

# AL ABDULKARIM HOLDING



**Industrial Systems Group**



**Naizak Global Engineering Systems**



**East West Trading International**

*Saudi Arabia / Dubai / Bahrain / Qatar / Kuwait / Jordan / India / Kazakhstan*



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## Group Profile

**Al AbdulKarim Holding (AKH)** ([www.akh.com.sa](http://www.akh.com.sa)) 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.

### **Vision**

Excellence Through Innovation, Agility And Commitment

### **Mission**

We Are a Customer Focused Company That Partners with Leading Suppliers and Transforms Performance Through Innovation, Quality and Commitment to Assist Our Customers Achieve Operational Excellence and Increase Profitability

### **Corporate Competencies**

Al AbdulKarim Holding developed set of Corporate Performance Competencies aiming to achieving excellence and transforming performance amongst its subsidiaries and affiliates. These competencies are in-line with our Vision & Mission that position the company toward increasing corporate portfolio and maximizing revenue while assisting customers achieve operational excellence.

These Corporate Competencies are:

- **Agility**
- **Partnership & Collaboration**
- **Professional Services**
- **Service Portfolio**
- **Solutions**

### Al AbdulKarim Holding Subsidiaries:

**Naizak Global Engineering Systems (Naizak)**  
([www.naizak.com](http://www.naizak.com))

**Introductory:**

*Our Strategic Direction Is To Provide Our Customers Solutions That Streamlines Processes So They Can Focus on Their Core Business*

Established in 1998 as a subsidiary of Al AbdulKarim Holding Co, Naizak with offices around the Kingdom of Saudi Arabia (Jeddah, Riyadh, and Khobar) consists of 450 employees. As a customer orientated firm, Naizak has a vision of heavy investment in talented resources that are specialized in technology solutions to provide classy services to its customers. Naizak is a SCM focused which helped positioning itself toward holding sophisticated outsourcing initiatives by major Saudi Oil & Gas and petrochemical companies and research institutes. Naizak has successfully satisfied these clients with best-in-class SCM business models using fully integrated technology solutions.

In addition to its in-Kingdom branches, Naizak has a network of offices in Bahrain, Qatar, and the United Arab Emirates, providing a range of solutions that cover all areas of industrial processes to businesses of all sizes. Naizak also caters to the specific needs of energy and industry clients in the Middle East.

### **Business Structure**

Naizak Global Engineering Systems provides its customers' specialized services that are realigned with all sectors in the market and manufacturing fields that utilizes our services:

**Lab Systems Services** – Naizak Research & Lab Systems has emerged as one of the leading suppliers of analytical lab equipment and testing instruments catering to the evolving needs of the vast and diversified scientific and research industry in the Kingdom of Saudi Arabia and other Gulf countries. Naizak Lab Systems is providing Laboratory Infrastructure Solutions and complete analytical solutions to the wide ranging analytical industry by associating with world renowned manufacturers/suppliers. This division of Naizak has successfully won this year a long-term contract with KAUST as an outsourcing partner to support its research community. KAUST expects to run more than 40 Lab

Centers in 3-4 years. Naizak has successfully designed and implemented a state of the art integrated solutions like SAP and Chemical Management applications to provide robust support to KAUST to enhance its research capabilities.

**Engineering Services** – 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. Under this Division, Naizak deploys talented technical resources in three Units; **Instrumentation**, **Control Systems** and **Industrial Systems**. Industrial Systems Division today plays a key role in presenting cutting edge technology to support growing Refining & Petrochemical 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.

**IT infrastructure Services** – Naizak provides data infrastructure solutions through partnering with world renowned companies such as Fujitsu Siemens, Hitachi, Symantec, Adic etc., The service also, includes full **helpdesk support** and after sales services. For example; we are the outsourced Partner to Saudi Aramco, SABIC, Petrorabigh, etc.. in implementing solutions like the Lab Information System Management (LIMS) that is heavily depending on latest help desk solution from BMC called “Remedy.”

**Communication Services** – Naizak communication services established to provide turnkey solutions to the ever growing telecom sector. Naizak aims to provide premium service that extends into many domains of telecom services, through partnership with Alcatel, Riverbed, Cisco, Hirschmann, Aruba, Huawei etc.

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

**Training and Education Services** – Naizak as an Authorized Training Partner of SAP, equipped with State of the art technology training facilities in Al-Khobar, Saudi Arabia and Dubai to provide quality trainings for Corporate Organizations and individual on various functionalities of SAP, Pink Elephant’s ITIL Training and DNV’s industrial Safety Training.

**e-Learning Services** – Naizak is very strong in e-Learning and it has along history of providing e-Learning solutions to companies Like Saudi Aramco and SABIC. Naizak has major partnership with major organization world wide that provide e-Learning curriculum.

**Power Services** – Naizak provides the Power Sector in the region with bundle of services offered in Two Divisions; Power System, which is specialized in the turnkey supply, installation, commissioning, integration and maintenance/field service of equipment and systems related to Power Generation, Transmission, Distribution and Control and SCADA systems (DCS, EMS, DMS.) The other division is Electrical, which provides integrated SCM services along with advanced electrical materials supply to major clients like Aramco, SABIC, SEC, etc.

## **Our Strength**

Naizak as a service provider realigns its Corporate Strategic Directions with best-in-class practice. We adopt contemporary organization structure while fully putting change management into practice. Naizak tailors Supply Chain business model for its clients' projects capitalizing on the company new ERP system (Microsoft-Dynamics AX 2009) through Project Accounting functionality – our proven services ensures on-time service that can only be achieved from internally investing in technology solutions to help us turn out high performance. Naizak Executive Management places great emphasis on such high performance enabling tools when serving our customers.

## **Quality**

Customer, partner and employee satisfaction are essential components of realizing Naizak's vision. Our quality objectives include:

- Listening to Customers
- Improving Through Best Practices and Methodologies
- Developing Human Resources
- Exceeding Expectations

We are dedicated to providing quality service and hold a company-wide ISO 9001:2002 certification. Currently in process of obtaining ISO 9001:2004 certification.

A testament to our success is that Al AbdulKarim Holding ranked amongst Saudi Arabia's Top 100 Companies.

- A top 100 Saudi Company with a turnover in excess of US\$ 500 Million.
- Gulf's largest supplier of electrical, electromechanical, telecommunication, instrumentation, oilfield components and equipment.
  - Over One Million square feet warehouse facility
  - Over 35 years of experience in the region
  - 1500+ Employees
- Awarded Saudi Arabian Oil Company (Saudi Aramco) Best Supplier Award in 2002.
- Blanket agreements with on the shelf products of approximately US\$ 30M with an average 3 month turnaround.

## **Industrial Systems Group (ISG)**

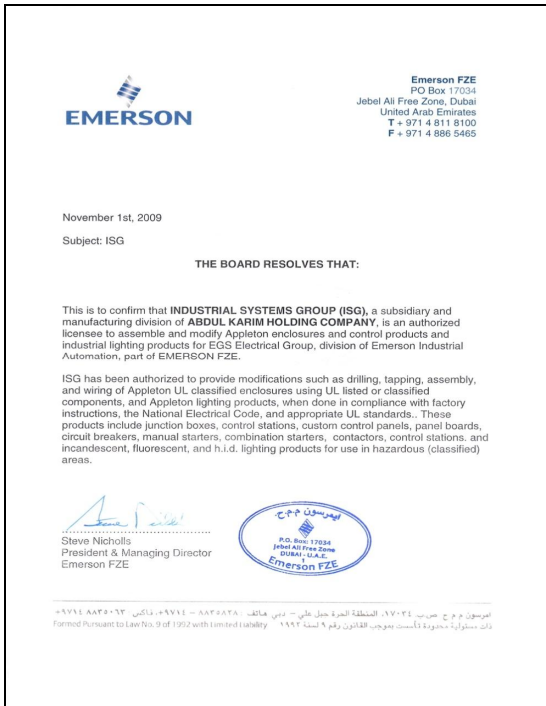
ISG is a subsidiary of Al AbdulKarim Holding, this new manufacturing firm:

- Established in 2008 and signed manufacturing agreement with EGS /Appleton Electrical Group in early 2009.
- An authorized manufacture of EGS/APPLETON explosion-proof electrical equipment (Panel Boards, Junction Boxes & Enclosures, Lighting Fixtures, etc..)
- Has 3,700 m<sup>2</sup> 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
- 30 Qualified technical staff
- Licensed by Emerson International



Kingdom of Saudi Arabia

### ISG Certificates:



### 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.*