

**FOR IMMEDIATE RELEASE**

## **AI-Futtaim Technologies expands into Qatar to service growing client base**

**Dubai, October 19, 2008:** AI-Futtaim Technologies, one of the region's leading systems integrators and a member of AI-Futtaim Group, today announced the commencement of direct operations in the State of Qatar as a reiteration of the company's commitment to its customers and partners in the country.

The new office will tap into one of the fastest growing ICT markets in the Middle East while expanding AI-Futtaim Technologies' presence in the region.

Salah Razek, AI-Futtaim Technologies' recently appointed Territory manager, will head the firm's operations in Qatar. He will be responsible for engaging closely with key customers and delivering AI-Futtaim Technologies' market-leading solutions from Microsoft Business Solutions, Alcatel.Lucent and Panasonic security systems to its customers. Mr. Razek has worked in the ICT field for over 18 years.

Vishesh Bhatia, Group Director (Electronics, Engineering and Technologies), AI-Futtaim Group said: "The launch of AI-Futtaim Technologies office in Qatar is a significant milestone and in line with the expansion plans of the AI-Futtaim Group. Qatar's economic conditions provide strong support for ICT spending in the future with high oil prices and growing economic diversification combined with growth in construction and real estate industries.

"Qatar's total IT spend is expected to reach approximately US\$375 million in 2008 and US\$550 million by 2012. With the opening of the new office in Qatar and the appointment of Salah, AI-Futtaim Technologies is perfectly positioned to

take advantage of this rapid growth and meet the growing needs of our customers,” added Mr. Bhatia.

Mr. Razek said: “I look forward to this new and exciting challenge at AI-Futtaim Technologies. I plan to use my expertise to further build on the excellent reputation of the company as we enter a new expansion phase for AI-Futtaim Technologies in the region.”

AI-Futtaim Technologies plans to have up to eight staff working in its office in Qatar within a year.

- Ends -

**Note to Editors:**

**About AI-Futtaim Technologies**

AI-Futtaim Technologies, one of the leading regional systems integrators and a member of the AI-Futtaim Group, provides complete business solutions to large, medium and small customers. These include Networking solutions, IP Telephony, Infrastructure, Contact Centre solutions, Business applications, ELV Systems, Professional Audio Visual Solutions, and Managed Services.

AI-Futtaim Technologies provides a comprehensive range of solutions by working with best-in-class brands such as Panasonic, Alcatel-Lucent and Microsoft Business Solutions amongst others to deliver a full spectrum of business solutions to customers.

*For more information, please contact:*

**David D’Souza**

Director – Public Relations  
GMASCO Marketing Communications  
An AI-Futtaim group company  
Tel: +971 4 2282101  
Fax: +971 4 2279801  
Email: [David.DSouza@gmasco.com](mailto:David.DSouza@gmasco.com)  
Web: [www.al-futtaim.com](http://www.al-futtaim.com)