

ENTERPRISE TECH

Brought to you by **GCG Enterprise Solutions**

Metadata Management

Take back control of your information

Reduce Downtime & Boost Quality?

We explore the TASKalfa3554ci

Goodbye Whiteboard... Hello MyViewBoard

Presenting the future of the classroom

Meet Our Man Behind Digital Transformation

Ahmad Aljabahji

GBS KSA Launch

All you need to know



ENTERPRISE SOLUTIONS

Business Made Easy

we'll show you how



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GCG EVOLUTION AND FUTURE DIRECTIONS



NASER DARWAZEH

General Manager

GCG Enterprise Solutions

While market needs constantly change as digital solutions and innovative technologies re-invent the landscape of enterprise, many businesses across the UAE find themselves in a near-continuous state of ‘catch-up’... to avoid being left behind.

Says Naser Darwazeh, GCG Enterprise Solutions’ GM, “That’s where WE come in!”

To keep our clients ahead of the competition, GCG Enterprise Solutions has always looked beyond the existing enterprise management solutions of the day, bringing future technologies forward to enhance our client’s operations and data management.

This practice has enabled us to build on our own value proposition and in the pursuit of supporting further clients, we are capable of adapting a broad range of cutting edge solutions from partners and suppliers worldwide to enable our client’s digital transformation journey.

“Business Made Easy”

From the early beginnings of our legacy business where we partnered with printing industry leaders to shape the region’s document solutions, to the enriched portfolio of emerging technologies

we offer today, a forward thinking approach has always been our No. 1 Reason for Success.

Our solutions now comprise Enterprise Solutions, Building Systems & Automation, AV Technologies and Printing solutions, all backed by a bespoke consultancy service.

Our move into enterprise solutions has been such a success that in 2020, we split our resources into two divisions, to ensure our printing business clients remained a focus of our one division, and that we could provide equal focus to our burgeoning enterprise management portfolio of clients.

With these steps already behind us, and a growing market for our services in the Kingdom of Saudi Arabia in the pipeline, there is little doubt that GCG will continue to thrive as a leading business solutions provider in the UAE and the region.



A GOOD SIGN FOR THE FUTURE OF BUSINESS AUTOMATION



Business Made Easy
we'll show you how

Why Professional Services Firms Should Ditch Folders and Embrace Metadata

At GCG Enterprise Solutions, we believe that today's business's greatest asset is information that inspires the best decisions for tomorrow. So managing that information should be a top priority.

Before computers, we stored information in paper documents that were housed in folders and filing cabinets. When an organization housed a lot of information, there was typically a file clerk who managed it. This person would know where information was located, who could access it, and to what it related. These clerks typically had their own ways of organizing and making sense of the information in this space. When computers came to the scene, we transferred the file room to a digital space with network drives and folders - but we left out the clerk - thus placing the responsibility of managing the information into the hands of staff who are ill-equipped to access this digital landscape. While trying their best, they have no visibility, control, or understanding of what's happening with that information. It's time consuming, distracting, and can affect the customer experience.

M-Files brings back the wisdom in these old ways the power of a file clerk in the form of an intelligent software application. This way, information is managed as it should be and staff can easily access the information they need to manage their core responsibilities.

MANAGING INFORMATION BY CONTEXT VS. LOCATION

Metadata refers to descriptive information or context. It's best described by circling back to the file room and file clerk comparison. Before computers, we'd bring documents to a file clerk and say something like, "Could you please file

these invoices for the ABC Company?" In that statement, there are two contextual descriptions: This is an invoice for the ABC Company. The clerk would then file it, perhaps bundling it with all of the other documentation related to the ABC Company.

To access information, we'd then go back to the clerk and ask something like, "I need to see all service descriptions we have for previous engagements with the ABC Company." In this statement, we're not asking for any specific document, rather we're searching for something based on context. The point to emphasize here is that information is often understood and managed by its context, not its location.

M-Files knows this well and the entire architecture of the system relies on information contextualization. For instance, when you put a document in M-Files you tell the system what it is and how it should be managed by filling out a metadata card. It might be related to a customer or engagement. Or it might have an expiration date that staff should be aware of and notified to in advance. It might have restrictions saying only certain people have access rights. It might have to be approved by a certain partner before it's sent to customers.

In M-Files, all of this context is metadata. And every document has a metadata card describing what it is, how it should be managed, and to what it relates.



It's about what something is, not where it's stored. It's about context, not location.

SIGN ANYWHERE, ANYTIME!

GCG strives in making processes and workflows more effective and easier for users to help them in their daily work and enhance productivity. Accessibility to office documents or printers shouldn't affect workflow.

Maintain business continuity in any scenario and reduce the threats associated with paper documents with a more contemporary solution to the document approval process – Electronic Signature.

Electronic signatures are attached to or logically associated with a contract or other record and

executed or adopted by a person with the intent to sign the record. Furthermore, it is used for electronically signing offer letters, sales contracts, permission slips, rental/lease agreements, liability waivers, financial documents, etc. They are legally enforceable in most business and personal transactions in almost every country in the world, including the UAE.

GCG offers DocuSign, a world leader e-signature provider that enables organizations to accelerate agreements, eliminate manual tasks, and make it easy to connect with the tools and systems you're already using.



Do business faster

Send & sign agreements securely from any device. Up to 82% of agreements are completed in less than a day, and 49% in less than 15 minutes.



Be more efficient

DocuSign eSignature eliminates manual tasks and increases convenience for your customers and employees for a better experience.



Save money

DocuSign eSignature saves an average of \$36 per agreement by reducing hard costs and improving employee productivity and efficiency.

You can leverage text notifications, in addition to email, to reach signatories faster than ever before. DocuSign eSignature SMS Delivery enables you to send real-time agreement notifications directly to a signatory's mobile device. Instantly alert customers via text allowing them to quickly open and electronically sign documents wherever they are.



MEET THE EXPERT

Ahmad Aljabahji is GCG's new Solutions Director. With extensive experience in Enterprise Solutions, he drives and supports clients along their digital transformation journey.



What is digital transformation?

Generally speaking, digital transformation refers to leveraging digital technology to enhance an organization across different dimensions, such as the IT infrastructure, business processes, and the digital culture. Others include customer experience improvements, enhancing business strategies, and other business areas.

You have been in UAE for many years, how do you see businesses adopting new EIM solutions?

More companies are significantly adopting it due to cost reductions from scalability and the low personnel costs that come with automated processes. The solutions are also highly adaptable to today's remote working protocols adopted by many companies for not only a safer working environment, but again, those costs savings from less space needed for personnel. The solutions

have clearly changed the way businesses operate, offering clear use cases for enhanced efficiency and productivity. Covid19 was a major catalyst as it gave everyone an opportunity to see the logic behind the solutions.

What are the barriers that usually block the path to transformation?

The biggest impediment to success that we see at GCG is a lack of joined-up thinking. It's not a "people problem" as such, or a process problem; it's the lack of an up-to-date strategic view of how technology should add value to the business, and who is going to be responsible for making progress against that. At GCG, we make a full assessment to understand your company's context and strategic goals, then follow a meticulous methodology with a set of tailored solutions to help you overcome your transformation barriers.

BLI Verdict: reliable and highly recommended.

THE KEY FEATURES OF TASKALFA 3554CI SERIES



INCREASED PRODUCTIVITY

New enhanced accessory additions such as the DP-7170 boast tremendous speeds and capacities (320 originals at a time), using an ultrasonic and optical sensor for efficient quality.



EASY TO USE

With a new, simplified user interface, the TASKalfa 3554ci & 2554ci combine a unique product design with intuitive features for an all-round pleasant printing experience. Goodbye frustration!



MAXIMUM PROTECTION

By equipping your devices with the latest security solutions and updates, you can rest assured that your valuable data always receives the best protection.



YOUR OUTPUT YOUR WAY

With artificial intelligence functionalities, the TASKalfa 3554ci series enables you to personalise your documents efficiently as well as improve low resolution images to make an impact.



Building more productive and secure workflows while spending less? It's possible – and we'll show you how.

The digital revolution has fundamentally changed the way we work and interact with one another and in order to adapt, organizations have been tasked to become more agile, flexible, and robust. To do this they require tools that help their employees work more efficiently, and are demanding solutions that will eliminate productivity issues while accelerating digital transformation.

With employees working in multiple locations, not just in the office environment, but geographically in a hybrid working scenario, businesses need devices that can be relied upon.

One such solution can be found with the brand new A3 MFP device – TASKalfa 3554ci – recently launched by Kyocera, and it couldn't have been launched at a more crucial time.

How does the TASKalfa 3554ci series reduce downtime and boost quality?

Any downtime, regardless of the cause, is valuable time lost. The frustration not only impacts productivity, but it can often disrupt an entire workflow, which dominoes into poor customer service.

Kyocera's new TASKalfa 3554ci series is an A3 MFP industry pioneer in staple-detection. Plus, it maximizes uptime with its ultrasonic, multiple-paper-feed detection feature to ensure that no scanned pages are missed during the digitization of paper documents. And because prevention is better than cure, documents are easily adjusted via the automatic tilted correction features from both the Document Processor and platen.

Scanning to folders continues to be a pain for many, but with Kyocera's new arrival, the once-complicated set up of Scan-to-Folder function has now been made easier on both the MFP and PC, so that users can quickly and easily choose and create destination folders.

With brand-new artificial intelligence functionalities such as Super Resolution and Handwriting, the TASKalfa 3554ci series enables users to personalize and dramatically improve the quality of their output.





PRODUCTIVE PRINTING

CHOOSE A PROMISING TECHNOLOGY

DISCOVER ULTRA-FAST

INKJET PRINTING SOLUTIONS



**HIGH SPEED
INKJET SOLUTIONS**



**UNPRECEDENTED
RELIABILITY**



UNIQUE ACCESSORIES



ECO-RESPONSABILITY

▶ UP TO 160 PAGES PER MINUTE

The year is off to a good start for RISO with the launch of its latest ComColor FT series.

It completes the ComColor range with 4 new models: the FT5000, an A4 color model at 100 pages per minute, the FT5230 and FT5430, two A4/A3 color models with print speeds of 120 and 140 ppm respectively. And finally, the FT1430, a 140 ppm monochrome model that will be released later this year.

The FORCEJET™ inkjet technology developed by RISO combines productivity and eco-responsibility. While guaranteeing high printing speed, this technology considerably reduces the equipment's power consumption and preserves the working environment with no ozone emissions. RISO strives to design high-performance products with a minimal environmental footprint.



Improved Performances

This new series offers many advantages, including productivity, autonomy, print quality and flexibility thanks to a wide range of accessories.

With ultra-fast printing speeds, from 100 ppm to 140 ppm and outstanding reliability, production peaks are easily handled and waiting times are reduced. The paper is never exposed to any heat source so does not curl, which considerably reduces the risk of paper jams.

Extremely compact, the FT series can also be integrated into any environment.

Accessories such as the additional 2,000-sheet feeder can be added, providing a total feeding capacity of 4,000 sheets. And because every industry has specific printing needs, the FT models offer several finishing options thanks to a multifunction finisher that can produce stapled documents at speeds of up to 125 pages per minute.

MEET OUR EXPERT

With an extensive 10 years' experience in document printing, Nabeel Bishtawi has been successfully driving RISO Inkjet sales in the region.



What is an inkjet printer?

Inkjet printers create a print image by targeted shooting or deflection of small ink droplets through the air between print-head and print surface. Inkjet technology is also sometimes used in (inkjet) label printers.

What are the key benefits of inkjet?

For industry, perhaps the best feature is contactless marking. Since only the ink droplets make contact with the surface, uneven, moving and sensitive products or packaging may also be reliably marked with pinpoint accuracy and a beautiful finish.

The system's adaptability is also a great feature, as last-minute changes can be made the instant before a printing run with little or no added cost to the process. You see, as opposed to offset or gravure printing, inkjet printers have no fixed printing plate. Variable text, codes, sequential numbers and graphics may therefore be printed at the conveyor without interruption. Information such as time, date or lot number will simply be transferred from a database.

As for speed, there's no contest. The new technology allows for lightning-quick printing and depending on the unit's purpose, products moving as fast as 5 meters per second may be printed on. We have already printed up to 300 changing character sequences per second!

Which brings me to adaptability. We're able to purpose a wide range of different types of ink and

special accessories to qualify our inkjet printers for virtually all applications in industry and on almost all materials – simply present us with your idea and we'll be able to come up with a viable, fruitful solution.

And last but not least, the low cost of inkjet printing makes it a cost-effective alternative to labeling – for instance, to mark cartons for internal logistics.

How is RISO different from the competition?

GCG Enterprise Solutions' partners all produce some of the most technologically advanced systems in the market, and they all have their benefits. Still, if I were to say what stands out most about the RISO range, I'd start with their Ultra-Speed color Printing capabilities of up to 320PPM. The technique is environmentally friendly – which I like personally – due to the low resources required, and because it's a cold printing process, there's no heater or dryer required that that saves time.

RISO's printing solutions contain fewer parts than traditional printers, copiers and photocopiers, which simply means the number of technical operations required is significantly reduced. But I think the best thing about the FORCEJET™ technology for our clients is that it allows for color printing at a low cost, so there's no need to compromise.

> Say Goodbye to Your Traditional Whiteboards



As a teacher today, you might be questioned...

How do you make rich digital content for class without:

- A system that delivers your thoughts in vivid, active content?
- Equipment that seamlessly integrates multimedia into your lessons?
- Accessible digital tools for storing your content easily?

How do you organize and manage multiple class files without:

- Being able to copy and paste files for content display?
- Easily switching between files on different devices?
- Switching through a variety of file formats at a time?

How do you switch between students' screens easily in class without:

- Cable-free connectivity between student devices during presentations?
- Confidently preparing a presentation using different devices?
- Bridging the gap between socially distanced and remote learning students?

No one asks our teachers these questions anymore ;b



Viewsonic launches myViewBoard classroom for the ‘NEW NORMAL’ in education

GCG partners with world-renowned brands to offer the best solutions and technologies for the education sector. ViewSonic is a leading global provider of visual solutions who produce the highly versatile myViewBoard Classroom.

As an online browser-based education platform within the myViewBoard ecosystem, myViewBoard Classroom is purpose-built with the teacher in mind (rather than technology-lead philosophy) to assist educators in this new era of hybrid learning. The launch of myViewBoard Classroom comes as schools grapple with reopening schools and how that new reality will look.

GCG understands the struggle of education sector stakeholders and therefore provides innovative solutions to adapt to this new pandemic era. Whether educators are in the classroom, teaching from home, or reaching students via a combination of both methods, hybrid learning techniques will continue to play an essential role given the ‘new normal’ of education.

“We have made it our mission to support schools and universities by offering hybrid teaching tools that bridge the virtual and physical spaces. Furthermore, these tools will enable teachers to

offer the best learning experience and enhance student engagement regardless of the location,” Baiju KC – GCG Sales Director.

myViewBoard Classroom is a collaborative tool that delivers visual learning and participatory educational content for a full class, individuals, or groups of students. It is ideal for traditional front-of-class teaching, flipped classrooms, blended teaching pedagogy, and online learning. With the ability to conduct group collaboration, manage a virtual classroom with video conferencing tools, and secure user participation, myViewBoard Classroom provides an engaging and collaborative learning environment.

myViewBoard Classroom comes complete with a digital whiteboard canvas to prepare and present content in real-time. Teachers control when students can ask questions or make comments and manage who may display their screens to the class for presentations. Student participation is encouraged via the Hand Raise push-to-talk feature and student access to remote writing tools. Independent breakout group discussions are made possible with virtual grouping, allowing real-time annotation and quizzes. Additionally, a low bandwidth feature ensures functions perform well, even when the Internet connection is weak.

MEET OUR VIEWSONIC EXPERT

With much experience in AV solutions, Jameel Mohamed has gained in-depth knowledge of ViewSonic products to engage with education stakeholders and enhance their learning environment with EduTech solutions.



As GCG/ViewSonic product manager, how do you see Education Sector evolving?

We all know Covid has had a drastic impact on the education sector, but in the chaos, we managed to discover and leverage many really positive outcomes.

The adoption of a new EduTech model to meet the new challenges of home learning actually did much to enhance learning and teaching experience in the long run. From their instant adoption of the new technology, Generation Z were clearly already looking for a completely different method of learning than previous generations and we gave it to them.

The new technology also allows learners to play and learn at the same time (infotainment) which greatly enhances the enjoyment and therefore efficacy of the learning process. That has boosted participation in the classroom, real and online in leaps and bounds. As a result, we have many more schools knocking for our interactive smart boards.

How does using an interactive board enhance the classroom environment?

Well, as the name suggests, it's interactive. Professors are able to drastically increase student engagement with interesting content that attracts a student's attention rather than fighting for it. Several of our clients have already seen a major change in student behavior after adopting an interactive smart board. They are more attentive and focused due to being able to understand course work better as teachers use a variety of tools to deliver and explain ideas and concepts so much better.

How will this partnership meet the Education Sector's demands going forward?

As a regional solution provider, GCG partners with only the best technology providers, so our relationship with ViewSonic was natural since they share the same vision we have for education stakeholders. We both understand that in the ever-changing educational landscape, teachers will need to embrace the latest cutting edge technologies to inspire students today and tomorrow.

MAJOR ANNOUNCEMENT!

OMG! GBS LAUNCHES IN KSA!

Forging the in-country capabilities of both CNS and GCG Enterprise Solutions to create a synergistic tour de force of technological solutions for our clients in Saudi Arabia, Gulf Business Solutions (GBS) is now the leading information and technology solutions provider in the Kingdom.

Together with Ghobash sister-company CNS, GCG Enterprise Solutions has been extending their services into KSA for some time, and it was in the interests of a more focused approach to the new territory that the Group established a strategy to combine the various strengths of each company into one single full-service solutions provider covering both Data and Enterprise management.

Customers in the Kingdom now stand to benefit from an extended portfolio of products and services ranging from printing systems to end-to-

end digital transformation solutions, all backed by a massive network of experienced engineers and service personnel both in KSA and the UAE.

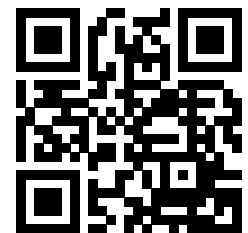
The move is also aimed to create a more localized accountability, with a vested interest in the continued success of local clients and partners in the region. GBS enables organizations and businesses in their journey to a digitalized business environment with cutting edge Information and Communications Technology. Clients will have access to the most advanced products and solutions through the many strategic partnership we've developed over the years with some of the world's leading technology companies.

We wish our team over there all the best as they break new ground in this exciting territory.

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الخليج المحدودة



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SOLUTIONS



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FEATURED PARTNERS

PRINTING SOLUTIONS



AUDIO & VISUAL



ENTERPRISE SOLUTION





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we'll show you how

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