Fax: +966 3 889 2086
Email: info@naizak.com

Dubai - UAE

Dubai Internet City, Building 1
Suite 306, Dubai
United Arab Emirates
PO Box 502315
Tel: +971 4 391 1165
Fax: +971 4 390 9540
Email: info@naizak.com