

# COGNIZANCE

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# KNOWLEDGE HUB

## FIRE STOPPING

### WHAT IS FIRESTOPPING ?

Fire stopping is best defined as the sealing of any openings to prevent fire (including smoke and heat) from passing through multiple building compartments.

The spread of a fire is contained by creating fire resisting compartments, which subdivide the building (vertically or horizontally). Buildings must ensure that any openings and gaps are fire stopped to restrict both lateral and vertical fire spread.

### OPENING TYPES, WHERE FIRESTOPS ARE USED IN

- Electrical, Mechanical, and Structural Penetrations
- Unpenetrated Openings (such as openings for future use)
- Re-entries of existing firestops
- Control or sway joints in fire-resistance-rated wall or floor assemblies
- Junctions between fire-resistance-rated wall or floor assemblies
- Head-of-wall (HOW) joints

### FIRESTOPPING MATERIAL

- Intumescent
- Cementitious mortars
- Silicone
- Firestop Pillows
- Mineral Fibers
- Rubber Compounds

### FIRESTOP RATINGS

Firestop materials are not rated per se. They receive a fire rating by combining materials in an arrangement specific to the item (a pipe or cable, for example) penetrating the fire-rated wall or floor and the construction arrangement of the fire-rated wall or floor.

A two-hour-rated pipe-penetration firestop may consist of a layer of caulking over packed rockwool. The arrangement, not the caulking, provides the two-hour rating. The individual firestop materials and the overall firestop assembly are listed.

### TESTING AND CERTIFICATION

Certification listings include those available from:

- Underwriters Laboratories
- Underwriters Laboratories of Canada
- Deutsches Institut für Bautechnik (Germany)
- Efectis (Netherlands, France, and Norway)
- FM Global





# KNOWLEDGE HUB FIRE STOPPING

## REGULATIONS AND COMPLIANCE

When the installed configuration does not comply with the appropriate certification listing, the fire-resistance rating may be lower than expected. When it is difficult to assess the impact, it often must be assumed to be zero and the building's fire-protection plan is compromised. Each opening in a fire-resistance-rated wall or floor in a building must have a certification listing.

There are thousands of listings from various certification and testing laboratories. The Canadian and United States Underwriters Laboratories publish books listing firestop manufacturers who have contracted with them for testing and certification.

Firestops should be routinely inspected and maintained to mitigate the effects of time and re-entries.



# PRODUCT SPOTLIGHT

## STI

### ABOUT STI

STI leads the industry in developing innovative fire protection systems that help stop the spread of fire, smoke and hot gases. For over 30 years, their team has worked hand in hand with the construction industry to create simple solutions to complex firestopping problems.

Their **SpecSeal®** and **EZ Path®** product lines are engineered to deliver powerful performance. Because their system designs are user-driven, they are easier to apply. The result is simply designed, outstanding fire protection systems which often result in lower installed costs.

STI products and systems offer innovative firestop solutions for all types of new construction and retrofit applications. Since firestopping is their only business, they concentrate all their resources on providing the highest quality, fully tested, innovative firestopping solutions.

### STI PRODUCTS

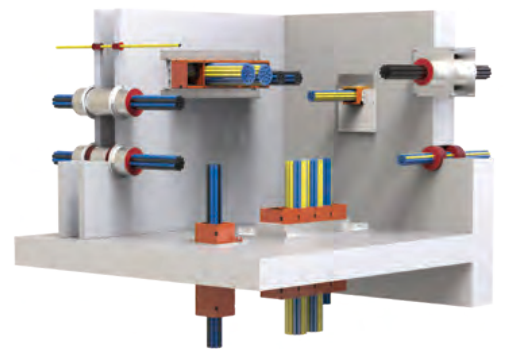
**CLICK THE PRODUCT TO LEARN MORE**

- Penetrations
- Construction Joints
- Curtain Wall
- Smoke & Acoustical
- Fireblocking / Draftstopping
- Protective Wraps

### STI SOLUTIONS BY INDUSTRY

**CLICK THE SOLUTION TO LEARN MORE**

- Curtain Wall
- Data Communication
- Healthcare
- Industrial / Utility
- Interior Finish
- MEP
- Wood Frame



STI understands the complexities of data and communication cabling distribution in the built environment. We provide end-to-end fire and smoke sealing solutions that alleviate the headaches associated with firestopping



STI offers a variety of versatile & cost effective firestopping solutions for mechanical, electrical, & plumbing penetrations through fire-rated construction methods.





# PRODUCT SPOTLIGHT STI

## STI SUPPORT

### TECHNICAL INFORMATION

Find the latest updates, get engineering support, specifications, estimate product quantities, or just browse data sheets – we offer numerous resources to keep you up to date with an ever changing industry.

Access the STI Technical documents here:

<https://www.stifirestop.com/resources/technical>

### BUILDING CODES & APPROVALS:

Access all of STI's approval certificates, reports and listing services from various certification bodies and agencies.

Access the STI Approvals, Certificates, etc. here:

<https://www.stifirestop.com/resources/building-codes-and-approvals>

### PRODUCT LITERATURE

Download PDF files to learn more about the industry leading firestop products. Print or save to view product features, and benefits, and ordering information.

Access the STI Product Literature here:

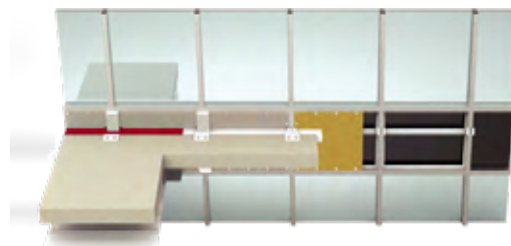
<https://www.stifirestop.com/resources/product-literature>

### SUSTAINABILITY

STI are committed to environmental stewardship and providing products that are environmentally friendly and to protecting the local and global environment.

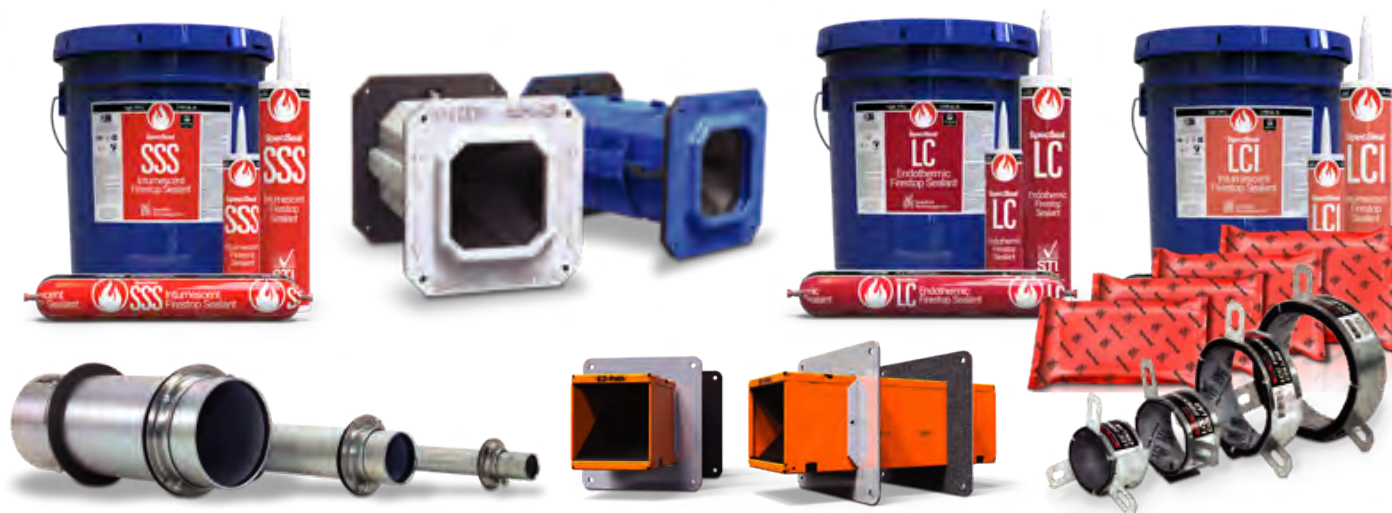
Learn More about STI's commitment to sustainability here:

<https://www.stifirestop.com/resources/sustainability>



A building's facade is distinctive. Perimeter fire barrier systems in high rise construction are an important life safety consideration, but sound fire containment practices should not interfere with design aesthetics.

As a designer or builder, you need perimeter fire barrier systems that afford adaptability to work with your design, and STI can help.



## **EZPath®** The applications:



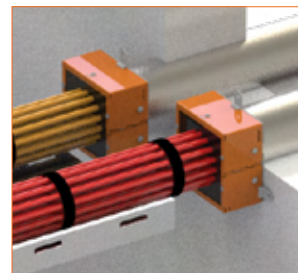
**Smoke & Acoustical Pathway**  
For non-fire rated walls



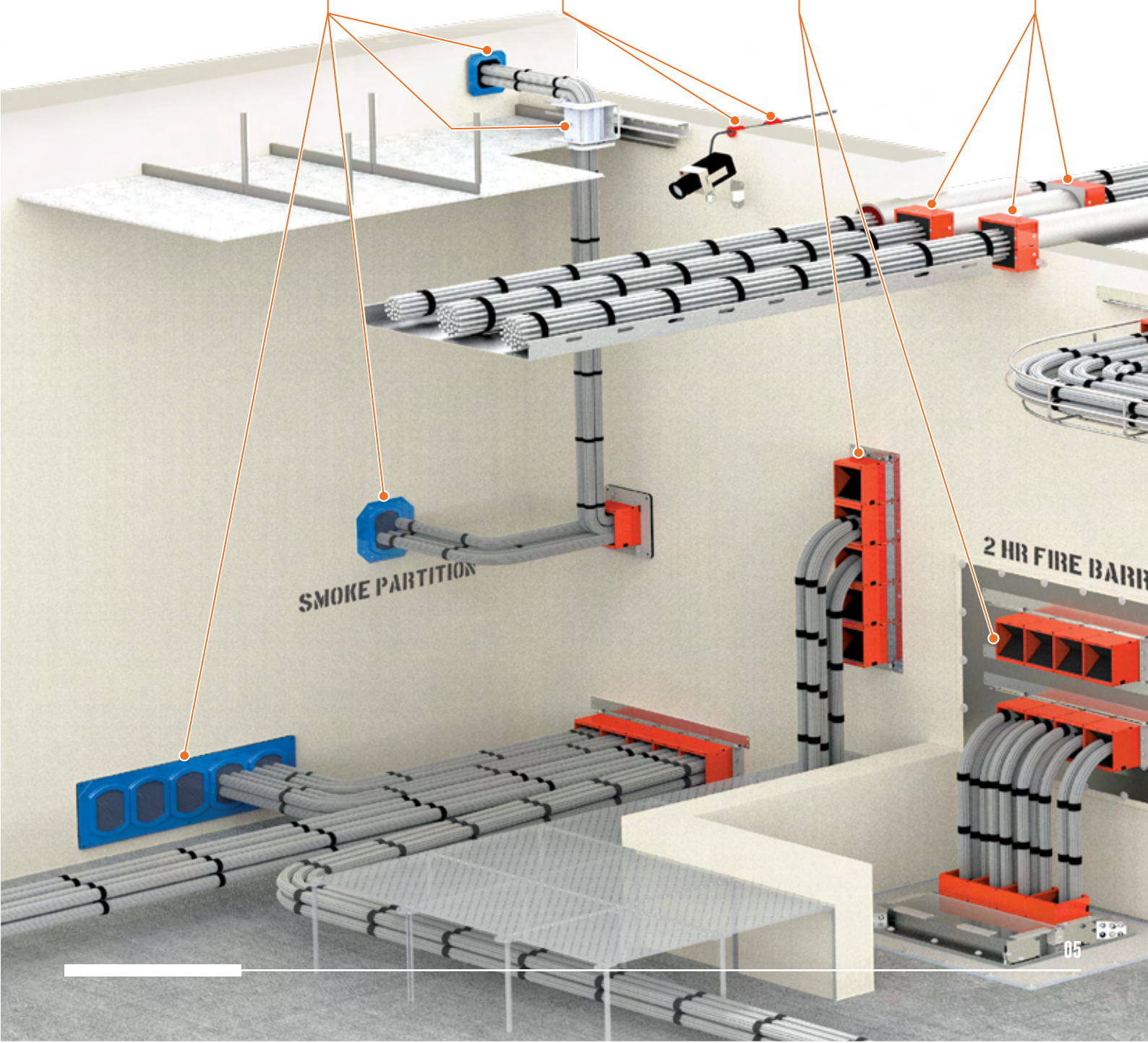
**Grommets**  
For single-cable applications



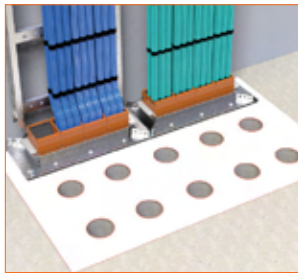
**EZ-Path multigang Sol.**  
For space-saving vertical  
& horizontal applications



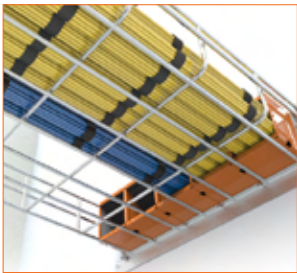
**EZDR Retrofit Device**  
For overfilled sleeves







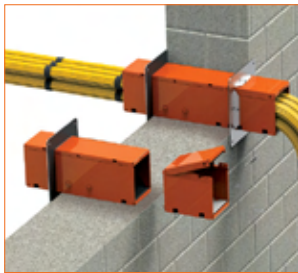
**Smaller footprint**  
For greater cable capacity compared to traditional methods



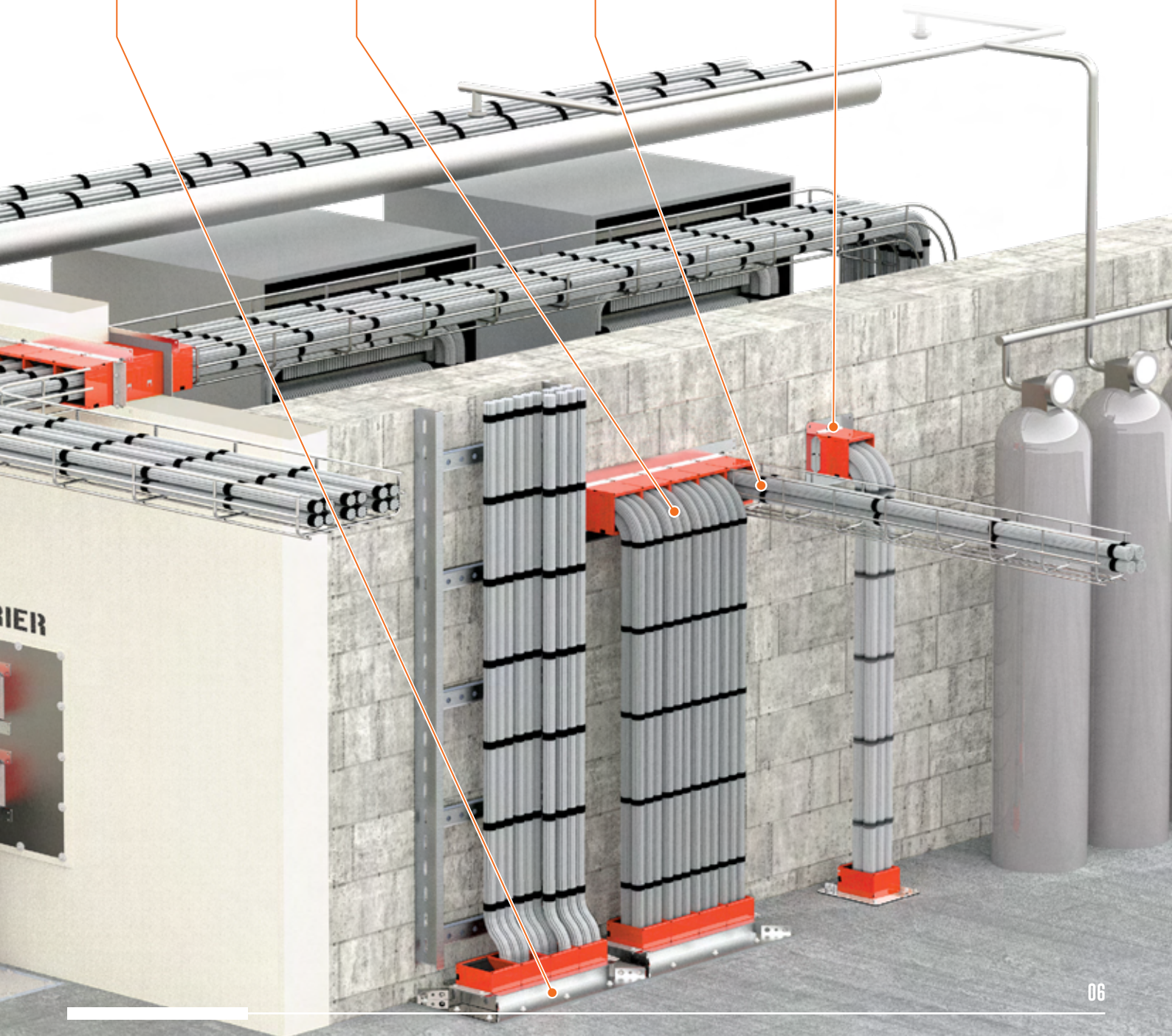
**0-100% Cable Fills**  
Self sealing & always compliant



**EZ cable pull**  
For easier moves, adds, & changes



**Extensions**  
For Thicker Walls



# DIGITAL TRANSFORMATION ERP & CRM

## ERP & CRM

### WHAT IS ERP?

Enterprise resource planning (ERP) is a system of integrated software applications that standardizes, streamlines and integrates business processes across finance, human resources, procurement, distribution, and other departments. ERP adaptation was set place within Unitech a decade ago which gave us the opportunity to align, prepare, forecast, and implement our operations where we worked on providing the market with solutions from “[Inside Out](#)”.

### WHAT DOES “INSIDE OUT “MEAN? WHY SUCH A REQUIREMENT?

With its implementation back in 2011, ERP systems improved Unitech's efficiency and effectiveness in a number of ways. This system was tailored to fit our unique needs, improving efficiencies, production and a long list of other benefits.

What has held true throughout its life span, is that ERP continues to control, monitor, analyze and forecast the health of every part of Unitech's business as a whole. The ERP system integrated various processes like order management, making order taking, manufacturing, inventory, accounting, and distribution.

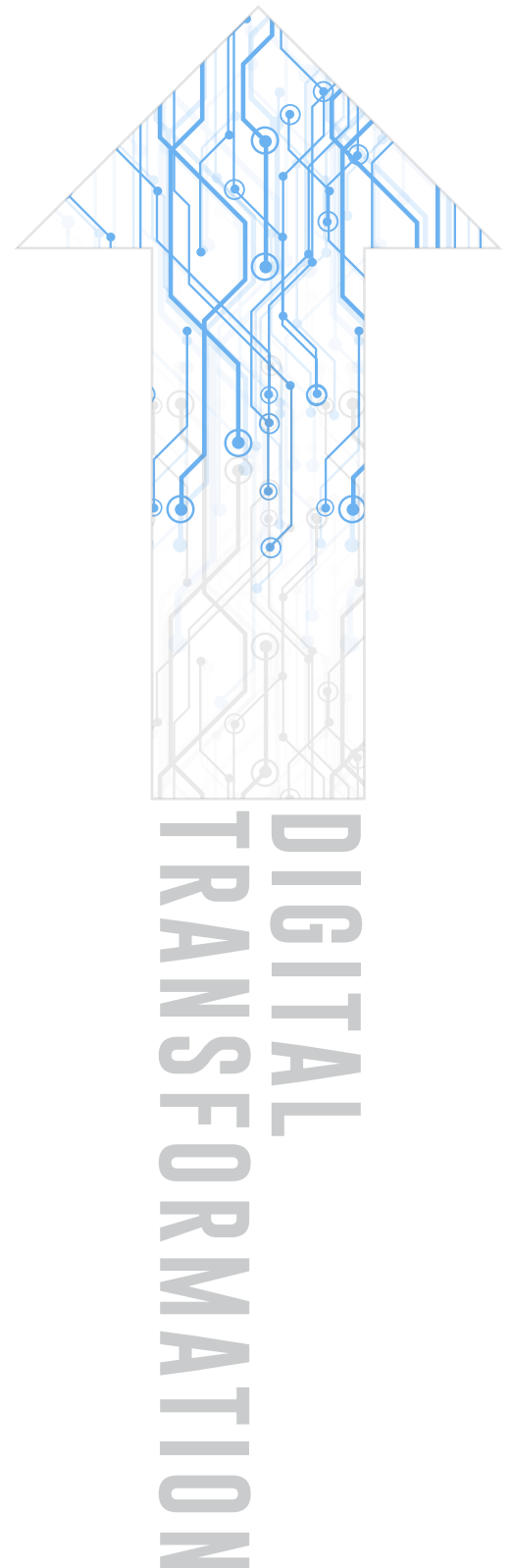
The data extracted through ERP has helped the management immensely to set out goals and targets to tackle the market. Hence the terminology “inside out” offerings. We study the buying patterns of a product, price point of that product, and all relevant steps needed to sell that product to our customers. This is where we study our patterns inside and go out in the market to sell.

### THE PAST, PRESENT AND FUTURE OF ERP

For Unitech, the path to growth and the evolution of business management technology are closely interwoven. The advancement and diversification of enterprise resource planning (ERP) system over the years have enabled our businesses to integrate new technologies into our supply chain processes to drive forward their performance, leading to a variety of benefits.

### WHAT IS CRM?

CRM at its simplest is systems and processes for managing a company's interactions with current and potential customers. CRM software is used to organize, automate and synchronize sales, marketing and customer service. The adaptation of sales and market intelligence solutions which will be in the shape of CRM and the integration of Ventures Onsite within the CRM will give us the opportunity to provide market solutions from “[Outside In](#)”.





# DIGITAL TRANSFORMATION ERP & CRM

## WHAT DOES “OUTSIDE IN” MEANS? WHY SUCH A REQUIREMENT?

Well with the data analysis we gather intel from inside our operations we put it to use in terms of developing our budgets and necessary arrangements we required to shape up our past as well as the future.

But with the market, which is constantly changing towards the nature of the products, standards of the products, new innovated solutions, ever challenging specifications in compliance to international standards, redefining and ground breaking architecture with ambitions such as Neom and Red Sea projects, LEED requirements for sustainable solutions, and timely yet attractive price points to be equipped while we tackle the market in this current era.

We needed a platform that gives us the opportunity to study the market trends, where the market is headed, and above all to receive and allocate the information promptly and monitor the information through digital solutions in order to avoid human interaction which can be understood and studied through CRM.

External Database such as Ventures Onsite will inform us with the information beforehand about the location, nature, client, movement, key personals, budget, and estimation of completion which will eventually lead of becoming a new norm of setting out budgets, branding our products, aligning our basket solutions, venturing with the right international suppliers, and finding ways to merge with locals suppliers to continue providing the market with unique set of solutions that Unitech has been offering for the past four decades.

Information provided by such platform will be shared across all entities within the IKK Group in order to keep everyone well informed. While controls such as commercial offerings during a price hike or transportation hike can be controlled digitally rather than manually, eliminating human errors along the way by initially providing commercial offers through CRM and later integrating the system with ERP to produce human error-free warehousing document control, understand the market trends and rebranding our in house brands accordingly, organizing marketing campaigns to attract consultant and end users.

Implementing and classifying KPI system, and above all identifying the new market entrants in KSA market in order convert them to our key customers while side-lining existing customers who are slowly fading away from the market.

Hence the terminology “outside in” will reshape the way we carry out information, the way we approach the market, the way we budget ourselves, and more importantly how we adapt to ever-changing market and how we maintain our competitive edge over the market which we have carried out in the past four decades.



## ABOUT VENTURES ONSITE

Ventures Onsite, a product by Ventures Middle East, has been a market leader in tracking construction projects across the MEA region for more than 15 years.

They provide near-accurate and detailed information on completed, on-going and future construction projects

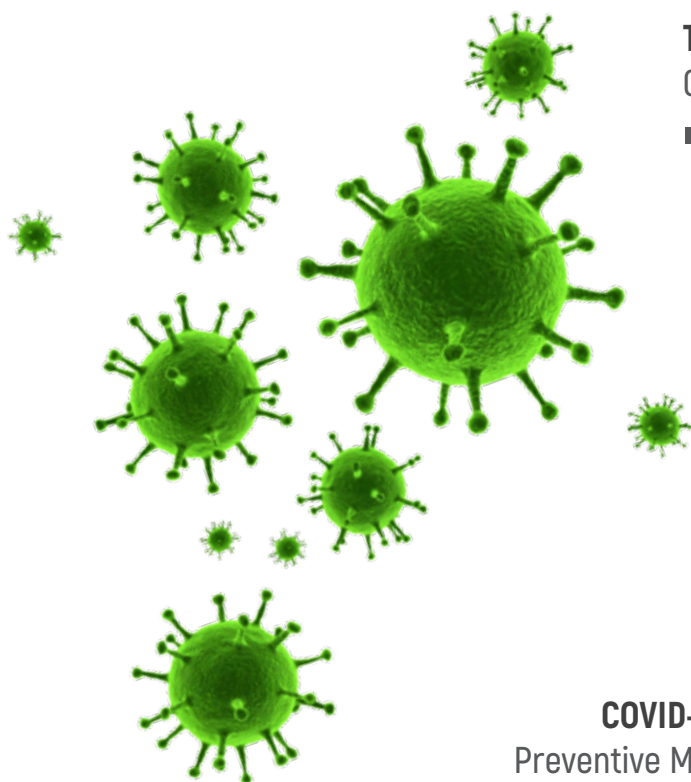
Ventures ONSITE's comprehensive platform will not only help us find and select the right projects for our business, but also provide a chance to explore project opportunities in new countries or industries.

Keep track of current and future project opportunities with stage-by-stage updates:

- Generate industry statistics on past & future trends
- Capture project info from early planning & design stages
- Understand construction market dynamics & monitor your industry & your competitors
- Stay informed on refurbishment projects on hotel properties
- Track tendering process for consultancy and contracting packages
- Gain enough lead time to make informed strategic decisions

## Industries Tracked by Ventures Onsite

- Buildings
- Infrastructure
- Industrial
- Power & Water
- Oil & Gas



## The New Normal

### COVID-19 Precautions

Globally, over past week, the number of new COVID-19 cases and deaths continues to decrease, with over 3.5 million new cases and 78 000 new deaths reported globally. Although the number of global cases and deaths continued to decrease for a fifth and fourth consecutive week respectively, case and death incidences remain at high levels and significant increases have been reported in many countries in all regions.

[Click here to download the COVID-19 Weekly Epidemiological Update by WHO - As of 01st June 2021](#)

This is the worst health crisis the world has ever faced, we must help overcome this challenge by fulfilling our responsibilities towards our societies, and families through consistently abiding by the simple directions highlighted below:

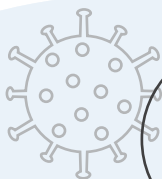
### COVID-19 Preventive Measures



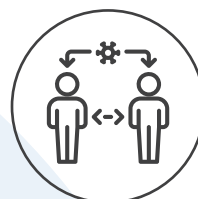
WASH THE HANDS WITH SOAP AND WATER FOR AT LEAST 40 TO 60 SEC.



USE HAND SANITIZER FOR 20 SEC. (WITH AT LEAST 60% ALCOHOL)



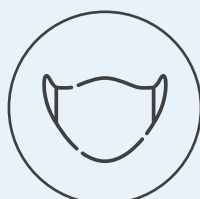
AVOID TOUCHING YOUR FACE (EYES, NOSE & MOUTH)



MAINTAIN A DISTANCE OF 2 METERS FROM OTHERS



COUGH OR SNEEZE INTO YOUR SHOULDER



ALWAYS WEAR A FACE MASK IN PUBLIC



AVOID GATHERINGS



AVOID SHARING ITEMS (FOOD, PERIPHERALS, ETC...)



AVOID HANDSHAKES



ALWAYS COMPLY WITH THE DIRECTIVES OF LOCAL HEALTH AUTHORITIES



DISINFECT THE SHARED SPACE FREQUENTLY



## Follow Us

### 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:



**FIND US ON  
INSTAGRAM**



**FIND US ON  
FACEBOOK**



**FIND US ON  
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...





# COGNIZANCE

A UNITECH NEWSLETTER



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**40<sup>+</sup>** SINCE 1979  
YEARS  
OF EXPERIENCE