

Endless Opportunities in Business



COMPANY PROFILE

WWW.DIVISION1.NET

A glass of water sits on a white table in the foreground, with a blurred background showing people in a meeting. A green banner is in the top right corner.

WHO?

are we ●

“

BRINGING TOGETHER INNOVATION
THROUGH COLLABORATION

”

Division One was established in 2008. We provide our clients with an access to a professional quality administrative consultancy, accounting, consulting, and tax services within the United Arab Emirates and across the globe, and auditing firms that are as committed as we are to the high standards required in international business. We are here to help you succeed and operate competitively and take your business to the next level.

For over 9 years, Division One has been providing superior service with the knowledge and expertise of worldwide accounting firms and the personal service of a local firm. Our service professionals are well versed with innovative solutions to middle market businesses. We have built our reputation with integrity and quality.



A black and white photograph of a man in a dark suit and tie, standing on the edge of a large, dark rock. He is holding a long telescope to his eye and looking out over a vast, cloudy sky. The clouds are white and fluffy, filling the lower half of the image. The background is a clear, light blue sky.

WHAT?

are we planning

Our mission is to be a firm of highly creative and qualified professionals dedicated to improving our clients' financial success, providing a fulfilling opportunity for all members of our firm and making a positive contribution to the economic and social well-being of the community.

“THE FUTURE HOLDS NO PLACE FOR
THOSE WHO LACK KNOWLEDGE AND
EDUCATION .”



- HH Sheikh Mohammed Bin Zayed

CONSISTENCY

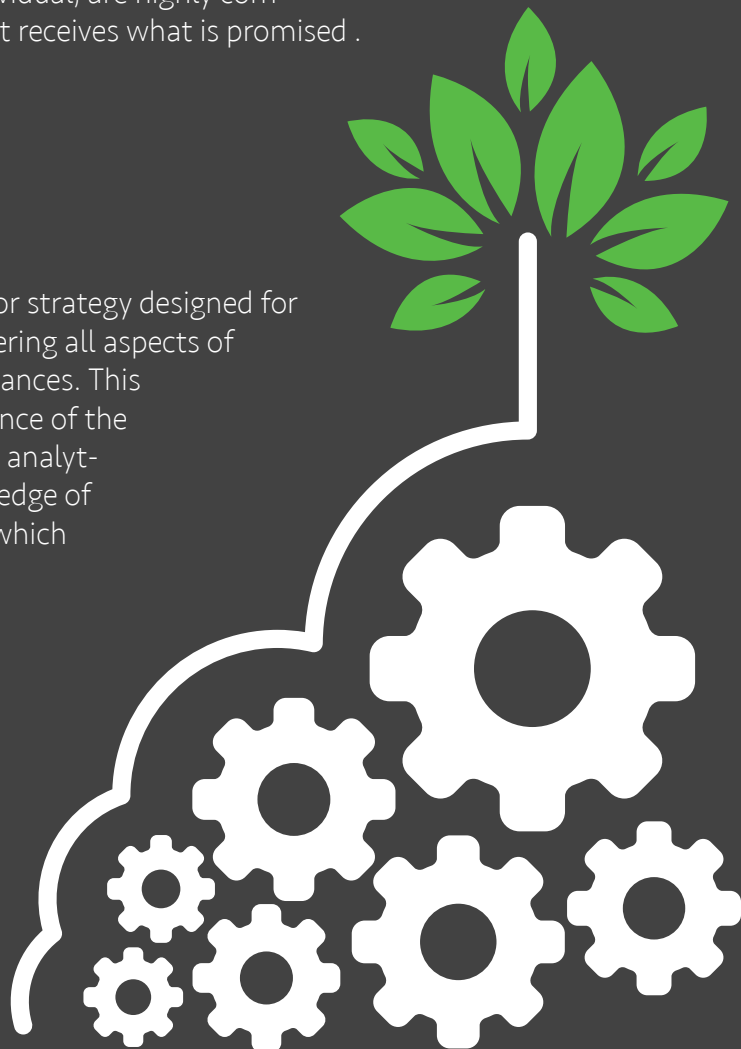
Here at Division 1, we believe in one to one interaction and consistency, So each time it would be the same Team member who would be handling particular account of the client. The bases on which we work are One Senior Consultant working with a team for a particular project. This way the client is assured of the team working for him on his project and is accountable for the deliverables to the client. Consistency in being there, working with the client and hand holding the client through the entire process is a major hallmark in our consulting framework.

COMMITMENT

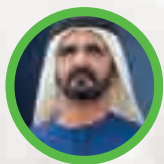
We deliver what we say and we are committed to the overall growth of the client, there is a total involvement from our end to see that the particular issue for which the client has approached us has been resolved and the project has taken to its logical conclusion. We as a company, and each consultant as an individual, are highly committed to ensure that the client receives what is promised .

RELIABILITY

Any consulting advice offered or strategy designed for the client is based after considering all aspects of their business and legal compliances. This is derived from the rich experience of the Division One Team with strong analytical profile and in-depth knowledge of the business and industries in which the Client operates



“THE RACE FOR EXCELLENCE HAS NO
FINISH LINE”



- HH Sheikh Mohammed Bin Rashid

”





WHAT?

can we do ●



OUR SERVICE

No economy can succeed without a high-quality workforce, particularly in an age of globalization and technical change.

PUBLIC RELATIONS SERVICES

INVESTMENT READINESS

LEGALIZATION SERVICES

MARKET STUDIES AND MARKETING

INFORMATION TECHNOLOGY SUPPORT

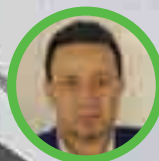
PROCUREMENTS ASSISTANCE

QUALITY ASSURANCE





“



WE PRIDE OURSELVES ON OUR CORE VALUES
WHICH ARE CENTERED AROUND TRANSPARENCY,
AUTHENTICITY AND ACCOUNTABILITY.

”

- Louai Kasem

HOW? do we do ●

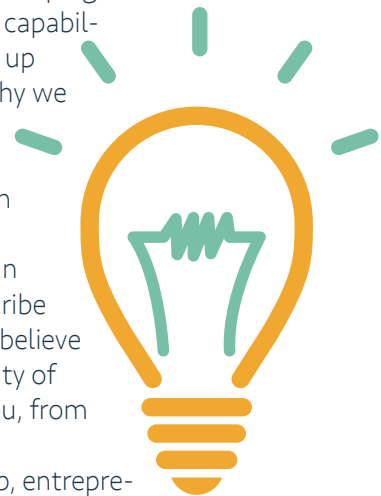
CONSULTING SERVICES

Our professionals have successfully led several consulting engagements worldwide, Partnering with customers in the Government, Utilities & Infrastructure, Oil & Gas, Manufacturing, Healthcare & Pharmaceutical, Financial Services and Telecommunications sectors. Our consulting engagements typically imply solving a specific problem, developing a new process, implementing a specific organizational change or developing new capabilities. No matter what the problem is, sometimes our clients need to speed up results by adding some additional capacity to their internal team. That's why we are always ready to deploy a team of experienced consultants in order to deliver the expected value in the optimal time.

We always have senior personnel on the ground working hand in hand with our customer's team.

We don't believe in generic solutions. We work side by side with our client in a way of work that we like to call 'co enabling'. Under this concept we describe our way of work in which our team and the client's team become one. We believe in working together to find creative solutions tailored to the reality of our customers while deriving maximum gains. Co - enabling value with you, from within.

We are bound by a shared set of values and a culture of support, fellowship, entrepreneurship, trust, respect, and a willingness to go above and beyond to ensure our clients' success.



ADVISORY SERVICES

For organisations that have already implemented a sound strategy execution process, but need guidance to advance to the next level of performance, Division One offers advisory services. In this role, we offer expert counsel, rather than the hands-on services of a team of on-site consultants. As an advisor, we focus on knowledge transfer and capability building. The client's team and resources carry out the actual work, guided by our professionals. Throughout the engagement, we play a quality assurance role to ensure the value you seek is created.

Typically, one or more Division One partners will team up with senior managers at the client's organisation to tackle a specific challenge within a predefined scope. From there, we can transition to shadowing a senior member of the client's management team as they pursue their daily activities, providing coaching and guidance as needed.



DIGITAL TRANSFORMATION

Clients must understand the need for a speedy transformation in this ever-changing world we live in. We help our clients identifying the areas of their business they require to develop in order to successfully and strategically start their digital journey, be at the forefront of knowledge and be dynamic.

FINANCIAL PERFORMANCE AND DATA ANALYTICS

In Division One we have the experience to manage the books of accounts and analyze the financial performance for different size of companies from small, medium to large level...

We guide our clients on the business basics of Data Analytics, how to manage in the age of Data Analytics How to find the insights to apply strategic business decisions Understand how Data Analytics can be the building foundation for growth How Data Analytics can define the metrics to manage their business How to develop an Analytics

CREATION OF A SHARED SERVICES CENTER

At this Abu Dhabi based Media Conglomerate, composed of seven independent agencies, Division One helped create the future Shared Service Center to unify the main finance and back office processes into one centralized and efficient service unit that enables all the agencies through the provision of effective and measurable back office services. In addition to that, the Service Center was expected to deliver a 20% cost reduction compared to the previous stage.



THOUGHT LEADERS

We partner with you , to ensure we are always at the edge of strategy & innovation, while providing a window to the latest ideas and best practices to our clients.

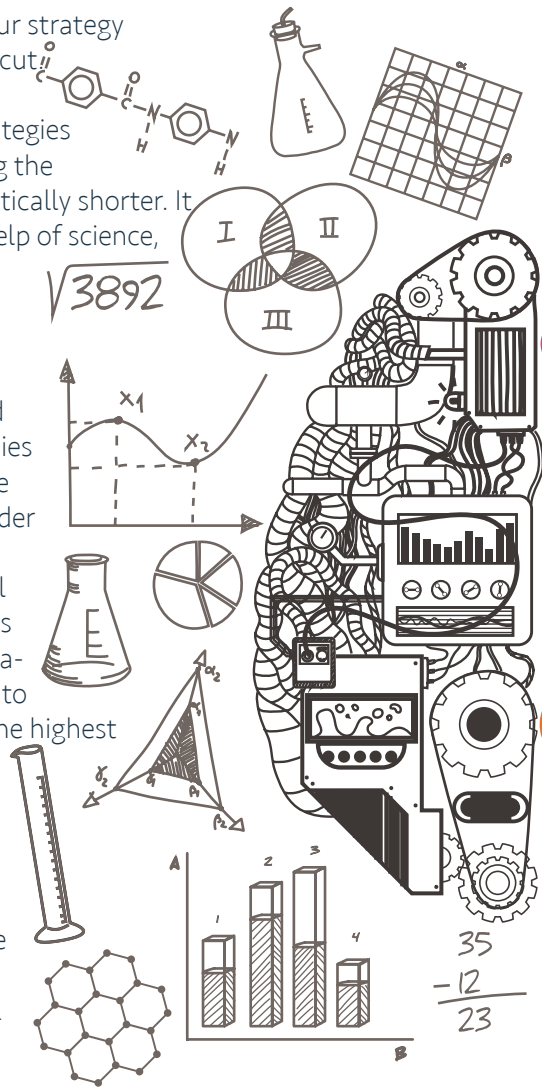
It will help you to start your journey through the strategy execution world, or to enhance your achievements in developing a strategy management framework.

Most strategies get lost on the long road to success. Connect your strategy with the Heads, Hearts & Hands to uncover The Execution Shortcut.

The strategy journey to success is long and dangerous. Most strategies lose between 40 and 60 percent of their financial potential along the execution highway. There is a path that will make the trip dramatically shorter. It exists in every organization, but mostly stays hidden. With the help of science, we'll uncover The Execution Shortcut.

In today's constantly changing marketplace, "innovation" has become the catchword of companies large and small. In The Innovation Premium, Division One draw on years of research and experience to demonstrate-for the first time-that those companies that consistently achieve innovation leadership enjoy measurable advantages, including an average 15 percent increase in shareholder returns. Bridging the gap between the technological and organizational aspects of innovation, the authors show managers at all levels how to move beyond continuous improvement of products and processes to create the "Next Generation Enterprise," an organization that thrives on innovation and knows how to harness it to create and capture value, spark and speed growth, and achieve the highest standards of performance.

When it comes to big breakthrough ideas, Division One doesn't believe in that one moment. we thinks that all of us have the potential to create new, great ideas and the capacity to make it reality one day. So if everyone has the potential to have great ideas, why aren't we all becoming genius inventors? Division One is trying to figure out if some people can connect the dots faster because they have more dots to begin with – and how we can all get more.



“

INNOVATION MANAGEMENT

'New ways of creating new value', that is the modern definition of innovation that most innovative organizations embrace today. Innovation has continued to gain meaningful significance in organizations as a way to grow. This is evidenced by the increasing number of publications on innovation and innovation management and the creation of diverse roles required to manage innovation. However, many efforts to date, to both certify and study innovation have left the discipline of innovation fragmented and overly diverse.

Innovation has become important and critical in every organization. However, many organizations do not know what they should do or where to start. Our quick-cycle Innovation Organization Audit tool is designed to help your organization identify where it is right now and where it should focus its efforts. Assessment and guidance from our innovation experts can help you identify and develop solutions for specific innovation challenges. Our Innovation Organization Audit focuses on three broad types of capabilities required to manage innovation across the organization:

- 
- **Innovation Strategy** – why, where and when to innovate. Is there a clear innovation intent?
 - **Innovation Capacity** – process, people, resources. Do we have what is required to innovate?
 - **Innovation Discipline** – leadership, culture and metrics. Is the culture of the organization fostering innovation?
 - **Gain an understanding** and agree on where the organization is in terms of innovation and understand key strengths, weaknesses, enablers and barriers.
 - **Understand** best practices and gaps for your organization to realistically target and close.
 - **Set the right** projections and gap fit activities that will force leaders and managers to allocate the minimum appropriate/best resources to move the needle.



“TO RAISE NEW QUESTIONS, NEW POSSIBILITIES, TO REGARD OLD PROBLEMS FROM A NEW ANGLE, REQUIRES CREATIVE IMAGINATION AND MARKS REAL ADVANCE IN SCIENCE AND IN EVERYTHING.”

- Albert Einstein

BUSINESS TRANSFORMATION

We know that a true business transformation starts with changing how people perceive and integrate technology on a day-to-day basis. This has to also be complimented with a clear view on the 'digital ecosphere' around us to understand what trends we need to be a part of in order to lead.

Today we can reach more people and deliver superior services faster than ever before, thanks to new technologies and digital trends that are changing the way organizations do business. This 'digital wave' is moving at a rapid pace, encompassing all aspects of business and society. The challenge for leaders will be how to best leverage technologies and innovation to achieve an effective transformation of their business models and enhance customers' experience.

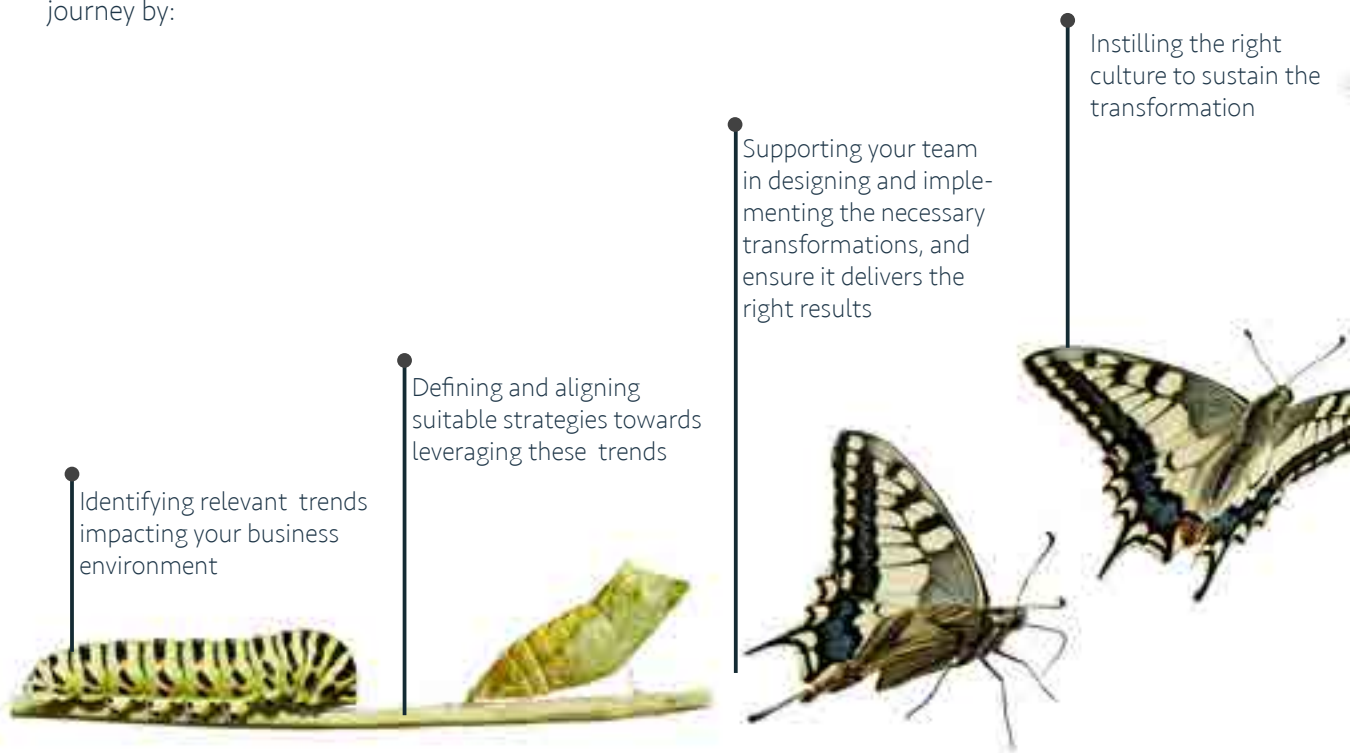
WHAT ARE THE BENEFITS?

Business Transformation is about making fundamental changes in how business is conducted in order to help cope with a shift in market environment. All around us, private and public organizations are creating innovations to make sure they are more connected with their customers, or boost their revenues by getting into untapped markets, or significantly cutting their costs to be more competitive.

Transformation can also happen in a portion of a business. We partner with clients to achieve high-ambitious impact to its businesses and communities through the creation of a new blueprints that require a deep transformation.

HOW WE DO IT?

The starting point is to assess your businesses' state or 'readiness' based not just in terms of technology, but also on a comprehensive analysis of your business model and organization. Based on this assessment, Division One team can help you navigate through this transformation journey by:



OPERATIONAL EXCELLENCE

Operational Excellence has been traditionally linked to problem solving techniques such as lean management and six sigma. Today we know that operational excellence is more than just fixing a problem. Real operational excellence provides a sustainable advantage only when it is combined with innovation. At Division One we believe that operational innovation is the place where process improvement techniques are combined with the latest innovative thinking to drive, not only productivity, but also business growth.

WHAT ARE THE BENEFITS?

Breakthrough innovations—not just steady improvements—in operations can destroy competitors and shake up entire industries. Just look at Dell, Siemens, and Microsoft. However large organizations have a tendency to undervalue operations. An operational innovation program typically results in a new way to do things. Whether it be a new supply chain process that dramatically reduces time to order and working capital, or a different way to organize the products in your warehouse that releases additional warehousing space; operational innovation always has a business breakthrough.

HOW WE DO IT?

Our approach is simple, understand your operation, identify the spots of great impact, and then find new ways to do more with less. Our 3-step methodology to drive Operational Innovation is the following:

1

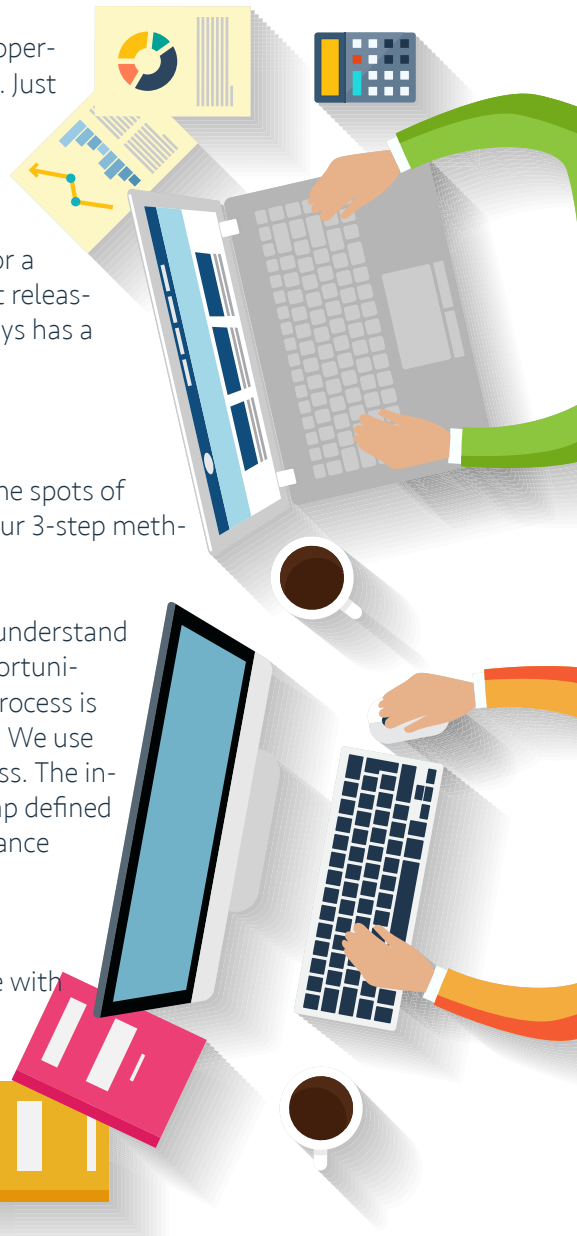
Assessment: at this stage we prepare the program, understand the current performance and identify high level opportunities. Also during this stage, a detail data gathering process is conducted in order to baseline the current situation. We use outcome measures as the ultimate metrics of success. The innovation intent is clearly determined by the value gap defined between the desired stage and the existing performance

2

Breakthrough Design: here we engage with the client in a mind stretching exercise whereby we look at role models, not only from the industry, but many times from outside its industry. We envision innovative business models and design innovative concepts to implement.

3

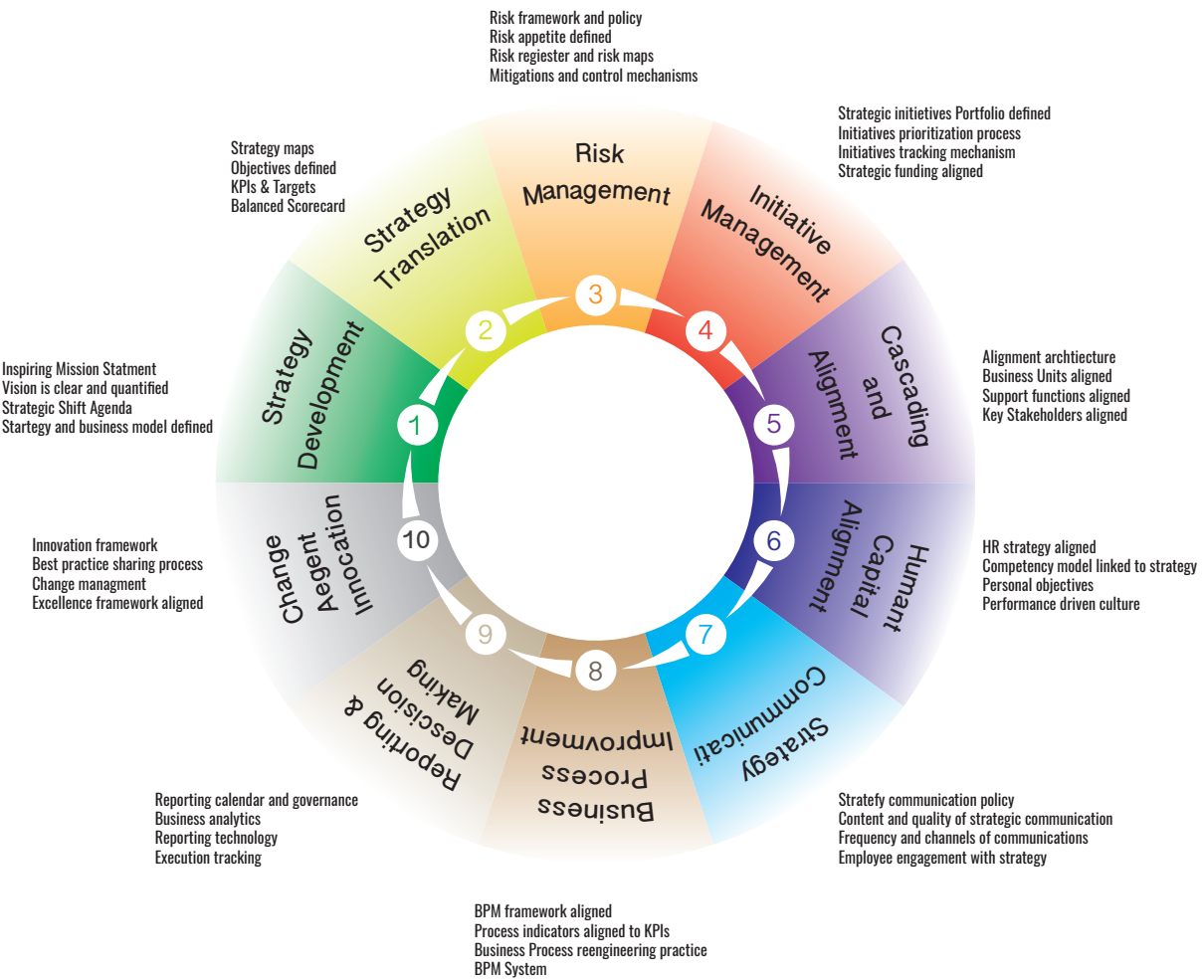
Implementation: during this phase the ideas are gradually implemented through a thoughtful process of change management. Business performance is closely monitored to capture the incremental impact over the status quo and the lessons are documented.



STRATEGY DELIVERY OFFICE

The Strategy Delivery Office (SDO) is responsible for defining the structure and the detailed implementation of the strategy. It guarantees that the Strategy execution processes are sound, that roles and responsibilities are in place, and that proper accountability is enforced. The SDO plays a leadership role in driving strategy execution, ensuring everyone’s contribution towards it.

Understanding the current state of your strategy execution capabilities is the initial step of a successful execution journey. Our best practice assessment provides a comprehensive view around 40 key elements that define the readiness of the organization in terms of strategy execution.



Through our comprehensive assessment methodology, you will have a fact-based, expert view of the current state of your strategy, balanced scorecard tools, employee engagement practices, reporting and monitoring, and initiative management process.

Moreover, using the Strategy Execution Barometer™ we can benchmark your current state against worldwide benchmarks and best practices to identify the key areas where the organization can improve. Providing examples of best practices whenever applicable to illustrate the gaps.

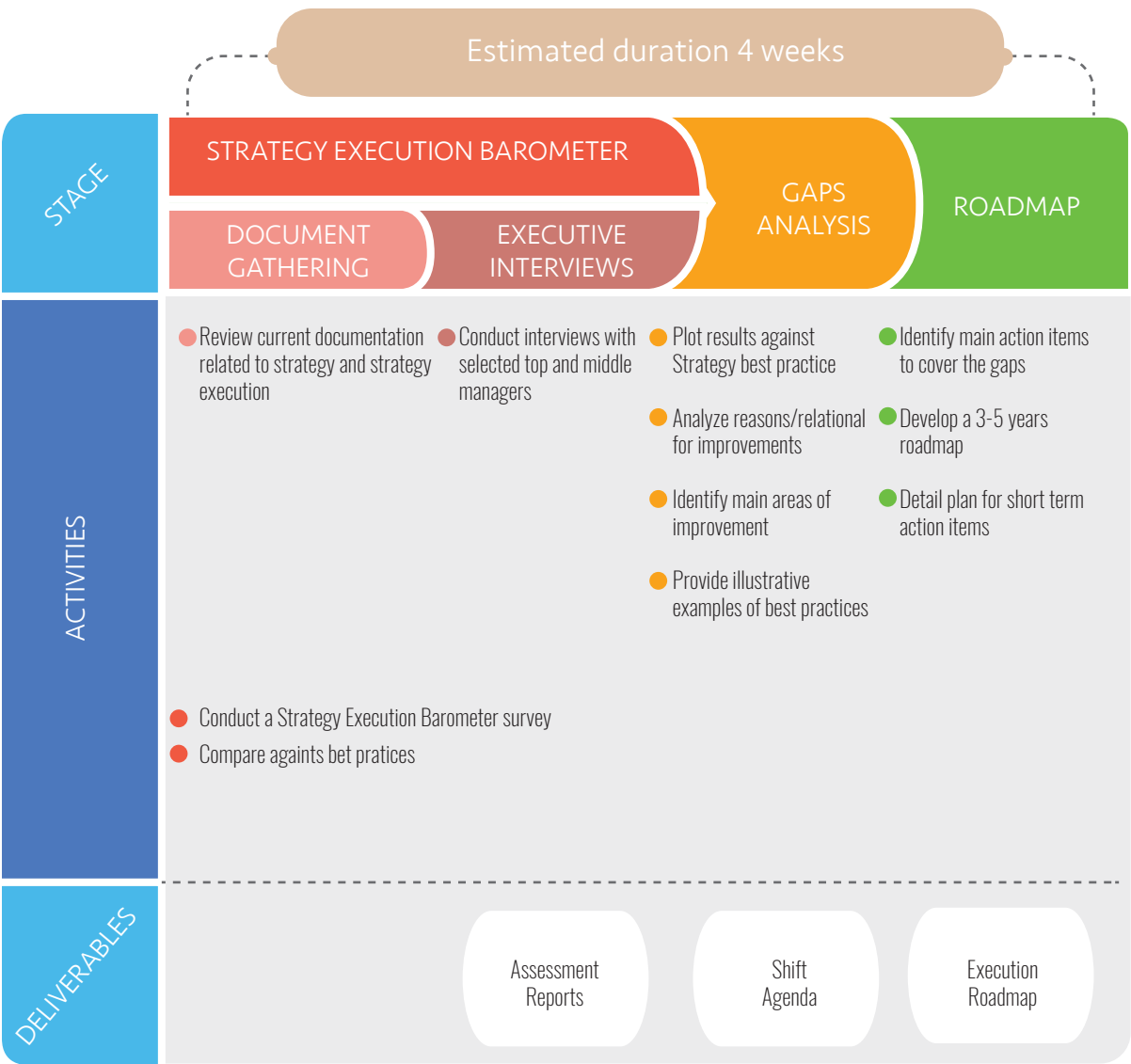
We co-design, together with your team the required actions, resources and structure necessary to evolve the current execution practice. We make specific recommendations to ensure buy in from both the management team and the main stakeholders in order to succeed in its implementation.

HOW WE DO IT?

We work closely with the leadership team, during a short period of time, to generate maximum impact. We review the existing processes and tools that enable the implementation of your strategy.

In parallel, we conduct the Strategy Execution Barometer™ to benchmark you against best practices. The gaps are identified and illustrated into a Shift Agenda, which contains the main transformations required to achieve world class level in strategy execution.

Finally, we develop a roadmap that is agreed with the client team and that considers the maturity, resources and culture of your organization.



INFORMATION TECHNOLOGY CONSULTANCY

A company’s technology organization should support its business strategy, not constrain it. Bain focuses first on the strategic needs of our clients’ businesses to determine the technology capabilities needed to support their long-term goals. We help companies confidently address technology-related decisions and ensure their IT organizations and operating models are agile and effective, equipping them to cut through the noise of fleeting technology trends to create enduring results.

Our team includes sufficient technology professionals that have completed enough engagements across industries and technologies. We draw on this global experience to help solve companies’ most complex technology-related challenges, including how to build their businesses in a digital age. Our experts are especially adept at helping companies through major business transformations or re-inventions of their technology organizations to become nimbler and agile.

We work as an integrated part of your team, from frontline to C-suite, to deliver true results and make the changes stick. We have a core group of senior experts with IT experience that we deploy across the UAE .

- | | |
|--|---|
| 1. Cloud Strategy and Deployment | 9. IT Service Management |
| 2. Data Center Strategy and Optimization | 10. IT Strategy and Operating Models |
| 3. Demand Management Infrastructure | 11. Technology Business Management |
| 4. IT Governance | 12. Employee Engagement |
| 5. IT Integration | 13. Disaster Recovery plans |
| 6. IT Optimization | 14. Live remote consultancy and support |
| 7. IT Organization Design | 15. IoT strategies |
| 8. IT Outsourcing | |

Technology helps companies transform themselves and grow their business. Division One helps clients that are embarking on major growth or change that is heavily technology-dependent to identify the optimal future state of IT, aligned with business needs, and then jointly develop an implementation blueprint.

Underperforming IT negatively affects business performance. Division One works with companies seeking to address their IT efficiency problems to not only reduce costs, but to improve and develop capabilities that enable innovation and agility.

Division one helps clients maximize the business results from major technology initiatives, including turnaround programs. We help executives evaluate the case for investment, set up projects for success—or place current projects on the right track—to ensure they capture value when implementing new systems and programs.



ASIMO ,

THE WORLD'S MOST ADVANCED HUMANOID ROBOT
ASIMO, AN ACRONYM FOR ADVANCED STEP IN INNOVATIVE MOBILITY,
IS A HUMANOID ROBOT DESIGNED AND DEVELOPED BY HONDA.
INTRODUCED ON 21 OCTOBER 2000,



“

IF I HAVE SEEN FURTHER THAN OTHERS, IT IS BY
STANDING UPON THE SHOULDERS OF GIANTS.

- Isaac Newton

”





OUR CREDENTIALS

Emirates Chemical Factory Project – Abu Dhabi, Kizad Industrial City , project Value (300 Million Dirhams).

We have significant knowledge of the commercial, chemicals, and industrial manufacturing sector within the UAE. Our team includes individuals who have provided business planning and review services in relation to preparation of the financial feasibility of a strategic industrial project for a UAE business entity one of this projects is ECF , our scope of services was project Executive Management including:-

Preparing the project feasibility study contents (Executive Summary ,UAE Outlook, Site Market, Market analysis, Market Prospects(Gap Analysis),Project SWOT, Project Risk Assessment, End Use Sector Analysis, Financial Study & Models, Sensitivity Analysis, Financial Assessment, Market Assessment.

turnkey Caustic management starting from design , details design , to final approval

Soda manufacturing project in Kizad, Abu Dhabi, including the

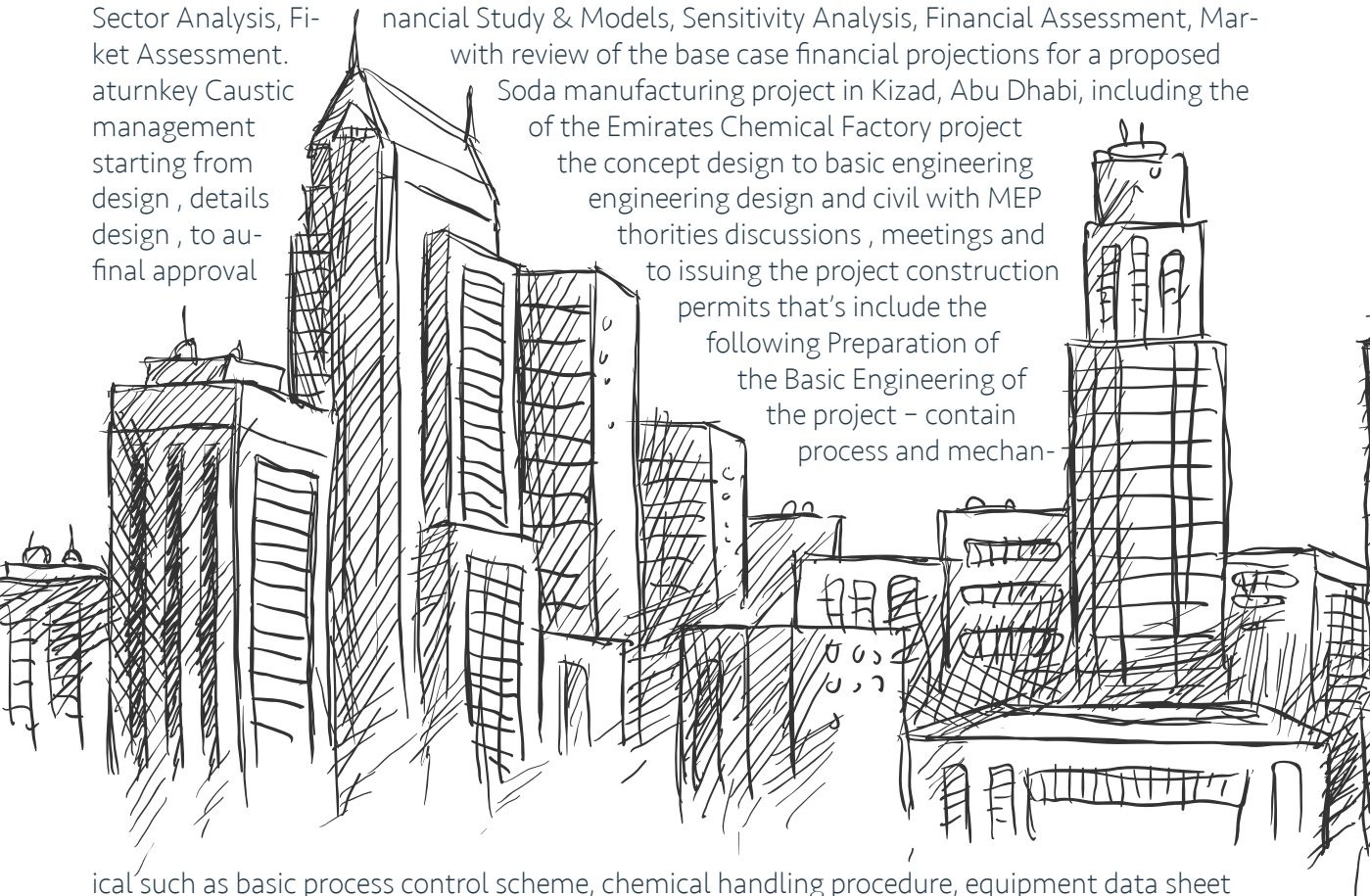
of the Emirates Chemical Factory project the concept design to basic engineering engineering design and civil with MEP authorities discussions , meetings and to issuing the project construction permits that's include the

following Preparation of the Basic Engineering of the project – contain process and mechan-

ical such as basic process control scheme, chemical handling procedure, equipment data sheet and list, process description for units, process flow diagram, process specification of instruments and control, utility list and summary, vendor list, analyzing data sheet, control of valves, motors, and pressure. It also contain instrument cabling and data sheet, design safety philosophy with the firefighting concept including hazardous area, prepare the HAZOP study & recommendation including the electrical basic engineering with full automation system like control station, layout, electrical equipment specification, switchgear, distribution board, lighting with grounding for schematic diagrams, load summaries for UPS and DC, cable routing, the single line diagram & specification for DC power system, emergency power system, Ups power system with substation layout including supervision and approvals of 3D design model for the project designed ...

WHY ?

Division One



by the detailed engineering company plus Piping overall plot plan, piping material selection & specification, unit area plot plan & equipment layout plan with elevation of project, piping including HVAC heat load summary & design of equipment with system schematic list and specification and deliver to the owner the project organization chart, project execution procedure, monthly and quarterly project reports, with the Procurement Assistant like preparation of vendor list, RFQ, conversion sheet, inspection of equipment on site, receiving the equipment as per the LPO from vendors and hand it over to the project main contractor under full supervision and delivery management.

OUR STRONG TEAM

We have an experienced team ready to mobilize immediately. The engagement team will be led by Louai Kasem, who has extensive experience in deal advisory and specializes in advising companies at board level internationally on market assessments and investment decisions. Kasem will lead also the execution of the engagement. He has worked with several large government clients (including the investment arms of the UAE government) and private sector clients in the region on commercial review and business planning



OUR COMPETITIVE FEES

Based on our previous experience of similar engagements, we envisage the timeline needed from the receipt of all material information in order to complete the work required. However, we will endeavor to provide you a red flag summary during of our work.

We are keen to further develop our relationship with our clients and our keenness is reflected in a very competitive pricing for our work.

We would welcome the opportunity to discuss our fee structure with you further as appropriate.

STRATEGY MANAGEMENT ROADMAP

During the annual process of reviewing the strategy, this major player of the catering industry decided to engage with Division One Partners in order to benchmark its strategy and performance process against best practices. Working closely with the management team, Division One Partners conducted an overarching assessment using our signature 4A's model. The recommendations were discussed in a 5-days workshop where the management team developed its full strategy and execution roadmap for the next 2 years.

DEVELOPMENT OF STRATEGY EXECUTION FRAMEWORK

Division One consultants supported this Major Utility Group to enhance its strategic capabilities throughout a journey that lasted more than 2 years. From strategy definition, cascading it to departmental plans, implementing the required governance model and organization structure, and the creation of the Strategy Delivery Office to manage and lead strategy execution.

HUMAN CAPITAL ALIGNMENT

Division One developed a comprehensive grading structure for the organization, helping to define more than 350 job profiles across three different companies of this stock exchange listed holding. The work conducted includes an assessment of the HR policies and practices, an evaluation of the different job profiles and job roles, and an alignment of the different compensation and benefits to grading. The engagement helped the company standardize its compensation scheme in line with international best practices.

BALANCED SCORECARD

The Balanced Scorecard is more than just a performance measurement tool. It is also one of the best strategy communication tools that a manager can have. Translating the strategic objectives into specific measures (KPIs) and targets, allows the managers to have a clear, quantifiable goal, behind each little piece of its strategy. For employees, the Balanced Scorecard is also the reference to align their personal objectives, activities and special initiatives towards the Company's Vision.

Acting as a GPS, the Balanced Scorecard is used today by managers who want to monitor progress against the strategy. In an annual cycle, the Balanced Scorecard has two main roles to play. At the beginning of the strategic planning cycle, the Balanced Scorecard serves as the repository of the ultimate measures and goals of the strategy. Then, during the execution phase, the Balanced Scorecard serves as a continuous platform to report progress against the plan.

Our consultants have more than 28 years of experience developing and implementing the Balanced Scorecard, all over the UAE. Today we look at the Balanced Scorecard as one of the most important performance monitoring tools that a manager should have.

We understand that managers cannot make decisions looking at dozens of KPIs. As experienced practitioners in this field, we know that one of the most common problems when implementing the Balanced Scorecard is COMPLEXITY. In today's world managers have limited attention and time bandwidth. Remember, it is not about measuring everything; it is about measuring what really matters.

Working closely with your team, our consultants can help you design the Balanced Scorecard that is right for your organization; one that can really boost your decision making capabilities with simplicity and soundness.

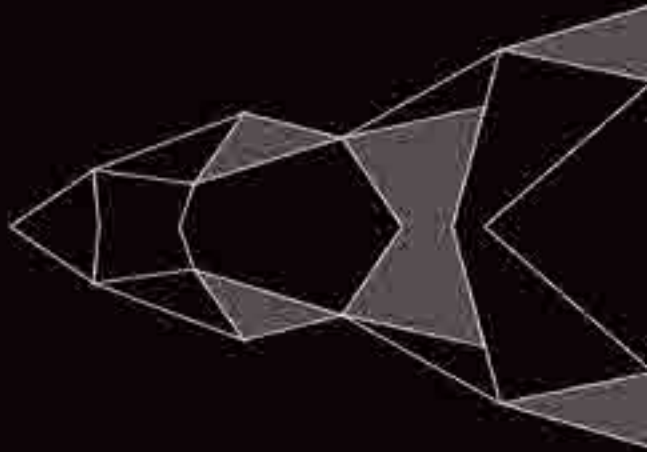


“

WE UNDERSTAND AND BELIEVE THAT THE SUCCESS OF ONE DESIGN IS BASED ON A GOOD PLANNING, PROFESSIONAL DEVELOPMENT, PRECISE REALIZATION AND RESPONSIBLE COORDINATION OF ALL ACTIVITIES DURING THE WHOLE PROCESS AND THAT EACH OF US IS INSEPARABLE PART OF THIS PROJECT.

”

WHO ARE WE ?



Luxury isn't merely a world to describe opulencem because opulence without substance has no meaning, Nor is luxury a synonym for unimaginable comfort. Indeed, luxury is an art - the art of living well. like Coco chanel once said, " Luxury is the opposite of vulgarity and it is the freedom to refuse to live by habit." True luxury is rebellios, above the status quo- it is lofty, it is life amplified by reverie, it is boundless beauty. But perhaps what makes luxury so unique is its rareness, its loftiness and its seductive unattainability .

Unlike other interior designers that merely stage a home, we look at our properties like blank canvases where we can create permanent installation-based works that stay with the new buyer of the home. Not only does we build these homes from scratch - we also create the artwork that lives inside. In the curation and creation of our property developments, we are hands on all along the way. In design we like to do the incompatible things compatible. This requires great courage and seeking out new areas. Design is sensitivity, creativity and attention to the customer's world needs.

“

IF YOU DON'T CARE ABOUT YOUR DESIGN THEN YOUR
DESIGN IS TELLING PEOPLE THAT YOU DON'T CARE
ABOUT YOUR BUSINESS

- Diar Fakhri Yousif

”

The background features abstract geometric shapes. At the top, there are red, faceted, crystalline structures. On the left side, there are grey, wireframe-like polyhedrons. The main background is a solid dark color.

OUR STRNGTHS

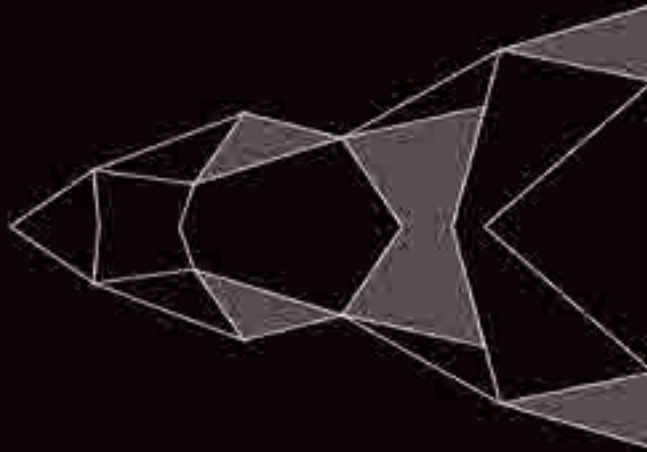
- Boutique and attractive interior design
- Advanced production process and equipment
- Installation
- Develop realistic schedules of implementation
- Flexible solutions and respond to special product requirements
- Compitative prices
- Wide range of products
- May specialize in a particular field, style or phase of interior design

“

OUR SERVICES STARTS WITH AND ANALYSIS OF YOUR
INDIVIDUAL NEEDS AND CONTINUES UP TO THE HAND-
ING OVER OF THE KEY TO YOUR FINISHED PROJECT

”


OUR SERVICES



PLANNING - rendering of premises concept, furniture design, detailed planning including lighting, interior design

DESIGN - select of materials, color schemes, furniture designs, decoration and accessories

VISUALIZATION - 2D layouts, 3D perspectives.



AUTHORITIES - guidance through construction procedure, electrical and water supply systems

PRODUCTION - production of any decorative elements and furniture for home and public interior

INSTALLATIONS - time and budget control, quality control and guarantee



“OUR PHILOSOPHY OF PARTNERSHIP IS TO
CREATE THE ATMOSPHERE OF HAPPINESS”

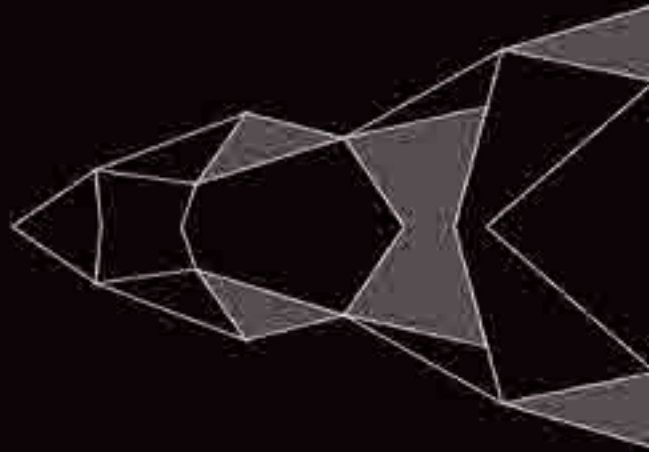
ConsiliumV

“

DESIGN IS CONTENT WITH INTENT. CONTENT WITHOUT INTENT IS NOISE, INTENT WITHOUT CONTENT IS DECORATION.

”

OUR DESIGNS



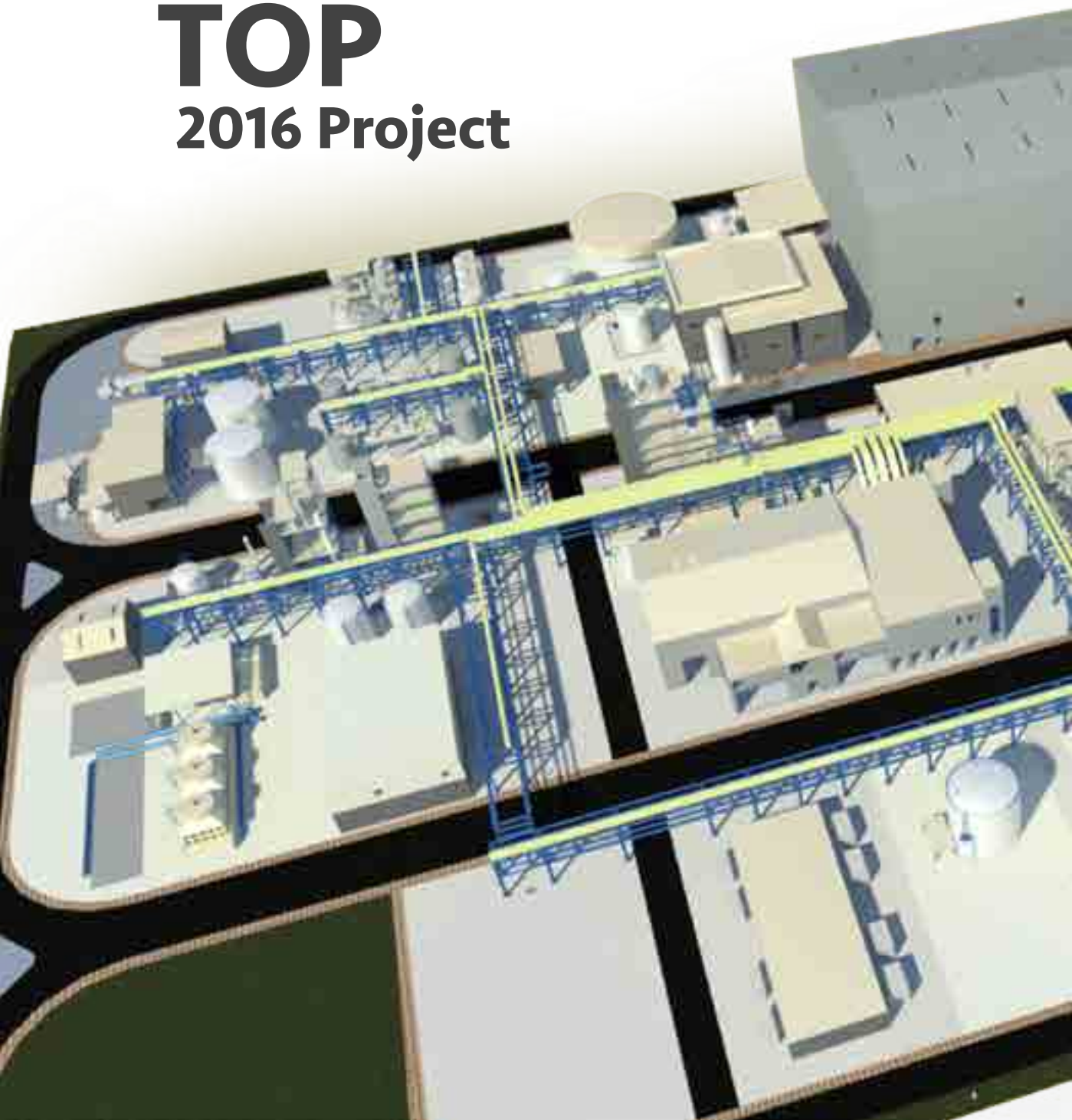






ConsiliumV projects

Our
TOP
2016 Project





Emirates Chemical Factory Project
Abu Dhabi, Kizad Industrial City ,
project Value (300 Million Dirhams)



“



GREAT THINGS IN BUSINESS ARE NEVER DONE BY ONE PERSON. THEY'RE DONE BY A TEAM OF PEOPLE.

- Steve Jobs

”



WHO'S OUR TEAM

LOUAI KASEM

Chief Executive Officer



Education and Qualification

BA (Hons) International Management – 1989.

AREAS OF EXPERTISE

Strategic planning , Financing Commercial operations , Business development , Feasibility studies , Project management , Operational management , Business finance , Performance management.

Career Summary

A seasoned and successful leader with a track record of producing, presenting and managing the implementation of innovative business solutions. Highly motivated with a proven ability to develop people and commercialize all aspects of a business. Experienced in converting every opportunity into success and of driving profit and growth. Well networked and highly successful in implementing business process improvements, defining company direction, achieving goals, change and optimizing business procedures , in charged for planning strategic business objectives and also implementing systems and processes to monitor and report on performance against agreed Key Performance Indicators across all the business sectors.

Education and Qualification

Bachelor degree of English Literature 2007 - Aleppo University, Syria
Diploma in Biology and Behavior in Psychology 2016 - ALISON
Diploma in Human Resources 2016 – ALISON

Career Summary

Dalia joined Division One in 2013 having previously worked with large diverse business conglomerates in Syria and Abu Dhabi , her involvement in some major admin projects activities includes Human Resources Information System (PeopleSoft) Respond to basic employee inquiries about HR programs, policies and processes, Provides administration support to the Sales and Marketing Division, Monitor and evaluate all served customer needs, problems and inquiries make sure always that we Are still treating all customer requests in a high professional way , Prepare offers for governmental companies inside and outside country Provide administrative and business support to the CEO and support other members of the executive management team... Improved office efficiency by implementing filing system and introducing additional time-saving measures, Ensuring the smooth operation of key administrative duties in support of the managers, Responsible for daily communications including maintenance of calendar and appointments for the CEO, Performing administrative and office support activities.

DALIA KASEM

Administrative Manager



Education and Qualification

Master of Science (MSc) degree in Tourism Management and Planning, Bournemouth University, United Kingdom. October 2006 - November 2007

Bachelor degree in Economist of Tourism and Hotel Trade, Kodolányi János University, Hungary. September 2001 - July 2005

Professional Qualifications

Foundation Food Hygiene, 2005

Intermediate Qualification in Information Technology, 2000

Career Summary

Andrea joined **Division One** as a business advisor since 2011 previously she worked as Logistics Co-coordinator for Sumitomo Electronic Wiring Systems, dealing with customers' queries, analyzing customer demand and arranging the best supply route, some of her key projects with Division one was Preparing Annual Budget and forecasting trends, Developing reports for top management summarizing the business financial position in areas of logistics, expenses, and cash flows, and coordinate the preparation of strategic plans, budgets and financial forecast.

Education and Qualification

Professional Diploma in Business Excellence (EFQM), Bachelor of computer engineering national aerospace university, Ukraine.

Professional Qualifications

Rani joined Division One 2008 specializing in carrying out HR strategy, planning in self assessments, quality audit programs (ISO, SA 8000, & IIP) and excellence model guideline (DGEP) for the external audit and certification issuance.

Career Summary

Rani has worked for 5 years in ACD Properties handling the Coordination with the project administrator and managers, Systematically coordinate project staff to ensure that all project elements are delivered within their schedules, provisioning, environment setup, installation, and integration testing, progress, budgeting and forecasting, Facilitate planning meetings. On 2010 Rani moved to Dubai Customs Department as planning officer – HR PMO, Strategy and planning department his key responsibility is to act as a liaison between Strategy and Excellence Department and Human Resources Department on Strategic, Quality and Excellence issues, Assist Manager - HR Strategy and Planning in self-assessments and quality audit programs in order to facilitate the Quality Section's activities (ISO, IIP, DGEP, KPIs) Document materials related to Quality system, ISO, SA 8000 and Excellence model guidelines (DGEP) for the external audits / certification renewals, Assist Manager - HR Strategy and Planning in evaluating improvement initiatives resulting from all internal and external Audits, Quality issues, Assist HR Strategy and Planning & HR Sections in preparing the related HR methodologies and action plans and monitor its progress, Perform all other related duties as assigned by Manager-HR Strategy and Planning, Maintain confidentiality, integrity and availability of information in line with Dubai Customs information security policies and procedures in order to protect information from any disclosure or misuse.

ANDREA KOVACS

Engagement Manager.



RANI KALTHOM

Strategy and Planning Manager



Education and Qualification

B.Sc. in Commerce 2000 Mansoura University Egypt.

Career Summary

Ahmed joined Division One in 2008 , having previously worked with Saif Alkhylye Group Of Companies reviewing company financial strategy, producing and analysing year-end financial account, compiling and analysing account information, Monitor monthly Procurement Metrics for Team and coach individuals on how to resolve exceptions noted for aged Purchase Orders, Keeps constantly apprised of business situations as they affect purchasing policy, makes recommendations to adequately meet those changing conditions, Identify new suppliers, agree terms and negotiate supply agreements where appropriate, including discount structures and volume rebates, Champions the development and deployment of key standard purchasing processes and strategies including procure-to-pay definition and optimization, Coordinating with consulting engineering, contractors, kitchen equipment's, assets, goods and services and managing vendor's relation, Determine quantity and timing of Deliveries, Craft Negotiation strategies and close deals with optimal term, Logistic coordinator for new project Wedding Hall, Restaurant, Full Automation Laundry, Ware houses and Central Kitchen with Consultants & Contractors, suppliers, local authorities.



AHMED ZAKI
Engagement Manager.

Education and Qualification

Bachelor's Degree in Mechanical Engineering – Aleppo University 1996.

Professional Qualifications

Linda joined Division One in 2014 having previously worked with Siemens Building Technologies", SIEMENS LLC, Dubai, UAE, as Sales Engineer for BMS (Building Management Systems).



LINDA KASEM
Business Development Manager
Technical Advisor

Career Summary

Developing Market transparency (projects list, competitors' information, expected market trends, etc.), Identify potential business opportunities in assigned market & define target projects, Develop relationship with target customers (end-users, consultants, Contractors & sub-contractors), Design & engineering the BMS system as per the project specifications, Prepare & submit tender documents according to project requirements, Ensure the compliance between Siemens offer & Customer requirements through comprehensive follow up, Full Negotiation with complete parties to ensure the proper positioning of our offer, Receive & Study customer LOI (Letter Of Intent) to ensure compliance with Siemens T&C's, Prepare technical submittal including (BMS technical details, company profile, quality assurance, system description and reference installation), Follow up with contractor and consultant to get the submittal approval and LPO (letter of purchase order), Handing over the project to the project execution team and book the order.

Relevant Experience & key Reference Projects

New Al Zahra Hospital – Dubai * Carrefour @ Mirdiff City Center-Dubai * Aqua play @ Mirdiff City Center Dubai * Bay Central @ Dubai Marina-Dubai * Crown Plaza Hotel @ Business Bay – Dubai * Al Ain Mall - Al Ain * Oxford Tower @ Business Bay-Dubai * Capital Tower @ Abu Dhabi * Carrefour @ Madinah Mall-Dubai * Novotel & Ibis Hotel @ Fujairah * First Gulf Bank @ Business Bay-Dubai * Marina Bay Abu Dhabi * I Bateen Hotel * Carrefour Fujairah City Center * Leaf Tower Al Reem Island Abu Dhabi * Burj Dubai 29&30 * Dubai Studio City * Jebel Ali Police Station * Dragon Mall –II.

Education and Qualification

B.Sc. in Commerce 2005 ASSUIT University Egypt. CMA , Certified Management Accountant.
ISO 9001:2008 Internal Quality Audit Training Course , Certified Management International Arbitration.

Career Summary

Mahmoud joined Division One 2010 specializing in carrying out strategic commercial and financial due diligence reviews across a wide range of sectors including healthcare, education, provider, retail, and construction.
CMA – in Finance with 12 years experience in the field of accounts & finance, Expertise in designing and implementing systems to achieve financial discipline and improve the overall efficiency of the organization, spearheading corporate and financial planning initiatives in Commercial Operation, Accounts & Finance, Auditing & Taxation, MIS, Exports Management and export document negotiation, Strong analytical skills, having negotiation skills in liaising with Banks, other financial institutions and various regulatory authorities, very well versed with SAP, Oracle Business Suite 11i , Tally and Peach Tree.

Relevant Experience

Mahmoud has worked across a range of sectors over the past 12 years. Some of his recent experience includes , Commercial due diligence and market entry strategy for food industry.
Commercial, operational, financial due diligence and valuation analysis relating to the potential acquisition of a large integrated healthcare provider in Abu Dhabi, UAE.
Commercial due diligence and market entry strategy of the construction market in the MENA region for one of largest UAE based Abu Dhabi.
Feasibility study and financial modeling assistance relating to a private K-12 school in Al Ain.
Financial due diligence (long form report) and working capital model review related to the premium listing of an offshore marine business group in Abu Dhabi Market.
Pre-deal business due diligence and valuation analysis relating to the acquisition of a majority stake in a nursing home and rehabilitation facility in Abu Dhabi , UAE.

Education and Qualification

Master degree – Computer Science Information Technology from GIBSON University, USA 2014,
BSc. Of Special Education Technology from Kafer El Shiakh University-Egypt , 2006

Technical Proficiency

Computer Maintenance, Multimedia And Presentation from Macromedia, swish Max , Swish Flash & CAD, Graphics, development and programming , communication , network & security.

Career Summary

Maher joined Division One 2011 worked for exceptional ideas for developing systems, Competency of using any technology device, Proficiency in photography, video shots and creating presentations, Writing educational scenarios and presentations, Assembly and Disassembly electronic devices, Versed in electrical circuits and schematics diagrams, Comprehensive knowledge for the usage of printers and photocopiers.
Previously worked with SKG as Information technology, process improvement, technical analysis, IT Strategic development, Multi-project management and IT maintenance and networking Manager from 2009.

MAHMOUD SALMAN

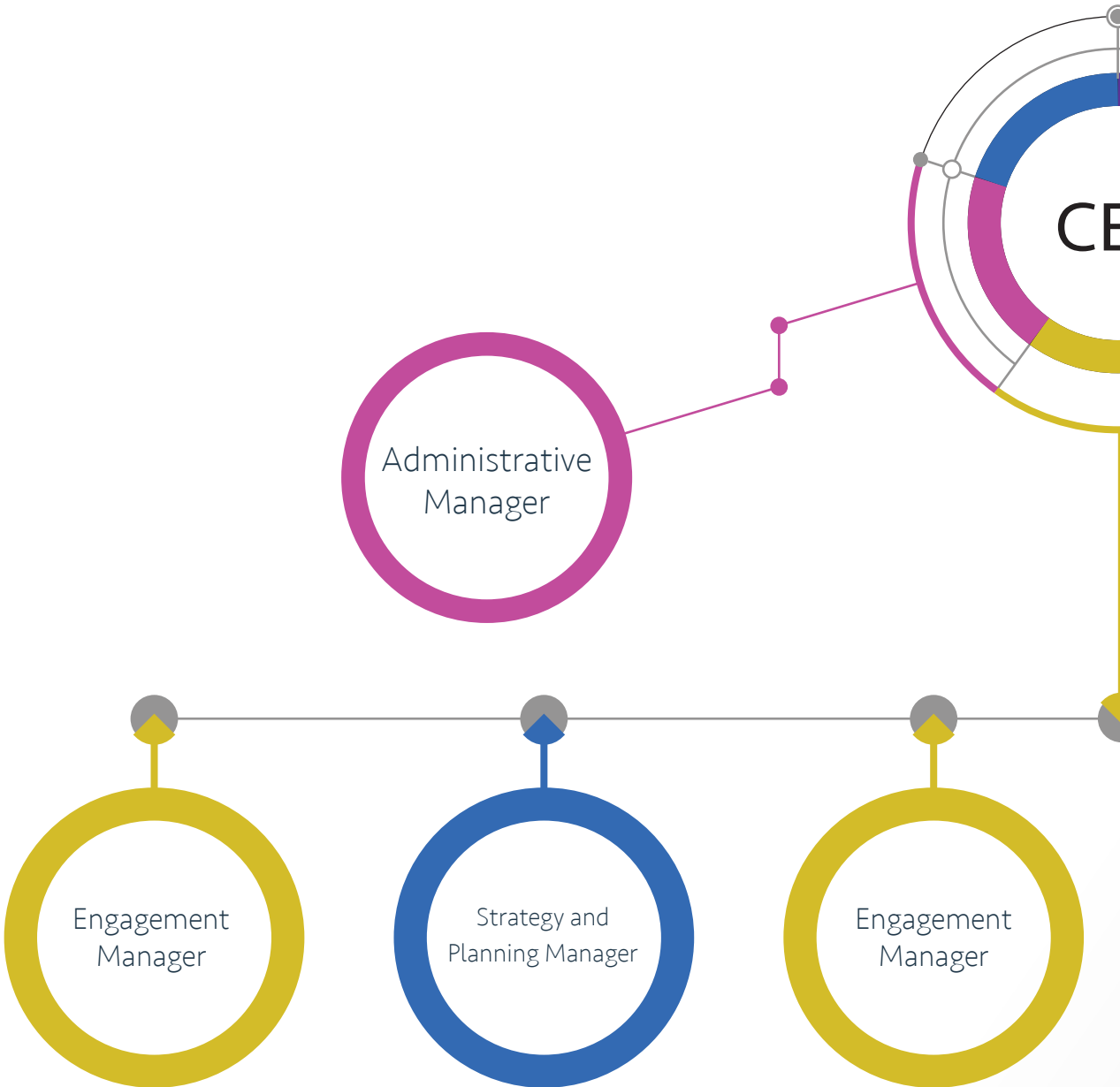
Engagement Manager



MOHAMED MAHER

CIO & Projects Manager
(Advisor)







WHERE?

YOU CAN FIND US ●

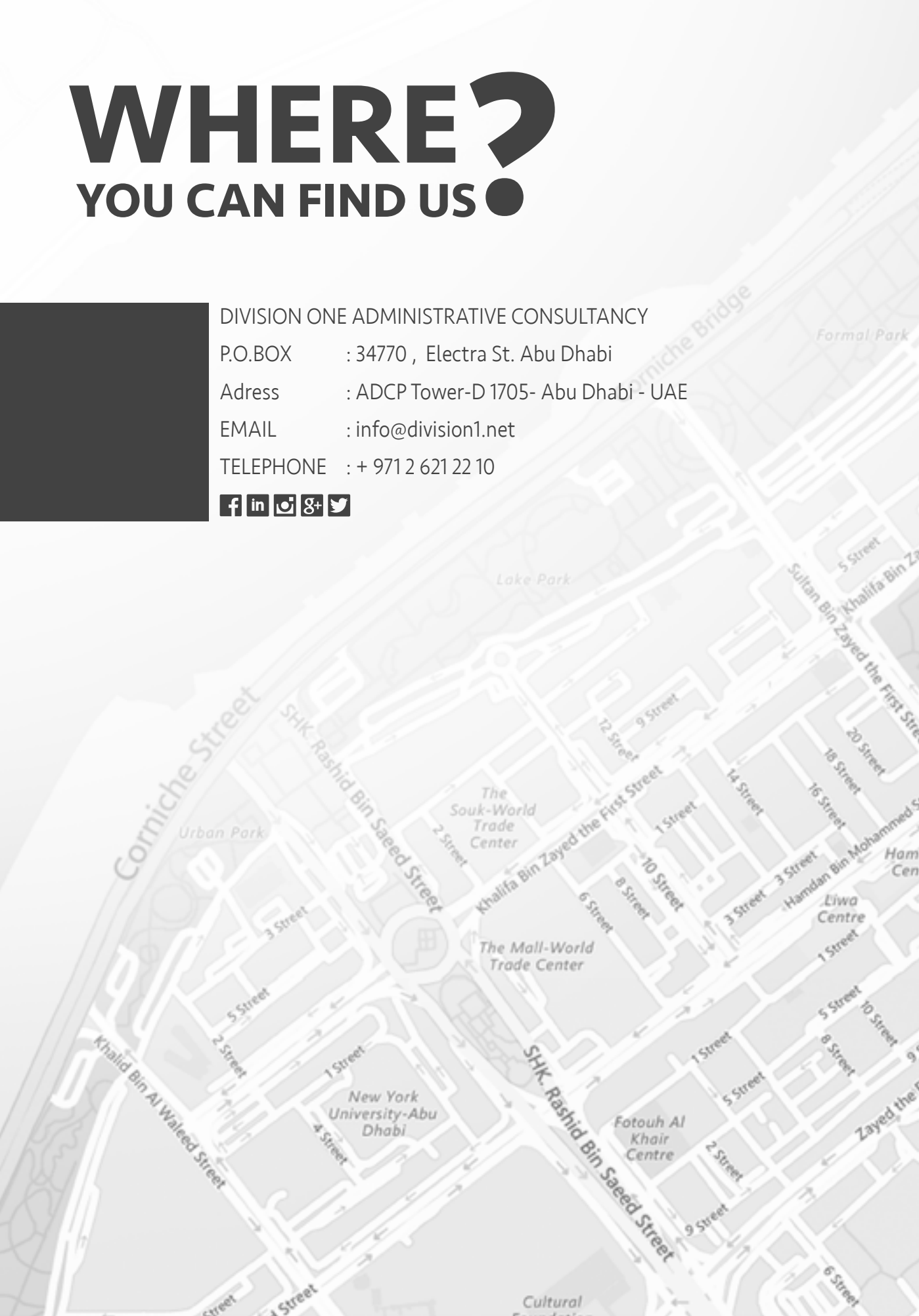
DIVISION ONE ADMINISTRATIVE CONSULTANCY

P.O.BOX : 34770 , Electra St. Abu Dhabi

Adress : ADCP Tower-D 1705- Abu Dhabi - UAE

EMAIL : info@division1.net

TELEPHONE : + 971 2 621 22 10





Division One
Administrative Consultancy

Telephone : + 971 2 621 22 10 | P.O.Box : 34770 , Abu Dhabi | Email : info@division1.net
Division one Administrative Consultancy , Electra St. - Abu Dhabi - UAE

