

## TECHNOLOGY SOLUTIONS



### PROFILE - TECHNOLOGY SERVICES



Businesses are tasked with the ongoing responsibility in keeping up with evolving technology trends to stay competitive. We at DMTV-UAE recognize the importance of keeping pace with current technologies and trends to retain competitive capacity.

**Philosophy:** Trends in technology extend out like the branches of a tree each new innovation creates the possibility for multiple new innovations. We provide businesses with the best approaches for assessing and implementing these varying technological advances into their strategies to maximize the benefits and increase efficiency.

Acting as trusted and unbiased advisers we work with your esteemed organization on all strategic aspects of your Technology Operations; from understanding emerging technologies, to finding effective vendors and implementation partners. The focus is not just to sell, implement, sell software or technology "solutions"; rather we help your company avoid the potential for spiraling costs by focusing your organization on delivering strategic value and business results, not just commodity technology.

DMTV-UAE. has evolved as an independent entity by industry professionals who joined hands with their combined experience of over twenty years in the field. Our company has successfully operated in the United Arab Emirates for nearly a decade.

Today our portfolio has evolved to include diversified activities. Having stated that, we also state that no single individual can be an "expert" in everything. We can't always do it alone, which is why we have in place, a network of partners so that progress is always possible. We work hand-in-hand with selected world-class organizations in infrastructure products, services and consulting to strengthen our own unique portfolio in consulting, solutions and services. Our team of specialists actively support us in the areas of Audio Video(AV) Solutions, ELV Solutions, Network Infrastructure Solutions, Telecom Infrastructure Solutions, Security, Smart Home & Office Automation and the IT infrastructure that supports technology systems.

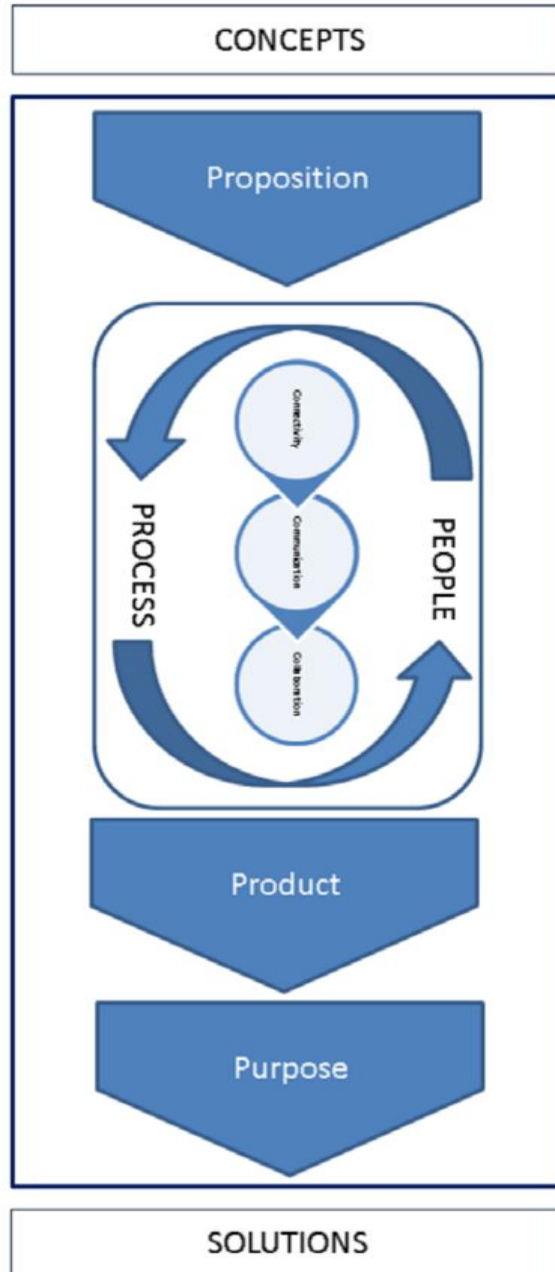


### **What makes us different?**

Our presentation is not just a brilliant and flawless tactical idea where execution is not enough. We have considered the plan keeping in mind the human aspect of necessities for enhanced performance and comfort of our esteemed clients.

## Our Approach

The strategic aspects of our business approach entitle our customers to the highest quality in consulting, professional services and project delivery. The Chart below clearly explains our approach towards business.



## **A Glimpse at Our Professional Services Workspace**

### **Audio Visual Solutions:**

Audio & Video Conferencing Systems, Elevator Multimedia Systems, Retail Multimedia over Internet, Projectors, Manual and Motorised Screens, Background Music Systems, Public Address Systems, Paging Systems, SMATV Systems in RF, IF and/or Mixed Mode, Home Theater Systems Integration, Mirror TVs, Customised Outdoor LED Screens and Network Media Streaming

### **Networks and Telecom:**

Network Audit & Consultancy, Wired and Wireless Infrastructure Integration – Testing – Commissioning, Convergence Networks, Infrastructure Networks, Unified Communications, Analog, Digital, Hybrid, and VOIP - PABX Telephone Systems (BRANDED AND OPENSOURCE)

### **Security Solutions:**

Controlled Internet Distribution, Network Security Solutions & Security Management, Gate Automation, Gate Barrier, Glass Door Operators, Sectional Overhead Doors, Automatic Rolling Shutters, Dock Levelers, CCTV Systems and Video Door Phones combined with Access Control Systems featuring Face and Fingerprint recognition, Card Readers, Time & Attendance Modules, People Counting Systems.

### **Smart Home and Office Automation Systems:**

Guest Room Management System for Hospitalities, Home Automation Solutions, Time and Optical sensor based Indoor and Outdoor Lighting Control Systems, Analog Dimming Control System, Access Control Systems, Blinds & Shutter Control Systems, Connect RADIO System- Wired/Wireless, Motion & Presence Sensors, Temperature Control and Energy Management Systems, Remote Monitoring Systems, Designer Glass Faced Panel Switches and Wiring Accessories.

### **Solutions for Hospitality**

Complete Integrated Hotel Solutions like Departmental and Restaurant Point of Sale integration with Accounts, Front & Back Office, Guest Room Access, Energy Savers, Do Not Disturb Systems, CCTV, BGM, A/V, I. T., Nurse Call Systems, Hospital Code Blue Integration etc...

### **Contact Center Solutions and Business Productivity Solutions -**

Call Center Solutions, Interactive Voice Response (IVR), Workforce Management, Computer Telephony Integration, Voice Logger, Voice Mail, Call Accounting Software, SMS, Fax Server Solutions.

### **Lighting and Power:**

Complete ELV & LV solutions in Power starting with design, execution, acceptance certification & handover. Similarly, various lighting scenarios are offered as solutions for indoor or outdoor environments. Complete FITOUT Solutions.

## CONSULTING SERVICES

Our teams of consultants have experience in the Extra Low Voltage systems field in providing services that cover design guidelines, scope of work, specification, tender drawings and project costing.

Our services can be broadly outlined as under Project Design, Project Management, Consulting and Contract negotiation.

### Design

Our Design services allow for the seamless convergence of all the systems that come into play in the overall design of an ELV Systems Project such as MEP, Architectural and Interiors systems.

Our design services deliver professional drawings and high quality documentation that provide the foundation for a Project's IT and ELV systems.

### Consulting

Our Consulting services provide a framework to assess the impact of a potential solution in line with the needs of the business. The resulting deliverable of our consulting services offering is an executive summary that outlines the detailed designs relative to technology procurement, tendering and top and bottom-line budgeting.

The benefits that are typically considered include:

1. Optimization of Overheads
2. Elimination of errors related to expenses
3. End-to-end Process Streamlining
4. Opportunity for Growth with Lower Cost Implications



From the Consulting Engagement, the client can make an informed decision about investing in a complete IT/ELV automation solution, including components that are essential, from both the short-term as well as the long- term perspectives.



## AUDIO VISUAL SOLUTIONS

Organizations' perform their best are swift to respond to opportunities and challenges. To make the right decisions, they require sharp insight into trends. To be ready, they must see their resources and risks clearly. Opportunities emerge where audio visual, communication and information technologies meet. Ideally we turn an opportunity into business advantage. Our advice deliver because we at DMTV-UAE merge business sense with technical strength.

We pride ourselves with helping businesses improve performance by giving them the complete picture. To do so we combine strategic commercial thinking with precise, hands-on experience of processes, assets and people.

Our audio-visual consultants work with clients in many markets – from the corporate and financial sectors, to universities, hospitals, museums and sports stadia. We help them work together more effectively, making better use of their time and knowledge. We are one of the few organisations that works across the full audio visual spectrum. Our consultants combine spatial, technical and operational audio visual design working closely with acoustics and lighting designers, to integrate technology into spaces. The firm pushes the boundaries of thinking in design to create increasingly innovative project solutions, thereby increasing client outcomes and expectatios.

As a regionally functioning business, we know first-hand that collaborative work methods, such as video conferencing, can improve staff efficiency while cutting cut the cost of business travel and environmental impact. We offer feasible and trending solutions for the same.

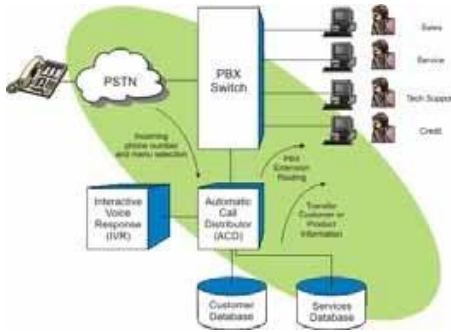
Audio visual spaces such as auditoriums, boardrooms and meeting rooms are critical to day- to-day business operations. At their best, they can transform the way an organisation works.

We tailor collaborative solutions that suit organisational needs and budgets - from video conferencing and telepresence for corporate clients to distance teaching and telemedicine systems. We can advise on space layout to facilitate more effective meetings, as well as technology infrastructure that allows teams to interact despite geographic distance.



## NETWORK INFRASTRUCTURE

In the present era of convergence, it is imperative for an intelligent building to have a well designed cabling infrastructure for data, voice, controls and audio visuals over the Ethernet. D. M. T. S. provides a customized structured cabling plan with the ability to install, expand, upgrade and reconfigure the in-house cabling needs to meet current and future business requirements.



Our services and support will cater to all your similar requirements as a one-stop solution.

Apart from wired network infrastructure, secure and intelligently integrated wireless networking adds value and mobility providing a convenient working environment by optimizing application performance. Wireless office networking not only allows users to pick up their laptops and go on working where it's most convenient - in other offices, conference rooms, lunch rooms, etc. – but also makes IT &

telecom infrastructure mobile, makes alterations simpler, quicker and cost effective as businesses today also rely on mobile phones, PDAs, pagers, and two-way radios.

At D. M. T. S., we specialize in providing & maintaining:

LAN / WAN, Wireless Network devices - Our expertise in designing reliable networks for voice, video, data and security applications have earned us trust and respect over the years.

Network components & Structured Cabling solutions (data/voice) with copper technologies – UTP Cat5E / Cat6

Fiber Optic Devices & Fiber Network solutions, including installation, testing and terminating

Network Routers, Switches, Gateways and related accessories

Network IP components for VPN solutions, VoIP, Gateways

Coaxial cable infrastructure facilitates audiovisual independency without any hassle

Fusion splicing

Optical Time Domain Reflectometry (OTDR)

Power-loss Test Services



## SECURITY AUTOMATION SYSTEMS (SAS)

Security Automation System (SAS) is critical for providing a secure environment and protecting the safety of tenants. The Elements of an SAS includes:

- Anti-theft Security and Alarm System
- Electronic Control System
- Access Control System
- Closed-Circuit\_(CC)TV Surveillance System



Our designers can assist in key design and develop customized security solutions in association with our business partners. Through many innovative products, we deliver the solutions that make a difference in the services, processes, and applications of our customers to mitigate the risks associated with connecting and delivering critical network services and business applications.



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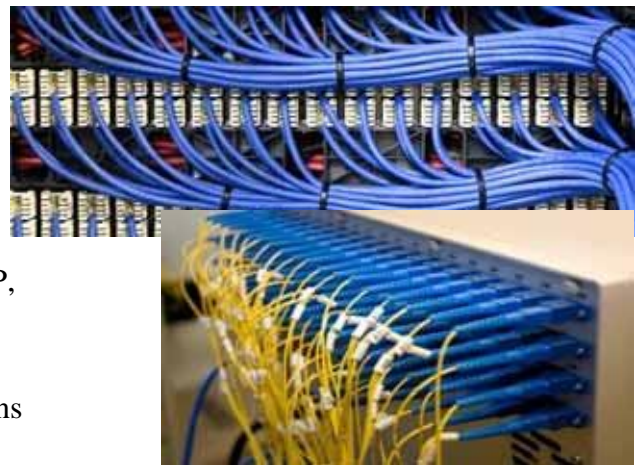
## STRUCTURED CABLING SYSTEMS (SCS)

Offering a complete range of structured cabling solutions, designed to fit the technical requirements and the budget of our customers from design to implementation.

### Design & Implementation

The in-house design staff at DMTV-UAE consists of highly skilled engineers for both design and installation of systems, the experience in connectivity projects across a wide variety of network cabling applications, as well as expertise in all aspects of network topologies and LAN solutions such as: CAT 6, CAT 6A (10G UTP), Integrated Patching & Fiber Optic network design. The SCS team undertakes projects with services in the following areas:

- Site Survey
- Systems analysis and design
- Cat 6 & Cat.6A structured cabling
- Integrated voice and data cabling
- Installation & termination of fiber optic cables
- Alarm System Cabling & Installation (Fiber, UTP, Copper)
- Audio / Video Cabling & Wiring
- MAC (Move-Add-Change) to existing installations



Special emphasis is given by the design team to account for aspects such as cross talk, bandwidth consideration and calculation of transmission error rates. Structured Cabling Services offered by DMTV-UAE are provided by an experienced team of engineers and technicians in the business. Every project undertaken is overseen by Project Supervisors who ensure installation which is carried out as per the design within the estimated time frames with proper tracking and documentation with the internal quality procedures and processes in place. With the expertise gained over the time in various SCS installations undertaking copper, fiber and OSP cabling installation DMTV-UAE delivers solutions that are cost-effective and of high quality.

DMTV-UAE is associated with industry leading technology manufacturers through integrator- partnerships providing our customers with the best-in-class cabling products and solutions. Our customers are reassured by the fact that the installations in all our projects are built to specific standards and documented through robust internal processes with an overall manufacturer warranty for the components of the solution.

## TELEPHONY SOLUTIONS



DMTV-UAE has actively engaged in providing telecom services such as ‘Greenfield’ and ‘Brownfield’ projects.

Affordable Communication Choice for Your Business Office...

Telecom infrastructure has become integral to our work profile in today’s challenging business environment. Efficient use of IT infrastructure hugely depends upon availability of equally reliable Telecom solutions.

We also provide and support various telecom solutions customized from Small and Medium to Large Enterprises. Though there are numerous major vendors in the market, we recommend and provide following vendors with whom we have excellent working relationships. At the same time it is not limiting us to source different vendor solutions depending upon our clients’ requirement and budget. We offer Maintenance Contracts for work that has been undertaken by ourselves or other installers. Our Maintenance Contracts provide you with cover for your business and with immediate access to engineers with the highest level of accreditation and knowledge.

We can help our esteemed Plan, Procure, Integrate and Maintain

- PABX solutions

- Telephone Sets & related telecom equipment

- Telecom cabling and integration

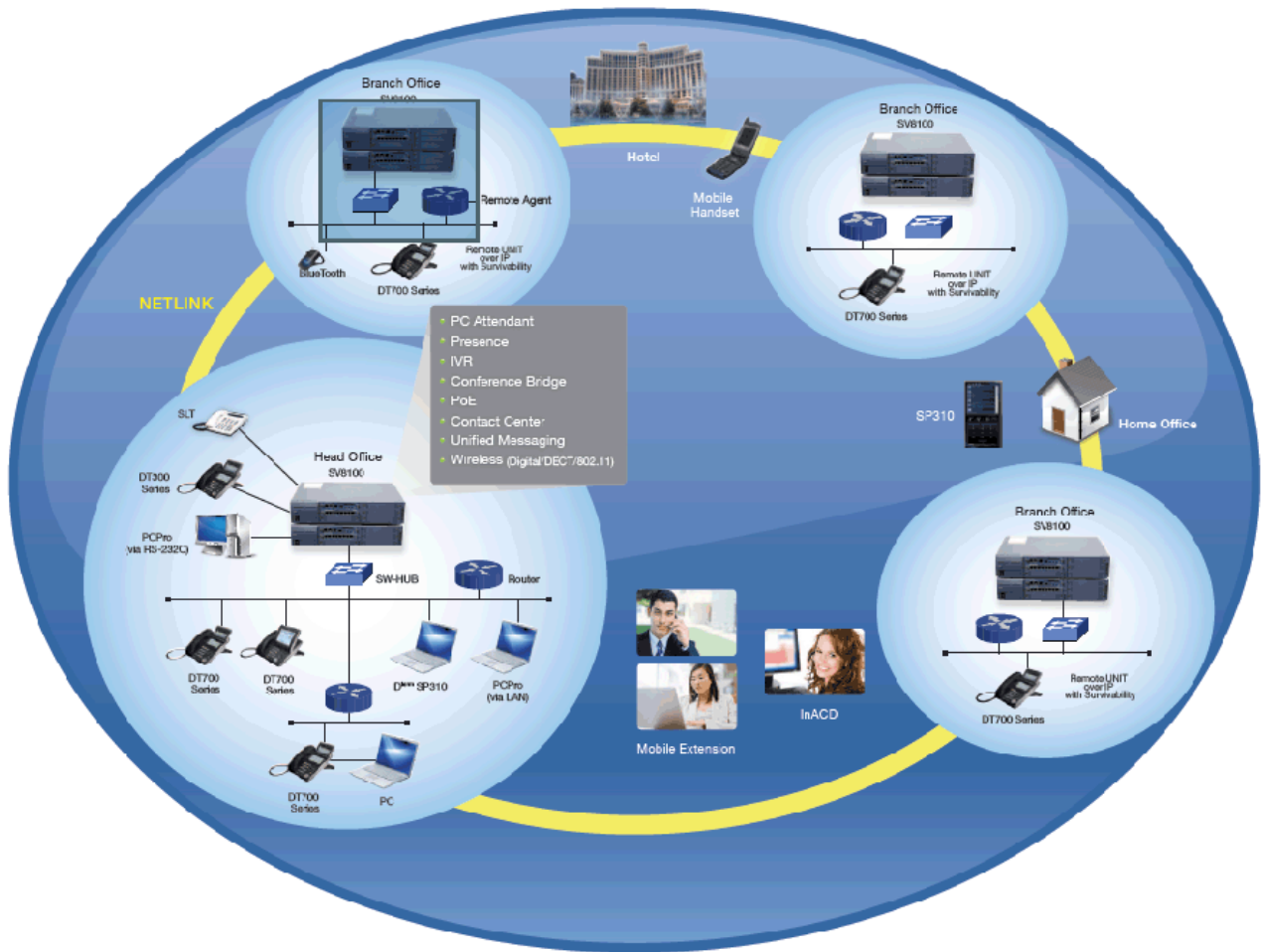
- Voice Mail Integration & support

- Interactive Voice Response Services

- Integration of new generation telecom/wireless solutions to IT network components

Our installations are marked by our understanding of the nuances of customer's requirement, precise execution and impeccable after-sale support. Our installation package as a rule include user training for regular use and maintenance support for a period till the customer is familiarized with the system, even including minor modifications done at a fraction of cost.

## Maintain Uninterrupted Communication



PABX / PBX phone systems are incorporated with a range of advanced features that help to enhance internal and external communication as well as your business image. These include automatic call distribution, call forwarding, call conferencing, auto attendant, voicemail, voice to email delivery, fax, fax to email forwarding, caller ID, message notifications, music on hold, call waiting and so on.

Call forwarding options of a PABX / PBX phone system enables you to attend calls on your alternate land phones and cell connections. So you can always remain connected with your customers, employees and business office from any location. Calls arriving during peak business hours can be directed to the advanced voicemail system, so the callers can place voice messages. These can be forwarded to your email account as audio files, so that you can check them conveniently.

## Communications Network & Office Automation System

The System includes:

- Office Administration Systems
- Property Management Systems
- Business Intelligence Systems

These systems reduce heavy workloads and human error to enhance efficiency, quality and the working environment as a whole. Voice, Data, Video and Multimedia Information Services, such as:

- Video Conferencing
- Email
- Electronic Data Exchange

are provided via the building's high-speed backbone network to the benefit of each office.



## SMART HOME AND OFFICE AUTOMATION SOLUTIONS

DMTV-UAE have been involved in successfully implementing lighting solutions in the Commercial, Industrial and Private sectors. Our expertise as a solutions provider in Open protocol (EIB-KNX) has resulted in incredible business successes in implementing total solutions. Our industry knowledge is continuously being updated and applied to create total customer satisfaction, which is gained through our strategic partnerships with global companies specializing in their domains.

### OUR SOLUTION OFFERINGS

KNX Guest Room Management Solutions.

KNX Home Automation Solutions.

KNX Lighting Control System & KNX Dimming Control Solutions.

KNX Access Control System Motion & Presence Sensors.

Exclusive Wiring Accessories Designer  
Glass Paneled Switches.

Using the above technologies, it is possible to automate the following tasks

Lighting Control

Timer Control

Heating & A. C. Control

Blinds & Shutter Control

Blinds & Shutter Control

Connect RADIO System- Wireless

Security & Unified Access Control

Energy Management

Remote Monitoring

The above functions will ultimately guarantee the end user the following

Flexibility and Ease of Use

Comfort and Peace of Mind

Security

Cost Efficiency with Long Term Cost **Saving up to 40%** in utility billings



## OUR TECHNOLOGY PARTNERS

As a part of our business mission, we have been maintaining good relations with leading vendors as below for procuring required equipment and installation accessories, thus sharing the cost advantage to our valued customers.



## OUR CUSTOMER BASE

**You our Client are the most Important aspect of our focus and drive into offering the latest most cost effective technology catered to your individual need, we understand how to work with our clients to offer maximum results in minimum time. That's why we shine!**

### Industry Sector Clientele

Commercial Offices /Government offices  
Construction projects and sites  
Schools/colleges/universities  
Retail & showroom outlets  
Hotels, Hospitals & clinics  
Industrial sites & Warehouses  
Remote locations

### We List Here Names of Our Esteemed Clientele

Aartaj Events, Dubai  
Al Barari, Dubai  
AMBB Interiors  
Al Naboodah, Dubai  
Al Owais and Al Matrooshi Legal Consultants - Sharjah  
Alpha Data Processing Services, Dubai  
Amzaan Investments (H. H. Sheikh Ahmed Zayed Nahyan), Dubai  
Anjaarwalla, Collins and Haidermotta – Legal Advocates & Consultants, Emaar Square  
ARK Oilfield Supplies – JAFZA  
Bahry Restaurant – Jumeirah Beach Residence  
Bank Muscat, Dubai Representative Office  
Barsalata Restaurant – Sheikh Mohammad Boulevard, Downtown Dubai  
Boots & Coots - Halliburton, Oilfields Supply Centre – JAFZA  
BVLGARI, Dubai  
Clinics under Ministry of Health (Sharjah, Umm Al Quwwain, Ras Al Khaimah, Fujairah and Hatta)  
City Port Café – Dubai Marina  
Dar El Kamar group of restaurants  
Dubai Duty Free Warehouse in Ramoul for Citytec, Dubai  
Decision Maker (DM) TV, Dubai Media City  
Delloite, Dubai  
Deyaar Development - Dubai, Fujairah, Ras Al Khaimah  
Du – Emirates Integrated Communications  
EMARAT (Emirates Petroleum Company)– Dubai and All Nothern Emirates

Emirates Cement Company – Tawyeen – Ras Al Kahiamah – Fujairah

Etisalat – FTTH - OSP & ISP works in Dubai and Sharjah

Health Call – Dubai HealthCare City

Institute of Management Technologies, Academic City, Dubai

IVK Manuport Logistics - Dubai

Jewellery & Diamond Showrooms, their back offices & Offices in and around Gold Souk, Dubai.

LG Electronics – JAFZA, Dubai and LG A.C. Academy – Qusais, Dubai

Latino Café – Dubai Marina and Karama, Dubai

Maktoum Villa – Mirdiff, Dubai

Mashreq Bank, Academic City

Hamed Al Medfa (Ex Chairman– Gulf Air / Ex Minister- Environment–UAE), Palm Jumeirah, Dubai

National Aluminum Extrusion – Nalexco – Dubai Investments Park

Najmat Al Falah Restaurant - Deira

Oilfields Supply Centre – JAFZA, Duba

Pharmalab Drugstore, Dubai

Rapid Access, Dubai

Salam International, Dubai

Sharjah Golf & Shooting Club – Paintball Park, Sharjah

Smith International Gulf Services, Oilfields Supply Centre – JAFZA, Dubai

Taste of Spain – Business Bay, Dubai

Technolube – Techno Park, Dubai

Thermax JAFZA-South, Dubai

Todini Construction, Dubai

United Precast Concrete, Dubai

Vanguard

Voice Commerce, Dubai Media City

Yuksel Dubai Construction, Dubai

**Thank you for your valuable time to peruse our company profile.**