



**TECHNOLOGY  
SOLUTIONS**

**2024 PROFILE**  
**YOUR TECHNOLOGY PARTNER**



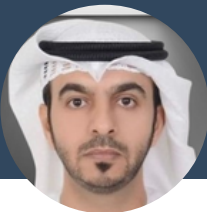
**[www.dal.ae](http://www.dal.ae)**



**+971-44339776**

# THE EXECUTIVE TEAM BEHIND

Our team, a blend of seasoned experts and dynamic innovators, drives our success in delivering cutting-edge technology solutions



**Mohamed Al-Ahbabi**

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Owner & Chairman  
of The Board



**Kamal M Hamza**

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**CEO**



**Mojahid Fathi**

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Co-Partner Director  
Franco Pinto



**Saeed Al-Ahbabi**

Chairman



**Anas Abuelgasim**

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Sales Director



**Dhouha Hajri**

sales@dal.ae

Marketing Director



# ABOUT DAL

## YOUR TECHNOLOGY PARTNER

### “ VISION

Envisioning a world empowered by technology, DAL aims to be at the forefront of IT innovation, transforming businesses through advanced, and reliable digital solutions.

### “ VALUES



#### Success

Committed to Customer Success



#### Excellence

Product & Service Excellence



#### Learning

Training & knowledge Sharing

# Who We Are ?

Our enduring relationships, corporate culture, specialized knowledge, and the perspective of our team have transformed us into more than a mere IT Solution company.



**23+**

Team Members



**2016**

Our Company is Foundeded



**500+**

Customers



**26+**

Project in 2023



**60+**

Trusted Vendors



# WE EXCEL BY FOCUSING ON SPECIALIZATION

We offer expert value across technologies that are essential to business



**Security**



**Infrastructure**



**Data Centre**



**Collaboration**

# MEMBER OF

بفخر مساهم في  
إقتصاد دبي  
PROUD CONTRIBUTOR  
TO DUBAI'S ECONOMY

مؤسسة محمد بن راشد  
للتنمية المشاريع الصغيرة والمتوسطة  
DUBAI SME

مندوقه خليفة لتطوير المشاريع  
Khalifa Fund for Enterprise Development



## APPROVED BY

# الدبي

للاقتصاد والسياحة  
Economy and Tourism

# TDRA

هيئة تنظيم الاتصالات  
والحكومة الرقمية  
TELECOMMUNICATIONS AND DIGITAL  
GOVERNMENT REGULATORY AUTHORITY



مركز المتابعة والتحكم  
MONITORING & CONTROL CENTRE

# غرفة دبي DUBAI CHAMBER



دائرة التنمية الاقتصادية  
DEPARTMENT OF ECONOMIC DEVELOPMENT



# غرفة أبوظبي ABU DHABI CHAMBER

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# EMPOWERING CUSTOMERS, EXCELLING TOGETHER, TRANSFORMING FUTURES

The array of logos on this page represents our network of trusted vendors and suppliers, each contributing to our comprehensive suite of services. These collaborations enable us to offer our clients a versatile and robust range of products, tailored to meet their unique needs.



Whether it's through cutting-edge security software, efficient networking systems, or state-of-the-art office automation, our Vendors play a crucial role in our ability to provide end-to-end solutions. Their support and expertise not only fuel our business growth but also empower our clients to achieve their operational goals, ensuring customer satisfaction and long-term success in an ever-evolving digital landscape.



**17+**  
**VENDOR**



**+500**  
**CUSTOMER**



# CUSTOMER SUCCESS. IT'S WHAT WE DO

At Dal Technology, we pride ourselves on our strong and strategic partnerships with leading vendors and suppliers in the IT industry. Our collaborations span a diverse range of expertise, from advanced cybersecurity solutions to innovative networking and communication technologies. These partnerships not only enrich our service offerings but also ensure that we stay at the forefront of technological advancements.



## THE CHALLENGE

In today's rapidly evolving digital world, businesses face complex IT challenges, from cybersecurity threats to managing advanced networking and communication technologies effectively.

Our vendor relationships are more than just transactions; they are a testament to our commitment to delivering excellence and quality to our clients. Featuring globally recognized names and industry pioneers, our portfolio of Vendors reflects our dedication to bringing the best of IT solutions to the market

## THE SOLUTION

Dal Technology offers comprehensive IT solutions, leveraging partnerships with leading vendors to provide cutting-edge, secure, and efficient technology tailored to meet these challenges.

# OUR BUSINESS SERVICES



## IT SOLUTIONS

### IT SOLUTIONS

Our IT Solutions Reselling service offers strategic partnerships with leading IT solution providers, enabling us to deliver tailored technology solutions to enterprises and government clients. We provide expertise, customization, and support to meet their specific needs efficiently.



## INSTALLATION & CONFIGURATION

### INSTALLATION & CONFIGURATION

Our installation and configuration Services help you maintain higher IT performance. Our robust, flexible services are designed to prevent problems and resolve issues more quickly by protecting your IT environment. At Dal Technology Smart Solution, we guarantee rapid, reliable and robust information technology solutions that work



## ON TIME DELIVERY

### ON TIME DELIVERY

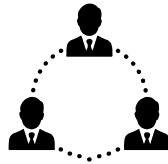
Our commitment to punctual project and service delivery ensures that clients receive IT solutions on time, every time. We prioritize timeliness, reliability, and excellence in executing projects, meeting critical deadlines with precision.



# ON TIME, EVERY TIME



## MANAGED SERVICES



## PROFESSIONAL TRAINING



## CONSULTATION SERVICES

### MANAGED SERVICES

Our services vision is based on growing your business to remain competitive, our MS lets you focus on the core business objectives: generating leads, growing sales, keeping customers happy, and tapping new sources of revenue instead of having to focus on growing technical staff capabilities.

### PROFESSIONAL TRAINING

We believe in empowering our customers with all the knowledge and skills they need. when buying a product we sell you the knowledge and not just the product and its manual

### TECHNICAL SUPPORT

"It's not working" is never something you want to hear – especially when it's about your business systems. When issues arise, you want someone on hand fast, whether they're in your office or at the other end of the phone, to provide the support you need to help get everything back up and running again as quickly as possible.

Our widely experienced technical support team approaches everything with a 'can-do attitude' to deliver solutions to our customers no matter what the query, leaving you and your team free to get on with running your business. We employ the right people, business partners, processes, and technology to proactively meet your needs with our around-the-clock remote support uses.



# Our Clients

Our valued clients, from diverse sectors, trust us for bespoke IT solutions, reflecting our commitment to excellence and enduring business relationships



UNITED ARAB EMIRATES الجمهورية العربية المتحدة  
المجلس الأعلى للأمن الوطني  
THE SUPREME COUNCIL FOR NATIONAL SECURITY  
الهيئة الوطنية لإدارة الطوارئ والأزمات والكوارث  
National Emergency Crisis and Disaster Management Authority



# Client Engagement Process:



## Client Needs Assessment and Development

- Understand the client's IT requirements and objectives.
- Identify specific challenges and industry context.

## Solution Proposal and Agreement:

- Present a detailed proposal, including services, timelines, and costs.
- Reach a mutually agreed-upon contract.



## Solution Implementation:

- Execute the IT project as per the agreed plan.
- Maintain consistent client communication for updates.

## Quality Assurance and Feedback

- Continuously monitor and improve the solution's quality.
- Collect client feedback to refine services.





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# for inquiries!

## DAL TECHNOLOGY



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501-7, B, BUSINESS VILLAGE

Your trust fuels our commitment to excellence. Together, let's shape the future of innovative solutions and enduring partnerships





**THANK**

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**YOU**

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