



CORPORATE PROFILE



SYSTEMS & SOFTWARE



NETWORK SOLUTIONS



PROFESSIONAL SERVICES



INTEGRATED TECHNOLOGY

▶ GET TO KNOW

OVERVIEW

Saudi Business Machines Ltd. (**SBM**) is the General Marketing and Services Representative of IBM World Trade Corporation in Saudi Arabia – the Kingdom's leading provider of end-to-end enterprise information technology and telecommunications solutions.

IBM's history in the Kingdom goes back to **1947**, when a group of IBM specialists arrived in Dhahran to install the first information-handling system for the Arabian American Oil Company (ARAMCO). With the rapid economic development in the Kingdom, Saudi Business Machines Ltd. (**SBM**) was established in **1981** as the General Marketing and Services Representative (GMSR) of IBM World Trade Corporation in Saudi Arabia.

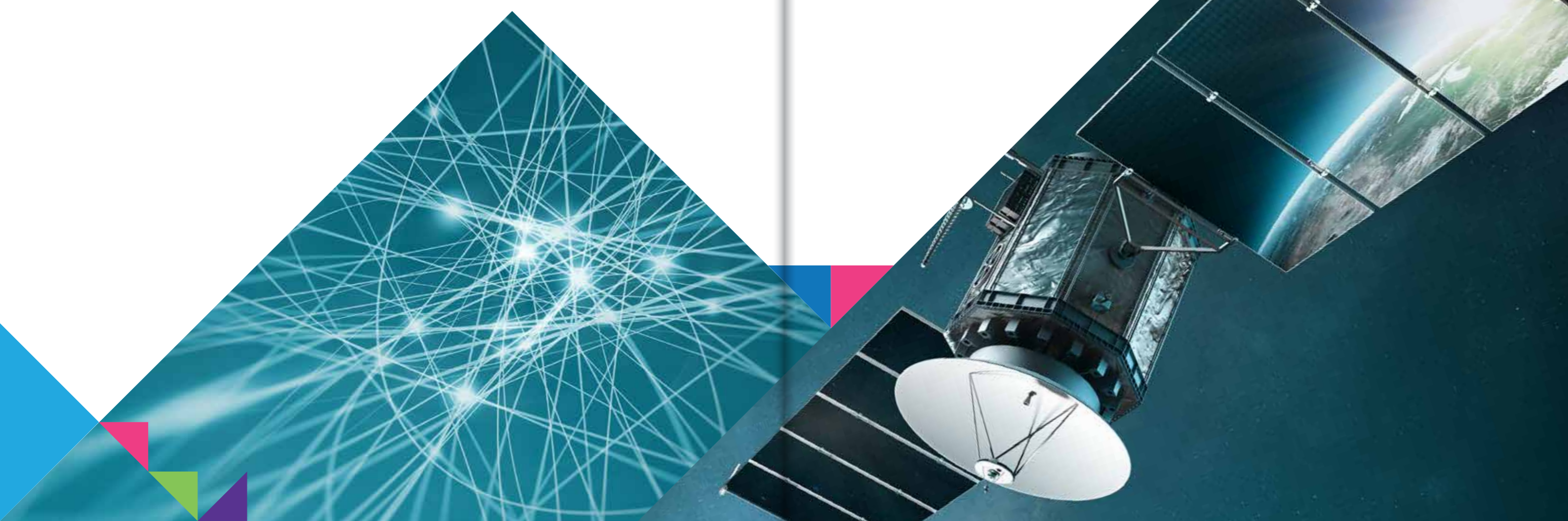
Today, **SBM** offers cutting edge enterprise solutions across all industry segments in the Kingdom. Its capability as a total solutions provider is further enhanced with its portfolio of services in networking, systems integration, consultation and implementation, business recovery and operations support.

SBM also provides tailored maintenance & support services for a vast range of IBM & non-IBM products. **SBM** has a full company organization designed to make it flexible and adaptive to the changing and developing requirements of its' customers, and has access to IBM's worldwide practices, resources and knowledge bases to implement major ICT solutions in Saudi Arabia.

Self-Service KIOSK We offer Self-Checkout systems which designed to provide faster, reliable and more flexible self-checkout; while continuing to provide the easy-to-use, speedy checkout shoppers need. Revolutionize the customer experience and influence decisions as they happen. Customers have instant access to information, special services and e-business transactions.

Network division has performed large investment in engineers Skills & Technology that resulted in **SBM's** major strength in the Telecommunication and Network field over years. **SBM** ranked as **CISCO's #1 Gold Partner** in the Kingdom for almost a decade now.

SBM's focus on quality is demonstrated by the fact that we are one of the first "ISO9001-2000 Certified" Services Organization in KSA since June **2001**.



► SYSTEMS & SOFTWARE

► HARDWARE

Power Systems solutions

IBM Power Systems offer an open innovation platform for organizations of all sizes. They provide solutions to transform big data and analytics, cloud and mobile into competitive advantage, in ways never before possible – waitlessly, with 3 flavors of operating systems “AIX” “IBM i” and “Linux”

IBM z Systems

IBM z Systems provide the computing infrastructure for the new app economy — enabling organizations to transact at the scale and speed of mobile, bring right-time analytics to every transaction, and ensure the highest levels of security and trust for the most critical workloads and consolidation - all while transforming the efficiency and economics of IT.

z Systems solutions:

- Enterprise grade Linux platform
- Hybrid cloud
- Business analytics
- Enterprise mobility
- Enterprise security
- Fraud detection

Data Storage Solutions

Big data analytics, mobile and social applications are creating more data than ever imagined. Stored in the data center or the cloud, IBM solutions can efficiently deliver, manage and retain oceans of data with superior performance and economics.

IBM DS8000 Systems: the next generation IBM DS8880 storage speeds application response up to 2 times. You gain continuous access to data and applications with 24x7 availability, and provide a one of a kind of active – active data center implementation for an optimum continuity.

IBM Backup Solutions: With the new LTO Gen 7 tape solutions - designed to improve the efficiency of cloud and big data storage - and the wide range of IBM virtual tape solutions, IBM is the only company that can provide full back up solutions for all needs.

IBM Flash System: The IBM FlashSystem family of all-flash storage is engineered for flash from the ground up, delivering 100-microsecond response times and 2.2PB scaling capacity.

IBM Spectrum Storage: IBM Spectrum Storage software-defined storage enhances the speed and efficiency of your storage and migration to new workloads across applications and silos.

IBM Storwize All-Flash: The IBM Storwize family provides easy to manage, advanced storage with real-time compression for efficiency, virtualization and cloud.

IBM LinuxONE

IBM LinuxONE is a portfolio of hardware, software and services solutions for an enterprise grade Linux environment. It brings together the flexibility and agility of the open revolution with the industry’s most advanced, trusted and performance enterprise system.

IBM LinuxONE Emperor: delivers the ultimate flexibility, scalability, performance and trust for business critical Linux applications. With a huge capacity range you can grow with virtually limitless scale to handles the most demanding workloads.

IBM LinuxONE Rockhopper: is an entry point into the LinuxONE Systems family offering all the same great capabilities, innovation and value of LinuxONE with the flexibility of a smaller package with upgradability to the Emperor system.



► SOFTWARE

Analytics

IBM Analytics enables anyone to engage with data to answer the toughest business questions, uncover patterns and pursue breakthrough ideas. You can understand what happened, what will happen and what should happen. Easily engage both business and technical users to uncover opportunities and address big issues. Operationalize analytics into business processes. An Open Source future-proof analytics platform can increase your flexibility while reducing your risk, easily blending newer technologies into your existing architecture.

Advanced Analytics

Use analytics to uncover opportunities in all types of data from a variety of sources, within and beyond your organization.

Integration and governance

Data integration and governance solutions from IBM can help you discover, enrich, integrate and manage data over its lifetime.

Data and Content Management

Manage your data in on-premises, cloud or hybrid cloud environments, and adapt easily to changing business requirements.

Enterprise Content Management

IBM Enterprise Content Management (ECM) solutions, leader in the content management world, puts business content to work and allows organizations to realize new value. Collaborating in the cloud, managing records, mitigating risk, capturing documents, improving employee productivity - turning your content into Smarter Content Now.

SBM Correspondence Management solution built on IBM ECM platform allows organizations to receive, automate, track and monitor the movement of all internal and external correspondences in a secure, efficient, reliable and time saving manner.

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IBM Cloud

Innovate with IBM Cloud built for cognitive business. Run swiftly and smoothly on a high performing global infrastructure. Develop and innovate without getting hung up on IT. Transform your business with cutting-edge applications built on cloud. Elevate the performance of your business operations across the entire enterprise to keep ahead of the pack.

Commerce

Build relationships and deliver experiences that make customers ask for more. Discover the newest innovative ways to engage with customer, personalize your campaigns in three clicks.

Customer Engagement

C2B business is about understanding and acting on customer signals. Build relationships and deliver experiences that make customers ask for more.

Partner & Supplier Engagement

Partner and Supplier relationships form the essential foundation of C2B business. Be more responsive with an integrated back office from IBM.

IBM Security Solutions

An integrated deep enterprise security portfolio customized to your company's needs. Unmatched in ability to help you detect and prevent advanced threats, deploy security innovations and reduce the cost and complexity of IT security.

Watson

Discover the ground breaking innovation when Watson Learn, Observe, Interpret, Evaluate, and Decide with you but at massive pace & scale — through the power of cognition. With applications for industries ranging from healthcare to retail, there's a Watson solution that's right for your enterprise.

Middleware

Hybrid Integration

IBM connectivity and application integration platform help connect and integrate applications, data and processes for both on-premises and cloud-based environments; across devices, platforms and the Internet of Things.

Integration for mobile services

IBM MobileFirst Platform Foundation provides an open and comprehensive platform to not only build, but test, run and manage native, hybrid and mobile web apps; improving time-to-market and enhancing mobile application governance and security.

Smarter Process

Put your customers at the center of your business and drive top-line growth with IBM Smarter process.

Application Platform

An application platform for your digital transformation.

IBM Social

Differentiate your organization, IBM social solutions enable authentic engagement between the people who drive your business.



▶ NETWORK SOLUTIONS

Intro

With these capabilities, **SBM** Network Services develops end-to-end solutions to help customers move to an On Demand IT environment. Operational efficiency and business resiliency address these customers' needs and become entry points to On Demand Business.

Business Service Offerings:

Network Solutions:

- Networking Strategy & Optimization Services
- Network Integration & Deployment Services
- Network Managed Services
- High Speed Network
- Internet of Things
- Security Solution Security assessment & Services
- Transmission & Optical Network solutions
- Converged Communications Services
- Video Conference, Digital Signage, & IPTV
- Mobility & Wireless Solutions

Infrastructure Solutions

Data Centers & Services

- Data Centers Preparation; power, cooling, racks and smart Connectivity solution .
- Turnkey MEP works.
- Testing and certifying data centers (IT infrastructure availability (part of Business Continuity), health check, data center gap analysis)
- Data Centers Monitoring and Control application (DCIM, SCADA ,BMS).
- Data Centers Air Flow Optimization (CFD, Intelligent Algorithm).
- Maintenance and Managed services for data centers and command centers

Audiovisual Systems

- E-Learning Solutions
- Video Walls
- Auditoriums
- Digital Meeting Rooms preparation
- Display systems
- Public Address Systems
- Command and Control Centers preparation (including NOC and SOC)

Physical Security, Automation & Low Current Systems

- Self-Learning System (Machine Learning ,Machine Vision) applied on Security and energy Fields .
- Integrated security systems (CCTV, Access Control) with Video analytic.
- Intrusion Detection Systems (Fiber intrusion, Microwave, Buried Cables...).
- Intelligent Building Management & Automation Systems.
- Intelligent Cities solutions.
- Building Safety solution (Fire Alarm, Fire Fighting).
- Hospital integration systems (HL7,RFID,Nurse call.....) .
- Supervisory Control and data acquisition SCADA (Power & water

Communication Systems

- Structured Cabling Systems
- Outside Plants (OSP)
- Telecommunication shelters
- Indoor GSM solutions

Power Management Systems

- Energy Audit & Optimization By Using Self-Learning System.
- Back up power systems (generators, DC supply systems, UPS ... etc.).
- Green power solutions (Solar Systems).
- Grid power & Smart metering (HW & SW, part of smart campus).
- Uninterruptible Power Supply Systems.
- DC Supply systems.
- Home Energy Managements system

Business Process Outsourcing Managed Services & Strategic Outsourcing

We deliver intelligent network infrastructure that allows companies —regardless of size— to manage their IT investments and support their business objectives. We deliver next generation e-business solutions anywhere in the networking life cycle—from network consulting and integration to total network outsourcing.

Through our numerous alliances, including Cisco Systems, we are able to leverage emerging advances in optical, wireless, IP convergence, security and intelligent networking to deliver joint, best-of-breed solutions that can access key markets and technologies.

SBM Networking Services provides single accountability and real-world experience for services, while giving customers the power of buying and choice that our alliance partnerships provide.



▶ PROFESSIONAL SERVICES

Intro

The Professional Services (PS) line of business within **SBM**, also known as Business Consulting Services (BCS), offers high-quality advisory, consultancy, and system implementation services across the complete spectrum of Information Technology domains.

The integrated set of services cover:

- ▶ End to end Business Solutions including Enterprise Applications and Business Support Systems such as ERP, CRM, Middleware Integration, Portals, Content Management, Process Solutions, Business Intelligence, SIS, Facility Management, Reliability Management, GIS and others
- ▶ Systems Integration Services, Program Management, Project Management, PMO & Independent Audit services
- ▶ Industry Vertical Solutions & Services (Banking, Manufacturing, Oil and Gas, Telco, Government, Utilities, Education, Healthcare, Insurance, Security and Small & Medium Business - SMB Segments)
- ▶ Technologies: IBM, Oracle, Siebel, SAP, ESRI, Microsoft, Ellucian, SAGE and others
- ▶ Application Management Services (AMS), Operation Management, Managed Services engagements and Outsourcing.
- ▶ Business Consultancy and Transformation Services and Solutions
- ▶ Education & Training Services (International & Local / Onsite)

The Professional Services portfolio is based on a wealth of experience in providing information systems solutions to customers across a wide range of technology platforms, enabling **SBM** to offer vast knowledge and expertise in a form that best meets their needs.

These services along with the support of industry leading global business partners have enabled **SBM** to deliver comprehensive tailored integrated solutions that help our customers to swiftly adapt to market changes while maintaining high Return on Investment (ROI).

Today, the PS unit employs over **400** highly qualified and experienced professionals with hands-on experience in varied technologies and platforms, which provides us the ability to quickly respond to our customers' growing IT needs while adhering to the highest quality standards.

SBM has the largest certified pool of professionals in the Kingdom with certifications on **IBM** SW, Oracle, PMI, ITIL, PMOC, and many more.

▶ INTEGRATED TECHNOLOGY

Intro

SBM's Integrated Technology Services line of business is the premier technology integrator in the industry providing services to enable, integrate, optimize and manage 'On Demand' business infrastructures, increasing IT business value for customers. ITS's streamlined processes and simplified service offerings lend agility to delivering what customers need when they want it.

THESE DELIVER:

- ▶ Cloud Services (IaaS ,Pass,SaaS)
- ▶ Security Solutions
- ▶ Business Continuity and Recovery Services
- ▶ Infrastructure and Systems Management Services
- ▶ Hardware Support Services
- ▶ Intel Server Sales
- ▶ PC (Lenovo , Dell) , Printers , Kios Sales
- ▶ POS (Toshiba)

Operational efficiency and business resiliency address these customers' needs and become entry points to On Demand business. In times of tight budgets, businesses need to increase the value of their IT investments by optimizing assets and resources, managing costs and better aligning IT investments with their objectives. Other businesses may be focused on creating a more flexible infrastructure that delivers continuous business and IT operations, adapts quickly to change and protects operations. ITS can help customers make the improvements necessary to start the On Demand journey.

“ With these capabilities and an ITS workforce of over 200 employees, SBM develops end-to-end solutions to help customers move to an On Demand IT environment. ”

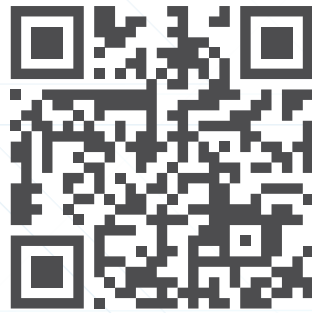


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SBM provides complete solutions to empower businesses to achieve seamless integration

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