Company Name: UASC(Saudi) Ltd.

Project : Telephone Networking (Communication)

Location/ Address: Jeddah, KSA

Date: 26/03/2007

Project requirement:

As a company growing by mergers and acquisitions, UASC wanted to be a united company. One look, one feel, one phone number and one voice for all clients and customers. UASC wanted central control and management of client contact and information. They wanted communication convenience for both sales personnel and company executives.

Project solution:

SES won the job for two reasons; Our ability to understand what the client wanted to accomplish and our flexibility to execute the solution .
While SES offered a flexible support model, their competitors expected the client to adapt to the consultants proprietary "one size fits all" system.

SES developed a single Nortel platform to integrate all the client's systems globally. The system integrated their existing voicemail and legacy PBX systems, regardless of whether they were Nortel, NEC or Panasonic systems.

The definition of mobility for the client was the ability of their sales force and executives to be responsive to customers and potential customers anywhere at any time. SES successfully brought this into existence for them. SES also gave them the ability to maintain their company-wide telephone system while individually updating various centres as time and budget allowed. **Eventually, this will translate into huge time, cost and complexity savings as the client's company continues to grow.**

Clients comment:

"SES has been the perfect solution provider to fulfil our Telephone Systems-PBX requirements". "We chose SES because of their expertise prior to the sale and have been very pleased with their support both during and after installation. The system has allowed users and callers easier access to our staff thus making our office more efficient."

Products Used:

Brand-Rex

NORTEL

Company Name: CCMC

Project : Closed Circuit Television System (Security)

Location/ Address: Al-Qumrah, Jeddah, KSA

Date: 06/10/2008

Project requirement:
CCMC is the biggest manufacturer of two piece steel cans in the Middle East and North Africa regions with over 1.4 billion cans capacity per annum, 2 production lines and plans to expand beyond. SES have been referred to CCMC as a respected Security Solution Providers by AKWAN.
CCMC has suffered great losses due to theft. The decision to install the latest CCTV equipment has been suggested to be the solution to the ongoing problem.

Project solution:
Identify where the industry is currently at in terms of needs, equipment and service, determine locations which best need camera surveillance as per the client's objectives. Identify the uses / applications of CCTV, configure a camera system using four different designs. Determine locations which best need camera surveillance as per the client's objectives. List particular problems associated with each camera location.

The **CCTV System** consisted of a site wide surveillance system comprising of internal and external cameras. A total of 41 internal vandal resistant colour dome cameras were installed in corridors, stairwells and common areas throughout the factory. Thirteen external cameras were installed, eight of which were fully functional dome cameras, and five are fixed day/night cameras. Two external fixed cameras were installed on 4.5m static columns, with cables routed through ducting in the ground. Two 32 channel digital video recorders control the system, with 26 cameras linked to the recorder , and 28 cameras linked to the recorder in the Tower Block. Both recorders are linked to display images at the central monitoring station PC in the reception of the Guard room.

Clients comment:
We selected SES as solution providers, because we've been dealing with SES for years, and we always get phenomenal customer support. "SES has quality Consultants, Engineers and everyone is a team player."

Products Used:

Company Name: Rosewood Corniche

Project / (Industry) : SMATV Network (Entertainment)

Location/ Address: Jeddah, KSA

Date: 09/10/2008

ROSEWOOD
HOTELS & RESORTS ®

Project requirement:

The Rosewood Corniche Hotel had a requirement for a Jeddah based premises situated in the heart of Jeddah's Corniche, in the fashionable northern corner of the city . The hotel consisted of 127 luxury bedrooms, bars and a reception. SES was to provide a fully functional integrated SMATV system throughout the whole of the building. This included multiple distribution amplifier units across the floors emanating from the main communications rooms enclosures and satellite dishes.

Project solution:

SES provided state of the art technology integration for the Rosewood Corniche Hotel. The majority of the systems were designed using one basic business model. Grundig with 100% of the systems have functional distribution networks; this was a key factor in the acquisition, and an important part of the upgrade process. Guests can choose from 85 TV channels, Video on Demand as well as a comprehensive music library. Operationally the system is relatively easy to manage due to the lack of complexity. Since all tier changes are trap dependant, an installer is required for all upgrade, downgrade, installation and un-installation work. The current routing has a On call service to handle all network Digital and Analogue cable work. This routing gives the owners and residents the responsiveness they expect from a quality provider

Clients comment:

"I just had to write to tell you that we are delighted with the new platform. Our requests were upto 100% from what we are used to at that time of year. That's not just an expression; our requests doubled...in these troubled times I really get excited when something takes place to actually increase our business." & currently SES is exploring to upgrade our system to IPTV

Products Used: