

COGNIZANCE

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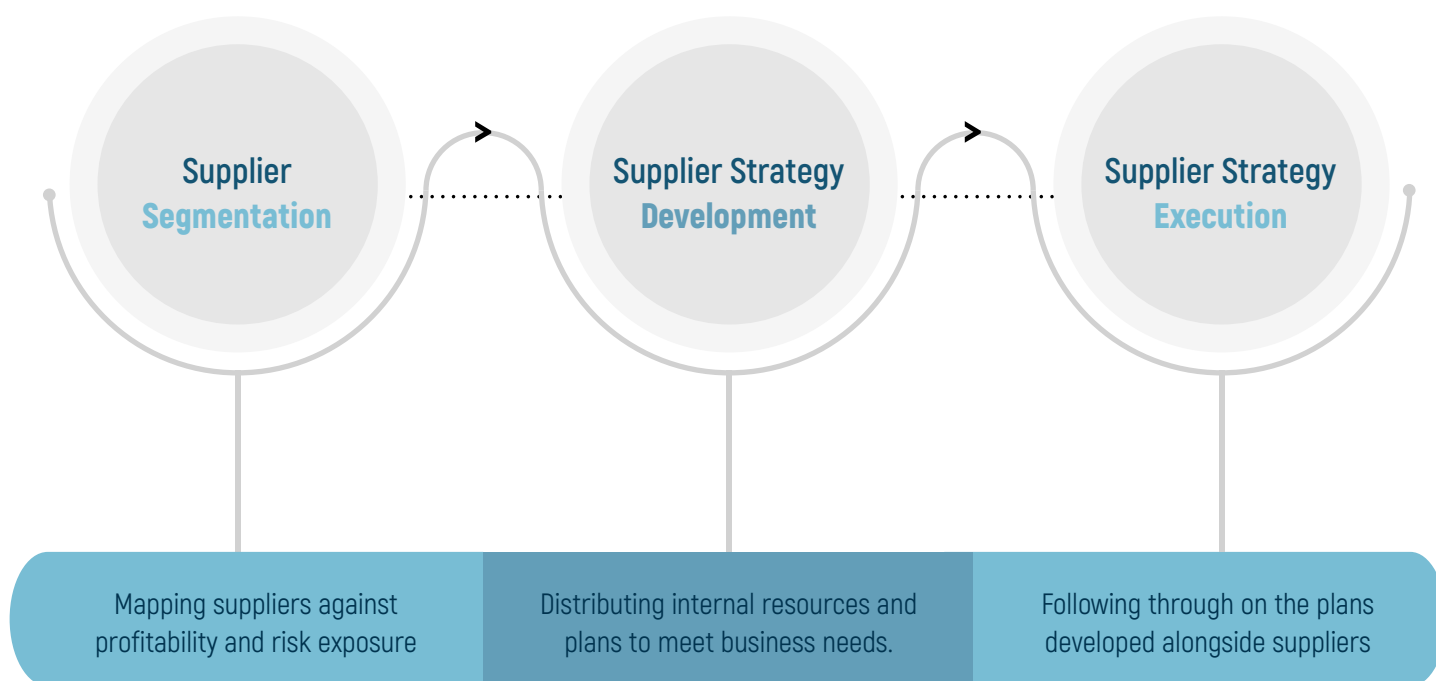
OUR SOCIAL MEDIA

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MD'S WORD

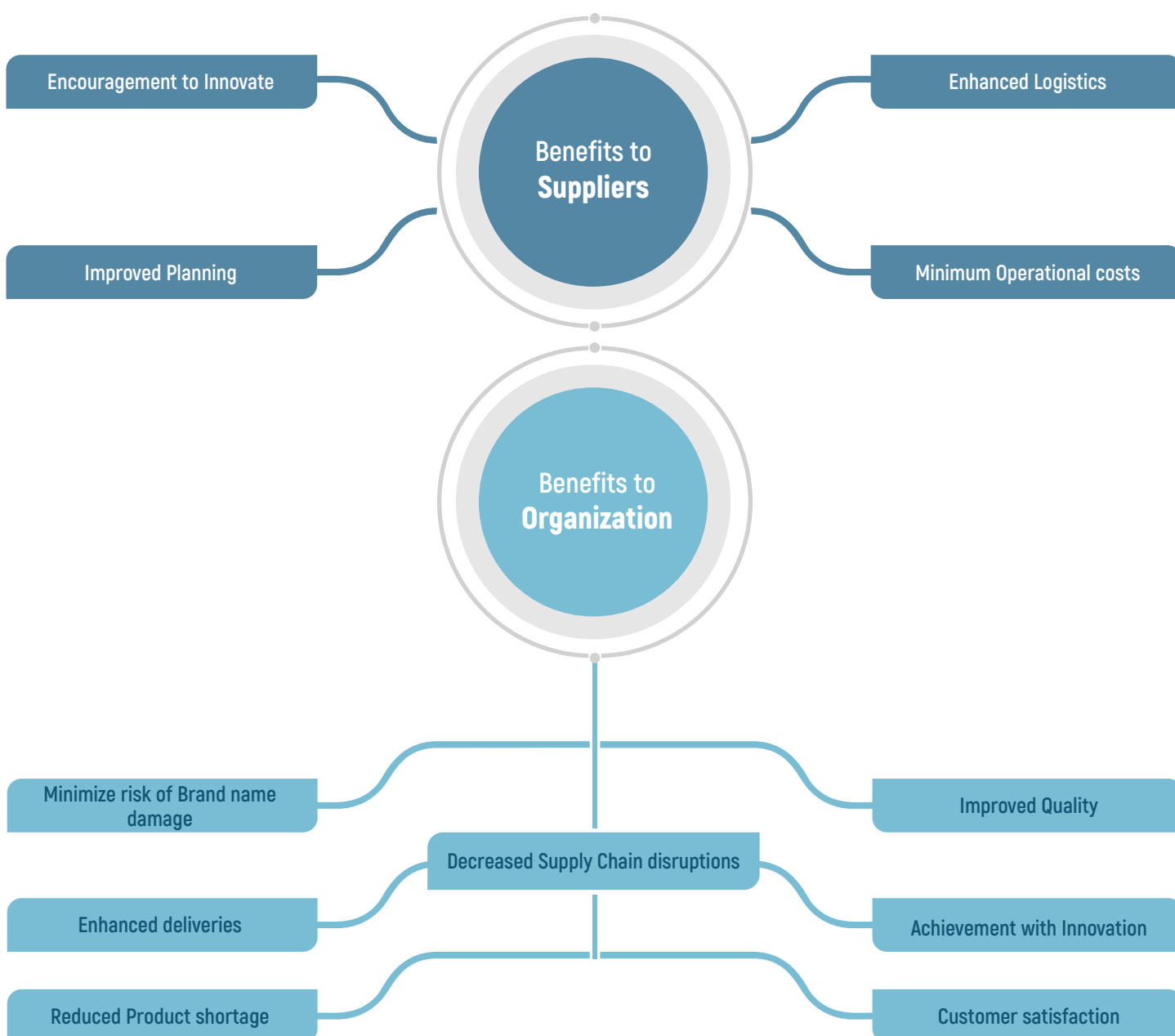
Supplier Relationship Management is the systematic approach of assessing suppliers' contributions and influence on Unitech's success, determining tactics to maximize suppliers' performance, and developing the strategic approach for executing these decisions. It is a highly-coordinated activity led by Centralized Purchasing Unit (TOSL), Executive Management and Business Development Department.

Supplier Relationship Development



As we all know that purchasing plays a key strategic role in keeping the business going by generating revenue, while also managing the company's expenses. However, if supplier relationships are bad, both parties can stand to lose a great deal of time and money. Therefore, building and managing good supplier relationships will generate great value for the entire organization. A long-term relationship between supplier and buyer allows for the free-flow of feedback and ideas. Over time, this will create a more streamlined, effective supply chain that has a positive impact on both costs and customer service.

Healthy relationships in business can help the company withstand and come out of any crisis that the company might face. It is also essential to understand that it is not only customer relationships that matter for a business to grow; having a healthy relationship with the suppliers has given us an edge over our competitors many times.



Unitech Image Unification

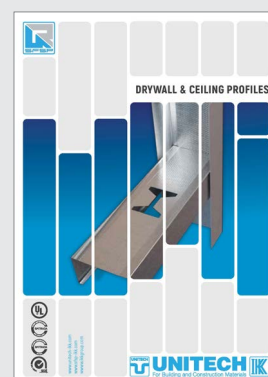
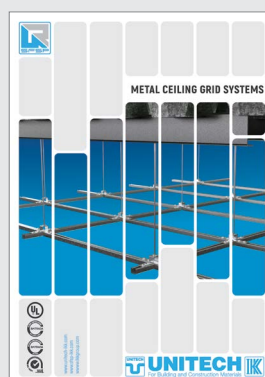
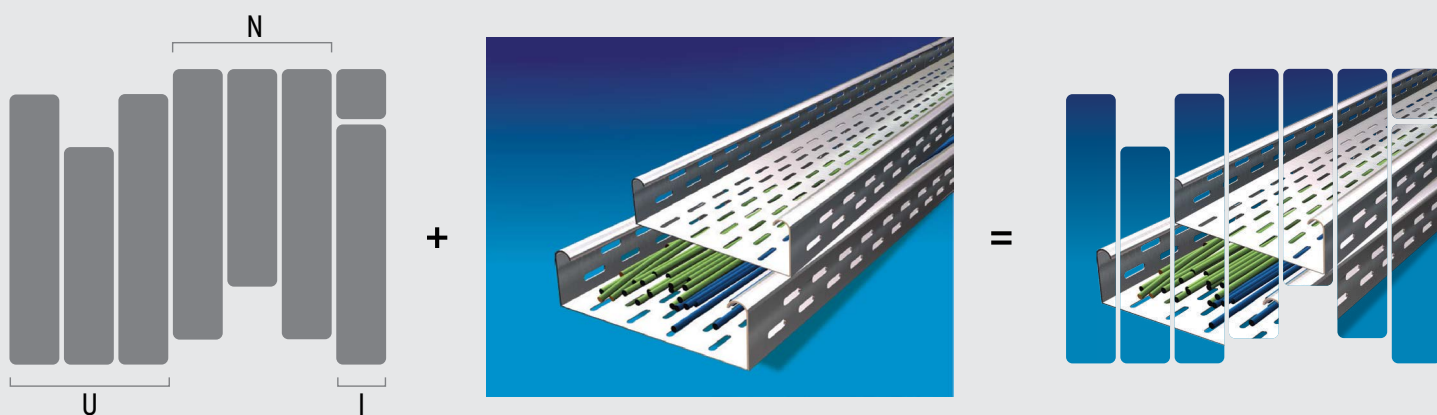
Starting 2019, There has been an image unification strategy that was rolled out to unify the existing Unitech Image with all its divisions and marketing collaterals. This was done one step at a time and this took a lot of time, effort and teamwork to pull it off.

This started with slightly adjusting the Unitech Logo and then choosing the colors that would define Unitech's overall identity. Later the logos of SFSP & Beta Contech were designed with the same idea.

In 2022, we have unified all the cover pages of Unitech & SFSP corporate literature that includes technical catalogs, data sheets to reflect a unified image of Unitech. We used **"BARS"** in the design that forms the word **"UNI"**, these bars reflect on all cover pages and are embedded with the picture of the product or offering thus forming a unique image. Following are few examples:

Old Logos

New Logos



Unitech Product Categories

In 2019, We have decided to streamline the categories for our products instead of the many traditional categories available in Unitech.

This was done for the ease of customer to navigate through our range & offerings of Unitech and it was also intended to simplify the internal segregation of products when we integrate with applications like CRM.

Above all, this was done to reflect the transition of Unitech from Building & Construction Material Provider to a Solution Provider.

Following are the categories that were finalized, these are reflecting on our website as well.



MEP SOLUTIONS



ARCHITECTURAL &
FINISHING SOLUTIONS



CIVIL SOLUTIONS



CONSTRUCTION
CHEMICALS



POWER, INDUSTRIAL
& HAND TOOLS



SUSTAINABLE
SOLUTIONS



HYGIENIC SOLUTIONS

In 2022, we have added another category to the list - "**HYGIENIC SOLUTIONS**". A New Product was introduced within this category - CRANE (<https://cranecomposites.com/>).

There will be more additions to this category in the near future.

DIFFERENCE BETWEEN HYGIENIC & SUSTAINABLE SOLUTIONS



HYGIENIC SOLUTIONS:

These are solutions that help maintain a clean and hygienic environment. The surface of such solutions is easy to clean (Only by using water - no chemicals required) and will not support bacterial/viral growth. Mainly used in the areas which have people traffic.

Infection prevention and control is of utmost importance in hospitals and other healthcare facilities. Building owners, facilities managers, healthcare architects and all others involved in healthcare design decisions need to consider how the materials used within a building contribute to this issue.



SUSTAINABLE SOLUTION:

These are solutions (also known as Green Construction Solutions) that are used in creating structures and processes that are environmentally responsible and resource-efficient throughout a building's life-cycle.

The Lifecycle is from siting to design, construction, operation, maintenance, renovation and deconstruction. Sustainable Solutions do not require high maintenance and will not need to be replaced in a short cycle and it last to the maximum life time.

There is Global Shift that is shaping the Future of Construction Industry. Increasingly, safety, sustainability & hygiene are becoming a requirement rather than just a desirable characteristic, and its pursuit is bound to affect both the construction process and the built asset itself. The construction sector produces an enormous amount of waste, so the more efficient use and recycling of raw materials, even a small improvement, offer huge potential benefits. Innovations in traditional basic materials like cement enable a reduction of carbon footprints. There are strict safety, hygiene and sustainability regulations and possible standardization of building codes.

Moving in this direction we have decided to introduce Hygienic & Sustainable Solutions within Unitech Basket of Solutions.

PRODUCT REFRESH: PIXEL RAISED ACCESS FLOORING



Raised access flooring system is an elevated floor that is laid above a sub-floor, in order to leave an open space or void. Raised floor system was commonly used in data centers and computer rooms. Nowadays, and due to the increased application of advanced technology which requires proper cable management, Raised Flooring through their flexibility has become a key component in today's intelligent buildings and an effective solution in General Offices, Schools, Universities, Power Stations, Labs, and others.

BENEFITS OF RAISED FLOORING

The most common usage for access floors is to run cables, electrical wiring and HVAC ducts. Running cables and electrical wiring through the accessible space between the panels and the sub-floor allows easy access and flexibility; wiring can be rerouted, repaired and upgraded without construction and minimal interference to the business' everyday activity. When combined with modular electrical systems and modular walls, the entire building can be reconfigured in a fraction of the time it would traditionally take.

Heating and cooling a building with a raised flooring system is also more efficient. The empty space between the panels and the sub-floor acts as a plenum chamber to dispense conditioned air evenly throughout the building. Additionally, since warm air rises, heating the building from the access floor gap during the winter is more effective and efficient.

PIXEL CHIPBOARD PANEL PIX-WOOD

PIX-CAL raised access flooring is made of high density chipboard core material. The top surface can be covered with multiple floor covering such as HPL, Vinyl, Carpet, Ceramic, etc.

The bottom surface of the panel is covered with aluminum foil and galvanized steel sheet.



Panel Dimensions/Weight

Size	Thickness	Weight
600x600 mm	35 and 38 mm	12-14 Kg.

PIXEL STEEL - CEMENTITIOUS PANEL PIX-STEEL

PIX-STEEL raised access flooring consists of epoxy coated hard steel top plate formed through stamping and spot welding to deep stretched steel tray, filled with foaming cement in the middle.

The combination of steel and concrete provides economic series of product grades, capable of matching the most demanding requirements.

Panels are made either with bare finish (Epoxy coated), or with anti-static finishes with high pressure laminate or with vinyl, ceramic finish, and carpet, etc.



Panel Dimensions/Weight

Size	Thickness	Weight
600x600 mm	35 mm	13-15 Kg.

PIXEL CALCIUM SULPHATE PANEL PIX-CAL

PIX-CAL raised access flooring panels are manufactured from high strength non-combustible Calcium Sulphate using environmental friendly materials: ~ %90 gypsum (calcium sulphate semi-hydrate), ~ %9 cellulose fibers.

Calcium Sulphate panels can be covered with a variety of finishes including HPL, Vinyl, Carpet, Ceramic, and others.

The Bottom surface is covered with Aluminum foil and galvanized steel sheet.



Panel Dimensions/Weight

Size	Thickness	Weight
600x600 mm	30, 32, 38 mm	20-26 Kg.

PIXEL UNDER-STRUCTURE SYSTEM

PEDESTALS



STRINGERS

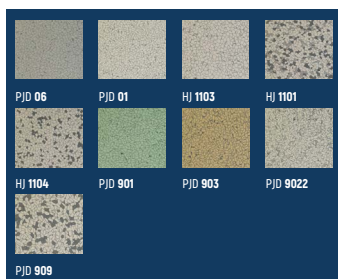


BRACING

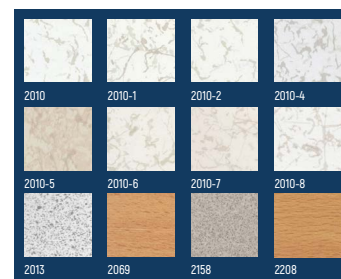


FINISHES

VINYL

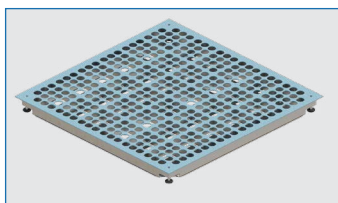


ANTI-STATIC HPL

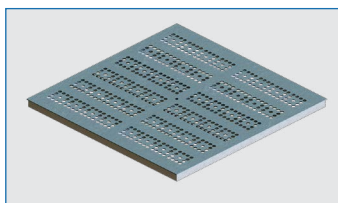


PIXEL PERFORATED PANELS

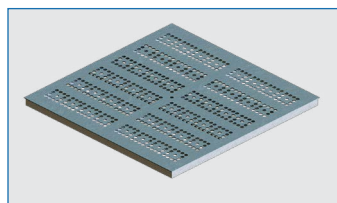
PERFORATED TYPE (PU)



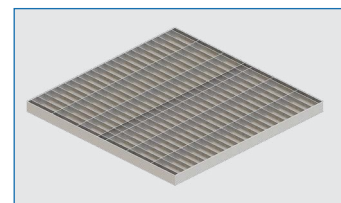
PERFORATED TYPE (CC)



PERFORATED TYPE (CE)

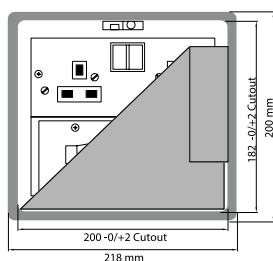


GRILLS

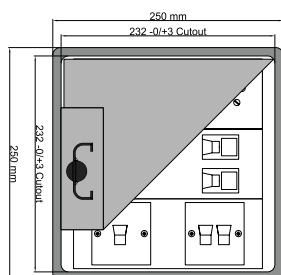


PIXEL RAISED FLOOR SERVICE POWER BOXES

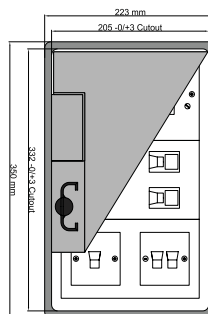
1) PBOX 2-200218



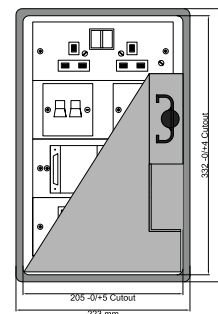
2) PBOX 3-250250



3) PBOX 3-350223



4) PBOX 4-350223



For more info click on the link to download catalogue



https://unitech-ikk.com/shared/Technical_Catalogues/Pixel-Catalogue-final.pdf

NEWS UPDATE

SKILLS COMPETITION TRAINING –
SFSP DUBAI

What comes to your mind when you hear the term «**skill up**»? For every gamer out there, it may remind you of a time when you «level up» or gain extra skills/armory. For learning professionals, this definition of «skill up» is not too far from the truth, except the game involves professional development. Here at Unitech, we are keen to Skill You Up; through providing a variety of training sessions and enhancing a positive environment in which everyone is a part of our growth. The new skills gained will combat complacency and pave the way for advancement in your career.

CONNECTING, LEARNING, AND EXCHANGING IDEAS!

This is a glance of the latest Skills training held in SFSP Dubai.

AEG ROADSHOW X HAWI TOOLS
OPENING

Khobar experienced a 3-day of roadshow specifically to showcase AEG range of Professional Power Tools. AEG **“Made of Power”** roadshow was organized and held during the grand opening of Hawi Tools store. It was a great opportunity to push AEG sales through both promotional offers and illustrating the products features.

Thanks to AEG team for their great efforts to manage this event successfully.

**AEG** **HAWI TOOLS**

NEWS UPDATE

SAUDI NATIONAL
DAYاليوم الوطني
السعودي ٩٢

#هي_لنا_دار

HOW TO PRIORITIZE YOUR WORK?

Prioritization is the curious art of choosing what to do and where to focus; it sets the course for the actions we take. We can benefit from methods of prioritization that counter our cognitive biases and get us focused on the best ideas that have the greatest impacts.

Eisenhower Matrix for prioritization solves the problem of falling into the trap of prioritizing short-term outcomes over long term outcomes. Or, in other words focusing on the urgent at the expense of the important.



Follow Us



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Unitech Social Media Channels

Do you already follow us on our social media channels? If not, please follow us on the following social media channels, just click the icons below to land on the respective pages:



INSTAGRAM



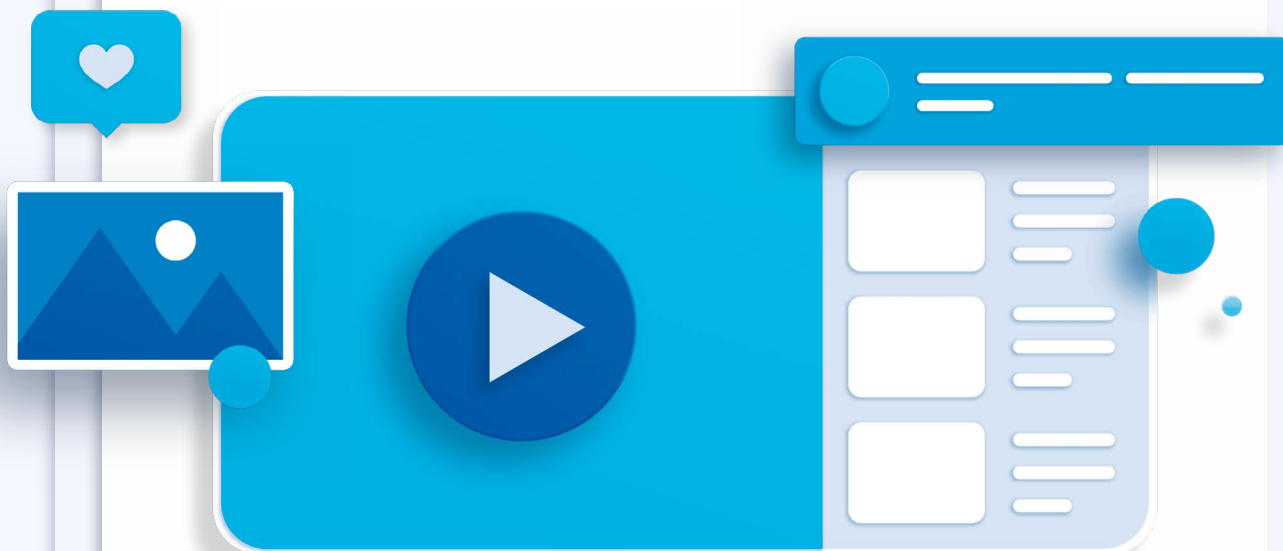
FACEBOOK



LINKED IN

The mission of our social media channels is to provide you with posts and short publications that will highlight the products, services, brands and teams that make up the Unitech family.

Follow Us, So you can be updated with our new developments, news and more...



Like



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YEARS
OF EXPERIENCE