ENTERPRISE TECH

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GANTNER
Market Leader in Smart Locker Systems

MAESTRO
The Future of Programming

REIMAGINING PRINTING
TASKalfa Pro 15000c

INAUGURATION
Regional Experience Center for Kyocera Document Solutions

AHMAD HAWA
Interview with the General Manager of Gantner Middle East

MAHMOOD NABIL
Newest Expert at GCG's EIM Division elaborates on Maestro

SHARJAH AIRPORT
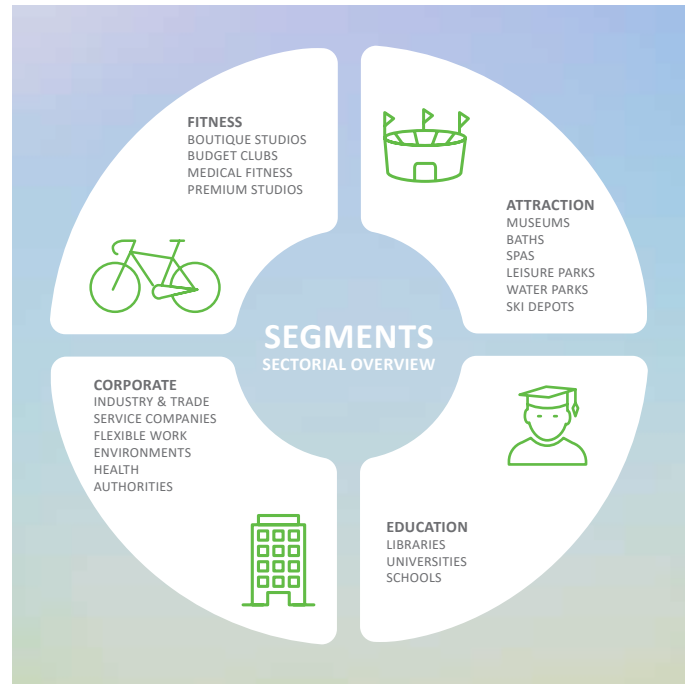**GCG deploys effective Print Management and IFP Solutions**

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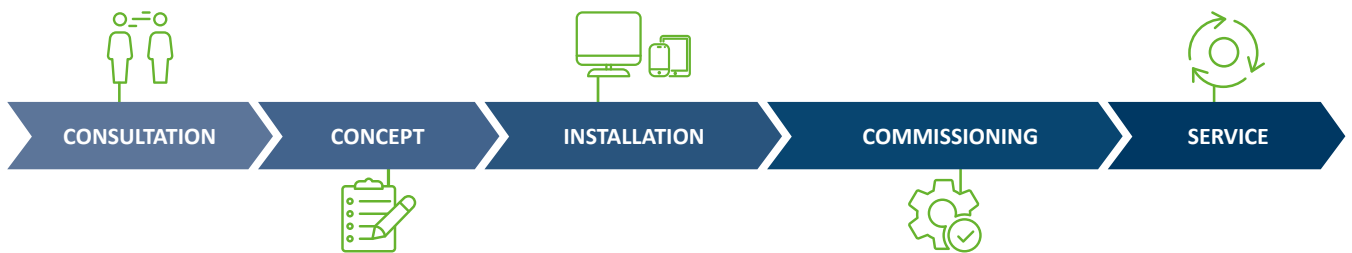
SOLUTIONS FOR MODERN WORKPLACES

GANTNER – THE MARKET LEADER IN SMART LOCKER SYSTEMS

GANTNER implements, optimizes and simplifies modern office workplaces through innovative smart locker solutions. Employee IDs \ Cards or Smartphones become contactless key replacements – wherever lockers, office furniture, value boxes or postboxes are used. GANTNER has been a leader in the development of smart locker systems for 40 years. A unique product range enables systems that are perfectly adapted to customer needs.

SEGMENTS
SECTORIAL OVERVIEW

FITNESS
BOUTIQUE STUDIOS
BUDGET CLUBS
MEDICAL FITNESS
PREMIUM STUDIOS

ATTRACTION
MUSEUMS
BATHS
SPAS
LEISURE PARKS
WATER PARKS
SKI DEPOTS

CORPORATE
INDUSTRY & TRADE
SERVICE COMPANIES
FLEXIBLE WORK
ENVIRONMENTS
HEALTH
AUTHORITIES

EDUCATION
LIBRARIES
UNIVERSITIES
SCHOOLS

FULL-SERVICE EVERYTHING FROM A SINGLE SOURCE

With GANTNER, you're in the best hands. Our solutions convince through innovation, durability, and reliability. In collaboration with our partners, we accompany you during all project phases. A broad partner network and professional service team are happy to assist you worldwide.

| CONSULTATION | CONCEPT | INSTALLATION | COMMISSIONING | SERVICE |

SMART OFFICE LOCKER SOLUTIONS FOR INNOVATIVE WORK PLACES

Modern, open office concepts require one thing: secure storage for your employees. At the heart of this are smart locker solutions that give every employee a piece of privacy, security, and convenience. Smart locker solutions are the key to implementing innovative work concepts, where employees freely select desks and companies reduce space.

Full integration
The locker system is part of the access system or a workplace app.

Big data
Optimize building processes with real-time data that is compliant with data protection regulations.

Green responsibility
No use of batteries and the maintenance-free operation support your green building strategy.

SMART BUILDING INTEGRATED LOCKERS FOR EFFICIENT BUILDING MANAGEMENT

The lockers are managed from a central location without effort. Open interfaces guarantee complete integration into other systems. Existing access cards of all common RFID/NFC standards can be used. As a result, smart locker systems ensure high-performing, efficient and safe work processes.

Flexible use
Change the functionality for different user groups with a click.

Self-service
Employees manage lockers themselves.

Hygienic
Contactless technology and easy cleaning ensure additional safety.

INTERVIEW WITH AHMAD HAWA

General Manager
of Gantner Middle East

Ahmad Hawa is also responsible for the Sales & Marketing of GANTNER solutions in the Middle East & Northern Africa region.

After completing his Bachelor's Degree in Computer Engineering, Eng. Ahmad Hawa (who hails from Damascus, Syria) relocated to Dubai in 2001 and joined the Gantner team to enhance the growth of the company's sales, providing first level technical support for local partners and clients across the field of Access Control, Security & Lockers solutions.

With Wild Wadi Waterpark serving as the first major project executed by Gantner, Ahmad didn't have to look back at any point and with the support of his dedicated team in Dubai, successfully established fruitful business relationships with both Government and private sector clients across the region.

Always maintaining a personal touch, Ahmad believes that "in order to build a successful business, you must start small and dream big".

With so many time attendance software options in the market, why do customers choose Dawamy?

Dawamy is the most flexible system in the market and covers the majority of the market's requirements with high-end features that fit the needs of all types of organizations distributed across various industries. It also offers flexible pricing models with dynamic and user-friendly features and easy navigation between modules, along with a local and diverse support team that provides high-end services to our clients.

How can we minimize human interaction and rely more on self-service with Gantner?

As Gantner Middle East has adopted a digital transformation mindset aimed at easing the HR Department's daily activities, all employees are linked to our digital platform "Dawamy" which facilitates self-service modules which support their needs. By using one of our 3 products (web portal, home office & mobile application) employees can login their attendance either from office, home or any geo fencing location, apply for various requests such as leaves or swapping shifts with options to add comments or supporting attachments, and receive instant updates within the app, emails and SMS. This provides managers with a dynamic live dashboard which enables easy, dynamic and moldable allocation of schedules.

What are the latest trends in the industry?

Within our rapidly growing market, innovative solutions are increasingly being deployed across every business. Our multi-application device "GT7" is moldable across a vast array of business needs, and can be used for access control or meeting management, and of course time attendance. Our partners or clients can also develop their own apps, with 2 relays. This means that the device can be linked to doors while it is operating one of the above applications. The touchless time attendance devices support face or IRIS recognition, along with the latest development technologies, supporting the dynamic allocation of resources (predictable shifts), based on historical data.

Maestro
BLOCKS

THE FUTURE OF CODING

IS NO CODING AT ALL

Tahaluf

@tahalufuae | www.tahaluf.ae

THE FUTURE OF PROGRAMMING

UAE-based IT firm Tahaluf is investing in the next generation of computer programming and empowering organizations through its specialized platform - "Maestro".

Over the last 20 years, computer programming has evolved from a secondary skill into an essential capability that touches almost all areas of life and business. Looking ahead, the future will entail even more IT-based applications, with the next 20 years bringing computer programming to the top of industry agendas. However, the full software development life cycle is lengthy, time-consuming, and sometimes difficult to manage. It requires special skills, time, and resources to produce real, successful, and operational applications.

To support organizations on their digital journeys, UAE-based IT company Tahaluf has invested in next-generation computer programming. The result is Maestro: a low-code/no-code platform specialized in streamlining the process of application development to make it simpler, easier, and more cost-effective. To deliver outstanding results, Tahaluf supports Maestro with more than 100 engineers dedicated to the creation of product roadmaps and product development.

Maestro's primary aim is to allow non-programmers to create applications and reduce the time and cost of programming by up to 90%. The cloud version of Maestro, in particular, is easy to use, enabling users to start building their applications after only two hours of simple online training.

With Maestro, companies can engage more business people to act as citizen developers, to build business applications themselves instead of hiring large IT programming teams. Furthermore, the platform can run on any database engine in the market, including Oracle, MSSQL, MySql, Postgres, and more. This means it can really optimize the cost of operations for any business.

Maestro contains multiple components: Maestro Flow, Maestro CMS, Maestro Business Rule Engine, Maestro IOT, Maestro BI, and Maestro Form Builder. With Maestro Flow and Maestro Rule Engine, business users can maintain and fully manage all business and business processes with zero or minimal programming interferences. These two Maestro components are dedicated to solving problems to help with automation through simple and straightforward steps. Meanwhile, by using Maestro Form Builder, users can create, manage, and maintain the forms related to their business and package them into applications before making them available as web portals or mobile applications.

With Maestro, Tahaluf looks forward to changing the world of application development, making it smoother, easier and more accessible. The platform is already being used by many Government entities and businesses, and gaining significant traction across the GCC.

Adding to the benefits, Maestro helps deliver capabilities and features with improved security and sensitive rule engines, which can be maintained by business users, reducing the need to rely on technical teams.

For organizations of all shapes and sizes, Maestro is an invaluable tool for digital success. What's more, with its powerful toolsets, development techniques, and ease of use, Maestro's creators believe that the platform is on course to becoming a world leader in its field.

MEET MAHMOUD NABIL

Introducing Maestro Blocks Solution

With extensive and rich experience across the digital transformation domain, Mahmoud is the latest expert joining the GCG EIM division.

What is Maestro Blocks Solution?

Maestro is a No-Code to Low-Code software development platform with advanced business process automation capabilities.

It provides user-friendly graphical interfaces that allow professional, as well as citizen developers to drag and drop application components, connect them, and create mobile or web applications. Moreover, it can be deployed with a single click, and no downtime.

The technology serves as a true enabler for "Citizen Development", allowing non-technical users to contribute to the development of software applications and manage process automation projects.

Maestro helps to accelerate your digital transformation journey and reduce overall costs, while accelerating the go-to-market plans for your business.

What are good reasons for adopting Maestro Blocks technology?

Build Apps Faster: In a fraction of the time required for traditional coding, you can create better apps and have them up-and-running by streamlining and automating the development process; dragging and dropping application components, connecting them together and creating mobile or web applications, all without have to write tedious code line-by-line. It's a way faster go-to-market approach.

Higher Productivity: Since apps can now be developed faster, time is no longer a barrier to real innovation. Also, allowing business users to create their own apps improves their productivity. They don't have to wait for developers to get to their request, so there's no waiting in the middle between the idea and execution.

Reduce Costs and Save Time: By streamlining the development process and increasing the use of automation, you can build more apps in less time with the possibility of human errors being greatly reduced. With reduced wastage, come reduced costs and the time saved directly translates to more profitability overall. But that's not the only driver. Maestro also reduces the need for more developers, thereby lowering hiring costs.

What is the fusion development (Pro-Code with No-Code Low-Code)?

Maestro Blocks can expand further than no code low code to become pro code:

- **Custom Components:** Front-end development kit can help you extend Maestro with your own custom components.

- **Custom Integrations:** Custom specialized integrations such as external document signature.

- **Custom Code:** Custom code can be utilized if necessary, through the logic flow builder.

A revolution in high-speed printing

Our new superfast inkjet production printer offers you a cost-efficient alternative to conventional printing. It was designed to secure the future of your business by enhancing your productivity and providing fast, sustained return on your investment.

Efficient input

+ Exceptional turnaround times
+ Simple & complex workflows

Reliable throughput

+ Full solution integration
+ Sector-leading energy efficiency

Fast, high-quality output

+ No speed reduction on heavy media
+ Stable, consistent images

Our past secures your future

For more information, visit
www.kyoceradocumentsolutions.eu

KYOCERA

GCG-Enterprise Solutions inaugurates the first-of-its-kind ''Regional Experience Center for Kyocera Document Solutions'' in Dubai

Opening coincides with the regional launch of the new TASKalfa Pro 15000c, Inkjet Commercial Printers from flagship partners Kyocera.

Marubayashi Takuya, President - KYOCERA Document Solutions Europe B.V. (left),
Naser Darwazeh, General Manager – GCG Enterprise Solutions (right)

GCG-Enterprise Solutions, which serves as a member of Ghobash Group, recently announced that its successful, long-term partnership with KYOCERA Document Solutions "Kyocera" - the premier developers of Commercial Inkjet Printers, MFPs, and Enterprise Content Management Solutions – has resulted in another milestone achievement, with the opening of their Regional Experience Center in Dubai.

Situated on the ground floor of Ghobash Group's Makeen Building headquarters in Dubai, the purpose-designed demo-facility will showcase Kyocera's highly-anticipated TASKalfa Pro 15000c line of Inkjet Commercial Printers, demonstrating the innovation, productivity, efficiencies and benefits which the range uniquely delivers.

The official inauguration ceremony, held on October 11th, witnessed senior leadership and management teams from Kyocera, Ghobash Group, as well as GCG-Enterprise Solutions, hosting a notable guest list, comprising GCG-Enterprise Solutions' clients and other associated partners.

Kyocera is committed to facilitating the digital shift within the printing industry, as a means of boosting overall productivity and promoting sustained value generation and organizational growth for its customers. The new TASKalfa Pro15000c Commercial Printers range represents the pinnacle of Inkjet print production capabilities, enabling enterprise teams to benefit from unbeatable reliability, flexibility and consistency, resulting in minimized downtime and optimized workflows. The high-speed production inkjet printing range also sets new benchmarks for outstanding image quality.

Expressing Kyocera's commitment to regional

clients and reiterating their brand philosophy at the event, Marcel Ebbenhorst, Manager Production Print stated that "We are focused on creating exciting new products and solutions that transcend the traditional paradigm of the office workplace. What is clear today is that as the landscape shifts rapidly, Inkjet will continue to disrupt the market. The key to sustained growth lies in being flexible enough to identify and adapt to the changing needs and expectations of the marketplace. We use this knowledge to create new forms of value. With the combined resources and expertise of the Kyocera Group, we are very pleased to supply a range of exciting new products designed to promote the digital shift driving productivity and growth in the printing industry".

Also elaborating on the partnership as well as the new product offering was GCG-Enterprise Solutions' General Manager, Naser Darwazeh, who thanked the attendees for their support and expressed great optimism for the success of the latest product line: "With Kyocera, we continue to grow from strength to greater strength, as we share in their values and vision for the market's future. This natural alignment has led to the ongoing growth of our market penetration efforts, as well as our market share. Inkjet technology in general and TASKalfa Pro 15000c range in specific, present a huge opportunity for us to answer to changing customer demands for quicker turnaround times, shorter job lengths and the personalization of print materials. Kyocera delivers the cutting-edge, when it comes to quality, affordability and higher productivity, unlocking the full growth potential of our customers' businesses. We are very excited to be playing our part in this ongoing success story".

Kyocera reimagines printing by entering inkjet production print arena with TASKalfa Pro 15000c
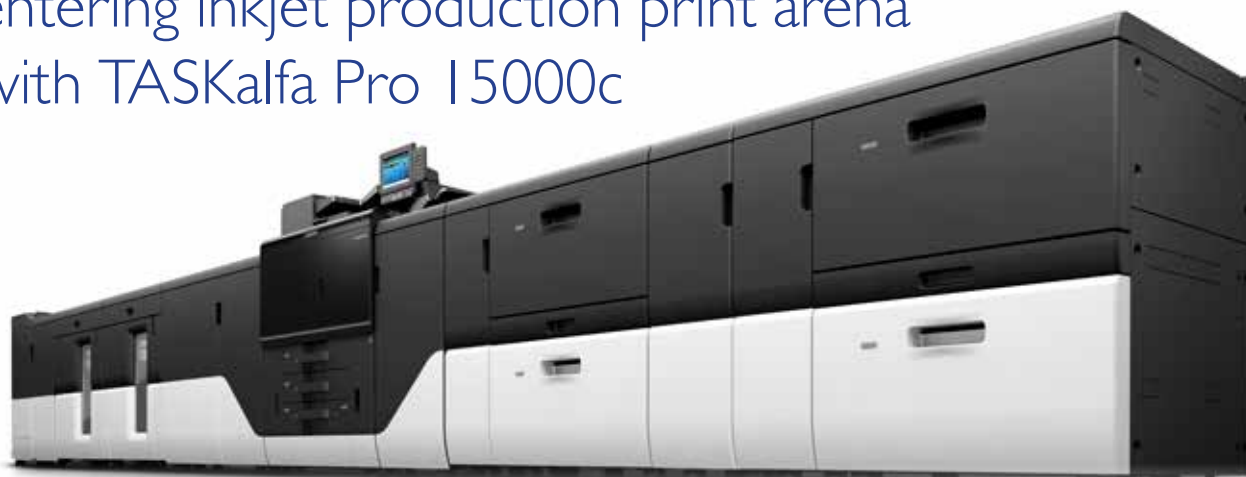
As Kyocera Document Solutions Europe, one of the world's leading document solutions companies, expands into new business domains, the organisation has launched its first production print device with the TASKalfa Pro 15000c. This development is the next step in Kyocera's diversification, building on a wealth of experience in the creation of inkjet printhead technology.

Kyocera uses their longstanding heritage and expertise in the printing industry, where their collection of MFPs and printers are among the most respected in the market, to move into the production printing domain with their latest product. The device offers low maintenance, high efficiency and low energy consumption and provides solutions in an economical way for printing in high quantities.

"This is a landmark moment for Kyocera, bringing our decades of experience into the production print sector. The TASKalfa Pro 15000c is the innovation created by uniting our trusted experts across the globe. The impressively productive machine provides companies of all sizes with an unrivalled return on investment thanks to its 150 pages per minute and market-leading reliability," explained Marcel Ebbenhorst, Manager of Production Print, Marketing Innovation Centre at Kyocera Document Solutions Europe.

Whilst this product launch sees Kyocera move into a whole new area of business, it retains many of the key features that have made the brand so successful. One such aspect is the device's ease-of-maintenance, thanks to the few moving parts that reduce the risk of breakdown and can even be easily replaced by users themselves in many cases without the need for a technician visit. This provides reliability for companies who require consistency from their printing services due to the high quantities of print demanded from each production job.

Additionally, TASKalfa Pro 15000c can enhance the productivity of any print job, with a warm-up time of less than 120 seconds and a time to first print of 5.5 seconds or less. This offers improved agility and flexibility to companies who cannot afford to wait for their print output. When combined with simple integration into existing workflows, the device can ensure that users always find a way to meet even the most demanding of deadlines without compromising on quality, control or costs.

All of this is achieved whilst also protecting environmental sustainability, which is at the heart of Kyocera's philosophy, considering the device operates at 6.3 KwH/week for Typical Electricity Consumption (TEC), representing one of the best energy efficient products in this category on the market. Focused on optimising energy usage as much as possible, the TASKalfa Pro 15000c maintains Kyocera's focus on reducing environmental impact at the same time as costs.

Kyocera strives to provide optimised printing solutions to businesses of all sizes through their range of products. The introduction of the TASKalfa Pro 15000c extends this portfolio, providing print specialists and organisations with high printing demand the chance to optimise their processes in an efficient and reliable way

KYOCERA

TASKalfa Pro 15000c
The New Revolution

1,000,000 PAGES/MONTH

3.8KwH POWER CONSUMPTION

5.5 SECONDS FROM STANDBY

EXPERT INSIGHTS

Marcel Ebbenhorst, Kyocera's hardware expert: "Potential for innovation makes inkjet the future of digital print."

How would you define production print?

There is more than one way to define this important printing method. From a business perspective and an opportunity perspective, production print can be seen as one of the most important growth areas for any major printer vendor in today's modern business world. Production print allows these printing companies to increase engagement with their end customers' product and end business models, which is essentially what differentiates production print from other methods. By better understanding your end customers' processes, you can provide more adequate printing solutions for them.

Which business industries do you think can benefit the most from production printing?

Commercial print definitely stands to gain from production printing, with specific advantages to be experienced in the graphic arts environment. The graphic arts industry is one that has been under quite some market pressure for the last twenty years in terms of volume and demand of varied products. The financial crisis impacted this industry quite heavily, forcing it to drop at least 20% in terms of business' printing capacity. This situation has now stabilised, and production printing can really bump up business numbers and bring innovation into the market. Production print provides a platform for graphic arts industry firms to continue to produce printed content at lower prices, but now in a more cost-efficient way, enabling them to make more profit. These businesses have been known to lower their prices to remain attractive for consumers, and now with production print they can continue to maintain lower rates in a sustainable way. However, controlling your production costs cannot

be the only objective for companies creating printed content nowadays. Companies are starting to understand the need to add value for your end customer, and the only businesses that are guaranteed a successful future are those who shift their targets away from only cutting costs towards how to make their documents more appealing and valuable. This is something that many companies are struggling with currently and that can be resolved by digital devices which offer new innovative ways to offer value.

Are there any other sectors that could also gain from a transition to production print

Of course. Some great examples are healthcare and education. These sectors have massive printed volume requirements, which are easily and efficiently handled by a modern production printer. Through this type of printing, these sectors can also gain complete control over their exact print output, being careful not to overstock. More importantly, schools, colleges and medical facilities all need to send out huge quantities of personalised documents for their pupils and patients. The variable data input options that digital production printers today offer are a perfect solution for this. We can already begin to see the production print trend take off in these sectors, as institutions are realising the potential and advantages that it will bring. They are now engaging with production print devices, especially in monochrome to begin with.

How important a role has inkjet played in the rise of digital printing?

Inkjet is the future of digital printing, because it still has room to grow and innovate and adapt to new market demands. Although inkjet currently has the

same capabilities as laser in terms of document management, laser has peaked technically. Laser technology cannot get any cheaper or innovate any further, which makes way for inkjet to become the next big trend in digital print. Whilst they are at very similar levels now, inkjet has potential to go far further. Inkjet has the potential to jump into enormous print volumes, and will offer more productivity in one single device.

What challenges lie ahead for the production print market?

In terms of market challenges, the biggest obstacle that inkjet is currently facing is adequately educating future customers on how crucial it now is to add more value to their printed pages. Distributing knowledge on data intelligence is also an ongoing challenge and demonstrating to future clients that they need to invest in more software that consolidates data. These points are fundamentally linked and show the challenge that lie ahead for vendors and consultants like us at Kyocera in driving the growth of this market

What has driven the shift from analogue towards digital print in the production print arena?

Everyone is becoming more creative with their content. There's an increasing need to produce more creative content. When the financial crisis hit companies, one of the first things to disappear was the marketing budgets. Companies began reducing the funds they had previously allocated to marketing tactics and took their content into their own hands and demanded more value form it. Now, consumers are demanding more eye-catching and detailed content than ever and companies can turn to variable data input to easily carry out these needs and provide that highly sought after added value. Another solution that production printing brings forward is waste reduction. Over-stock can be easily dealt with and eradicated with the technology that production print includes. No longer do firms have to overprint in order to achieve economies of scale. This also helps cut costs, seeing as companies can study workflow and utilise digital technology to manage their required volumes easily and without waste

Why is inkjet more cost-friendly?

Producing printed content on an inkjet device is essentially a cheaper process than using other types of digital printers, like laser. Ink is always cheaper to use than toner, and inkjet machines have less components like drums and fusers to utilise which results in lower energy usage and fewer maintenance requirements. Inkjet has always been the more cost-efficient option, but until recently the quality difference has been so substantial that it was not worth contemplating. Now, this technology is able to create much more vibrant colours than before, technological advances have allowed inkjet to improve technically and eliminate problems such as ink bleeding. In short, inkjet technology is edging evermore closer to the high quality that can equal laser's output and at a lower cost.

How do inkjet and laser compare?

Inkjet is closer than ever to reaching the quality levels that laser provides. However, laser could never match inkjet's speed, which is incomparable. Another limitation that laser has is handling print size. Inkjet can easily adapt to any paper size, while laser finds this task very complicated and costly, seeing as large quantities of toner need to be heated up depending on the print page size requirements. Inkjet offers more diversity for those companies looking to print in different sizes and on different material such as plastics. The material handing is much more versatile and flexible in inkjet.

What are the other benefits of inkjet apart from higher productivity and costs?

Inkjet devices save more power, seeing as energy consumption levels are much lower than that of laser, for example. Their productivity rate is also much higher due to the fact that they have fewer moving parts to deal with, as well as lower failure or malfunction rates due to this. Production print also allows companies to harness the power of print to increase ROI through variable data. The content personalisation factor is key because it puts the focus back on print. When companies begin to see that they are gathering higher response rates and are receiving more ROI through increased content customisation and creativity, these companies will want to increase their print output to continue being profitable.

Is inkjet the best option for a company looking to become more sustainable and look after the environment?

Inkjet is a more eco-friendly printing process in comparison to laser, due to its noticeably lower energy consumption and minimal components.

Any company with a higher print volume that is looking to go for a slightly more environmentally friendly option and do their part for the environment will be pleased with inkjet printers. This is such an important topic for Kyocera as well. As a company, we continuously strive to offer the most sustainable products and services as possible, to contribute to minimising the impact that printing already has on the environment.

Is production print a market that has reached maturity or is it still growing?

In terms of volume, the idea is to shift print outputs in a declining market towards production print, to maximise efficiency. Our reference comes from one of the most reliable institutes, Smithers Pira, who say that the market growth expected for digital print will continue at least up until 2023, where they still expect growth. Inkjet specifically is set to grow 9.4% year-on-year. Digital technology currently accounts for only 4% of all printed output worldwide, so there is a huge growth perspective for digital, which will capture a much larger percentage in the next few years. The amount of print produced by digital printing is expected to

reach 40%. It's exciting to think of the upcoming possibilities. Companies that are yet to engage with production printers and also businesses looking to update their current models to more efficient ones will be the key drivers in this growth in digital production print. Devices that offer improved beta-data management and enhanced security features to verify what you print will be launched into the market and generate real interest.

What role will Kyocera play in the industry?

We're expecting to become a big player in multiple market segments of inkjet. Some of our main targets will be to enter the textile printing activity as well as packaging and signage. Also, Kyocera goes beyond hardware and offers its expertise on the software development side of printing. We integrate data integration into the mix and are looking to move towards becoming a complete provider of inkjet printing processes. Other companies are teaming up with third parties for the software and data intelligence component, but Kyocera has the knowledge and capability of covering this kind of technology as well as the hardware products themselves.

SPECIAL GUEST

Eng. Aisha Obaid Almheiri
Asst. Director - Information Technology Affairs

In order to create an efficient print management and AV environment, GCG worked closely with Sharjah airport to study options and offer them print and Interactive flat panels for various departments and sections.

What were the challenges you were facing from a print requirement?

There have been numerous challenges with a decentralized printing system, as there are printers with varying models. Additionally, setting up printer consumables and accessories take time, as does maintaining each device in the event of a breakdown. It is also difficult to maintain the consumption records for departments and different users. And locally installed printers with users resulted in high wastage of paper.

What are the benefits shifting from traditional meeting room display devices to modern AI interactive flat panels?

Latest technological innovations have enhanced internal and external communications. With solutions such as interactive displays, we can easily conduct video conferencing, face-to-face meetings, and presentations, without the need of separate setups for devices. Multiple technologies can be connected through wireless, cable connectivity, screen mirroring or screen casting, etc., with the help of plug and play device support. Interactive flat panels facilitate illustrations during meetings with enhanced quality as compared to traditional projectors. These panels are user-friendly and equipped with an interactive software that can make presentations engaging, resulting in high productivity.

In the aviation sector, we talk a lot about digital transformation. What are the innovations Sharjah Airport is aiming to adopt for the upcoming years?

Sharjah Airports released is Digital transformation strategy for five years focusing on four main goals aligned with Sharjah Airport authority strategy. Our digital transformation initiatives aim at enhancing business results through the adoption of latest technological innovations across all operations of the airport. The initiatives include transforming every aspect of the organization including workflows, employee skill sets, customer interaction and organizational structure. Several initiatives focus on digital technology adoption to improve specific processes or services, reduce costs, and solve various business issues. We operate with a vision to be one of the top five airports in the region by offering exceptional travel experience and services to our customers.

مطار الشارقة
Sharjah Airport

FEATURED PARTNERS

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ılıll Maestro
BLOCKS

KYOCERA

CG ENTERPRISE SOLUTIONS

Business Made Easy

we'll show you how

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