



**UNIVEST**  
Business  
Machines

A member of Univest Group

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# ABOUT US

## OUR VISION

To be recognized as a leading technology solution provider with best-in-class products, solutions and customer service.

## OUR MISSION

To provide the highest-quality technology solutions to our clients in the public and private sectors, build long-term client relationships based on mutual trust and respect, adopt environmentally-friendly technology, provide an environment that develops and inspires our employees to excel; and create profit and added value for all of our shareholders.

## OUR COMPANY

UBM is a technology solution provider based in Abu Dhabi, United Arab Emirates. With partners that include global technology leaders, including IBM, Lenovo, Microsoft, Cisco and Xerox, UBM strives to provide best-in-class IT solutions. We offer world-class, reliable IT infrastructure and end-to-end services, from IBM servers and storage solutions to Lenovo computers and laptops.

At UBM, we believe in combining relationships with innovative technology. The strength of our relationships with our technology partners is manifested in our global reach, excellent service and product offering. We carefully partner with the leading technology firms around the globe, and MENA region, combining the know-how and talent to develop strategies that help our customers succeed. Together, we offer world-class technology solutions that match the needs of you, our clients.

UBM is affiliated to United Investment Management group.



# OUR VALUE PROPOSITION

## We Believe

that every client is unique in its character, values and requirements. We also believe that every client's values and requirements evolve over time. With the global condition continuously changing, new technologies emerging and becoming more affordable, client priorities will naturally shift.

At UBM, we know that sustainable value, once created, is the key to success. We believe in giving you, our clients, the "Best Complete Solution" - the most effective way to offer you the maximum, sustainable value that will continue to add value with time. We believe that, by offering you an end-to-end service, including hardware, software, customer service and superior knowledge, we are actually offering you the best value for your investment.

## Core Values

UBM believes that honesty, integrity and transparency are at the core of business success. While continually striving for improvement in all areas, UBM focuses on the following core values: Environmental Awareness



Customer Satisfaction



Partnership



Professionalism & Technical Expertise



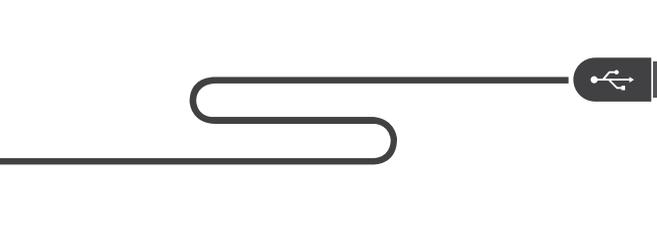
Personal Initiative



Environmental Awareness



Health and Safety



# Human Resources

## At UBM

We believe that our employees are our greatest asset. By heavily investing in our human talent, we are able to better understand your business challenges and needs. Global exposure enables us to bring cutting-edge technologies to the regional and local markets.

## UBM Training

We had registered with international training institutes to provide world-class professional trainers with a strong customer focus and usher in an information, culture and technology revolution to the region.

In **partnership** with global technology providers, UBM offers clients the following training courses :



Lenovo Certified Engineer



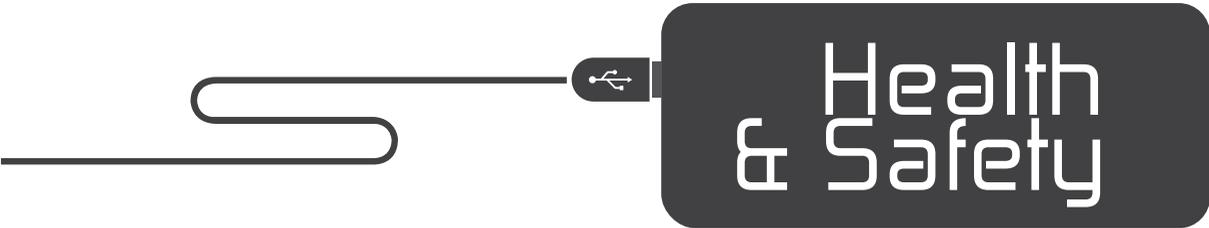
IBM Certified Engineer (Servers, Blades and Storage)



Microsoft Channel Academy (SharePoint, SQL Server, Exchange, Office, ISA)



Cisco Certified Network Associate



# Health & Safety

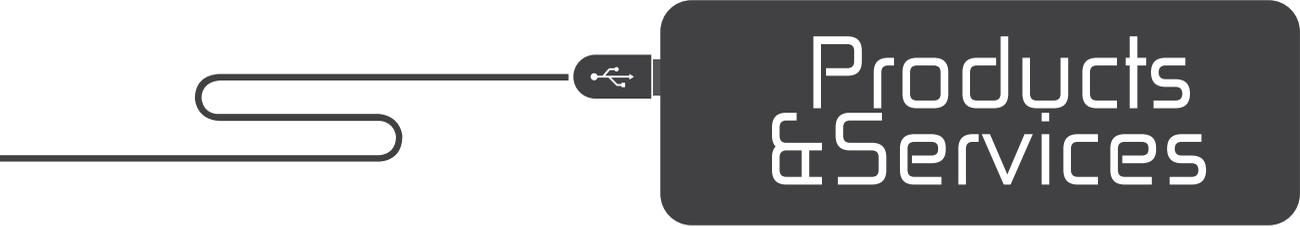
**Policy** we ensure that the risks to health and safety of our employees are properly controlled. We have established strict policies for the prevention of on-the-job injuries and ill health, as well as environmental protection. We have set these policies as the foundation for establishing health, safety and environmental programs in our organization.

It is our policy that no job is so important, and no service is so urgent, that we cannot take the proper time to perform our work in a safe and environmentally-friendly manner.

We operate all our facilities and systems in compliance with the laws and regulations of the UAE to protect our employees, products, company property and the nation's natural resources and environment.

**Purpose** The purpose of UBM's environmental, health and safety program is to :

- Provide employees with a safe and healthy work environment,
- Develop safety awareness among employees to ensure the prevention and reduction of accidents (personal injuries and property damage) and occupational illnesses,
- Identify and control safety, public health, and environmental hazards associated with our operations,
- Work constructively with government agencies to develop and implement laws, regulations and standards to protect public health, safety and the environment,
- Coordinate with UBM administration to ensure adequate funding and staffing for environmental, health and safety programs.



# Products & Services

## HARDWARE

*lenovo*

### Lenovo

Lenovo Group Limited is a Chinese-based multinational computer technology corporation that develops, manufactures and markets desktops and notebook personal computers, workstations, servers, storage drives, IT management software, and related services. In 2009, Lenovo was the fourth largest vendor of personal computers in the world.

Laptops, Desktops, Workstations, Servers

**IBM**

### IBM Business

International Business Machines, abbreviated IBM, is a multinational computer, technology and IT consulting corporation and is the world's largest technology company. BladeCenter, System x Servers, Storage



### Dell

At age 19, Michael Dell founded PC's Limited with \$1,000 and a game-changing vision for how technology should be designed, manufactured and sold.



**SAMSUNG**

## Samsung

On the Basis of Human Resources & Technologies  
Samsung Make the extension of human resource development and technical superiority with management principles  
Increase the synergy effect of the whole management system through human resources and technologies



## HP

HP INC, formerly Hewlett-Packard Company (HP), incorporated on February 11, 1947, is a global provider of products, technologies, software, solutions and services to individual consumers, small- and medium-sized businesses (SMBs) and large enterprises, including customers in the government, health and education sectors.

**EPSON®**

## Epson

Discover the real story of Epson America. A leading manufacturer in the printer, professional imaging, projector, scanner, systems devices, and factory automation categories.



## Xerox

Xerox Corporation is a Fortune 500 global document management company that manufactures and sells a range of color and black-and-white printers, multifunction systems, photo copiers, digital production printing presses, and related consulting services and supplies.

Printers (Color, B/W, Multifunction), Photocopiers



# SOFTWARE



## Microsoft

Microsoft Corporation is a multinational computer technology corporation that develops, manufactures, licenses, and supports a wide range of software products for computing devices. As of the third quarter of 2009, Microsoft was ranked as the third largest company in the world.

Operating System, Software



## VMware

VMware, the global leader in cloud infrastructure, delivers customer-proven virtualization solutions that significantly reduce IT complexity. VMware accelerates an organization's transition to cloud computing, while preserving existing IT investments and enabling more efficient, agile service delivery without compromising control.

□ Datacenter Platform, Management Products



## Symantec

Symantec Corporation is the largest maker of personal computer security software.

Antivirus, Backup Solutions, Security Products



## GFI

GFI Software is an American developer of Web & Mail security, Networking & Security and Archiving & Fax computer software founded in 1992. Its products include software for filtering spam and viruses from e-mail as well as for monitoring and scanning networks for security purposes. GFI Software provides software and services for small to mid-sized businesses



## Veeam

Veeam Software is a privately held information technology company that develops backup, disaster recovery and virtualization management software for VMware and Hyper-V virtual environments.[3][4] The company focuses on products that increase the resistance of virtualized workloads, reduce downtime, and ensure the system availability required by service-level agreements.

# SECURITY



## Sophos

IT security products have become as complex as the networks they're trying to secure. At Sophos we know that the solution to complexity is not more complexity. We tackle security challenges with clarity and confidence, knowing that simple security is better security.



## Fortinet

Fortinet is a global leader and innovator in Network Security. Our mission is to deliver the most innovative, highest performing network security platform to secure and simplify your IT infrastructure. We are a provider of network security appliances and security subscription services for carriers, data centers, enterprises, distributed offices and MSSPs.



## Kaspersky

Kaspersky, Inc. is an antivirus software and computer security company that markets Kaspersky antivirus and related security products and services.  
Security Products



## Bikal

The brand “Bikal” was established in 2007. The company was incorporated in 2008. Bikal operates to serve international clients. Bikal's progressive development roadmap and innovations have created opportunities for mass distribution through key partner vendors in multiple markets enforcing Bikal's brand that help set the stage for further market penetration and product innovation.

# NETWORK



## Cisco Systems

Cisco Systems, Inc. is an American multinational corporation that designs and sells consumer electronics, networking and communications technology and services. Headquartered in San Jose, California, Cisco is one of the world's biggest technology corporations.

Switches, Routers, Telephony Networking, Security, Management Products



## Netgear

is an American global networking company that delivers products to consumers, businesses and service providers. The company operates in three business segments: retail, commercial, and service provider. Netgear's range of products are primarily focused in the networking market, with networking products for home and business use, including wired and wireless technology.



## Savvius

Savvius, founded in 1990, develops hardware and software solutions that drive network performance, enabling organisations of all sizes to analyse, troubleshoot, optimise, and secure their wired and wireless networks.





## MMC

Since 2007 Multimedia Connect is fully owned by the TKH Group and has become its global solution for Structured Cabling. With 1 billion euro turnover, manufacturing facilities in fibre and copper cables and operations in more than 15 countries on 4 continents, the TKH Group is the essential force supporting the development strategy of Multimedia Connect.



## Norden

Norden brings to you the tested electrical and optical solutions, catering to a wide spectrum of industries - Telecommunication, Building, Industrial and Utilities. With its headquarters in UK, Norden brings British quality with International standard to the Global market.



## Nexans

Worldwide leading expert in the cable industry  
Nexans provides copper and optical fiber cabling systems for new resource-intensive applications, like Data Centers, Security services, and Storage Area Networks.



# Solution

## Datacenter

Power, Cooling, Raised Floor, Racks, Lighting & monitoring systems.

## Network

Passive & Active Component (Copper, Fiber & Wireless)

**UBM** is an infrastructure solution provider; we work closely with our partners (clients & Vendors) to make sure that we meet our client requirement using the best practices.

Our involvement with our partners starts at an early stage including Consultation, designing, implementation, support, managing & improving.

## Work Space

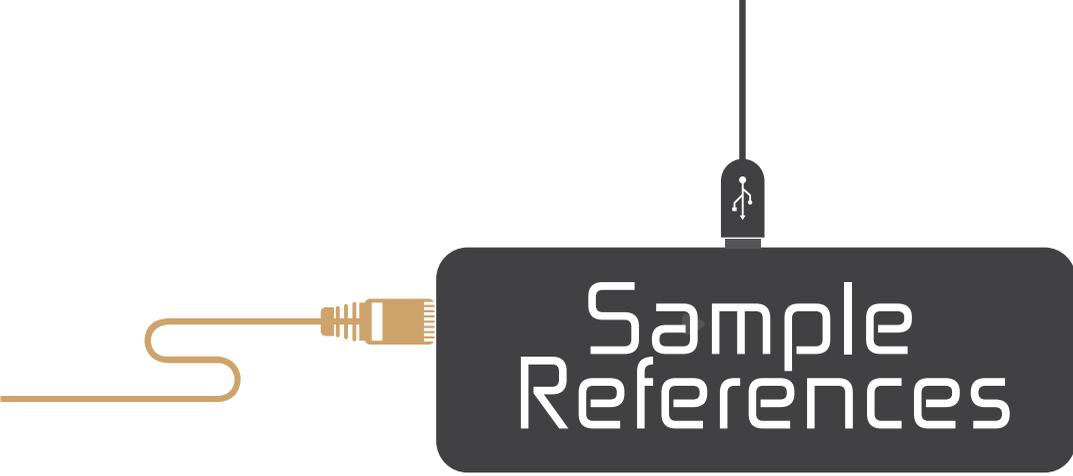
Desktops, Laptops, Workstation & Tablets

## Logical Security

UTM, & Malware Solutions & end user education

## Physical Security

CCTV, Access Control, Gate Barriers & Perimeter Security



# Sample References

Abu Dhabi National Hotels

Khidmah

Zayed House for Islamic Culture

SAAED

Public Prosecution

Al Ain English Speaking School

Ramee Group

National Media Council

German International School

Manazel

Abu Dhabi Executive council

Fairmont Hotels

Ministry of Higher Education & Scientific Research

Ministry of Justice

Sheikh Zayed Grand Mosque

Tasheel

Public Prosecution

Abu Dhabi Accountability Authority

Ministry of presidential affairs

Raffles Hotel

Tanmia



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