



Cairo Consultants Forum™

4th Edition.

**#Design
ToSustain**

Show Guide

June, 2022.

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About Cairo Consultants Forum.



We've all been facing difficult challenges recently due to the rising worldwide pandemic, and while pivoting and adapting to rising challenges and evolving technology is a necessity to survive in the ICT industry, **designing** a system that is **sustainable** is what paves the road to superiority!

Consultants and experts **design sustainable** integrated solutions serving project objectives in response to the investors, governmental entities, or real estate developers' needs; Cairo Consultants Forum 2022: **#DesignToSustain** is shedding the light on how to **#DesignToSustain** the foundation of your project/organization ICT system highlighting the main required elements which are infrastructure, extra-low voltage, and Audio & Video.

Extra-low Voltage	Infrastructure	Audio & Video
Designing and planning for electricity supply voltage of low risk of electrical shock that are sustainable and supporting futuristic decisions on the long run.	Designing the basic physical and organizational structures and facilities needed for the operation of an organization that are sustainable in the future.	Designing and planning for smarter and sustainable integrated solutions that include audio and video services whilst saving energy.



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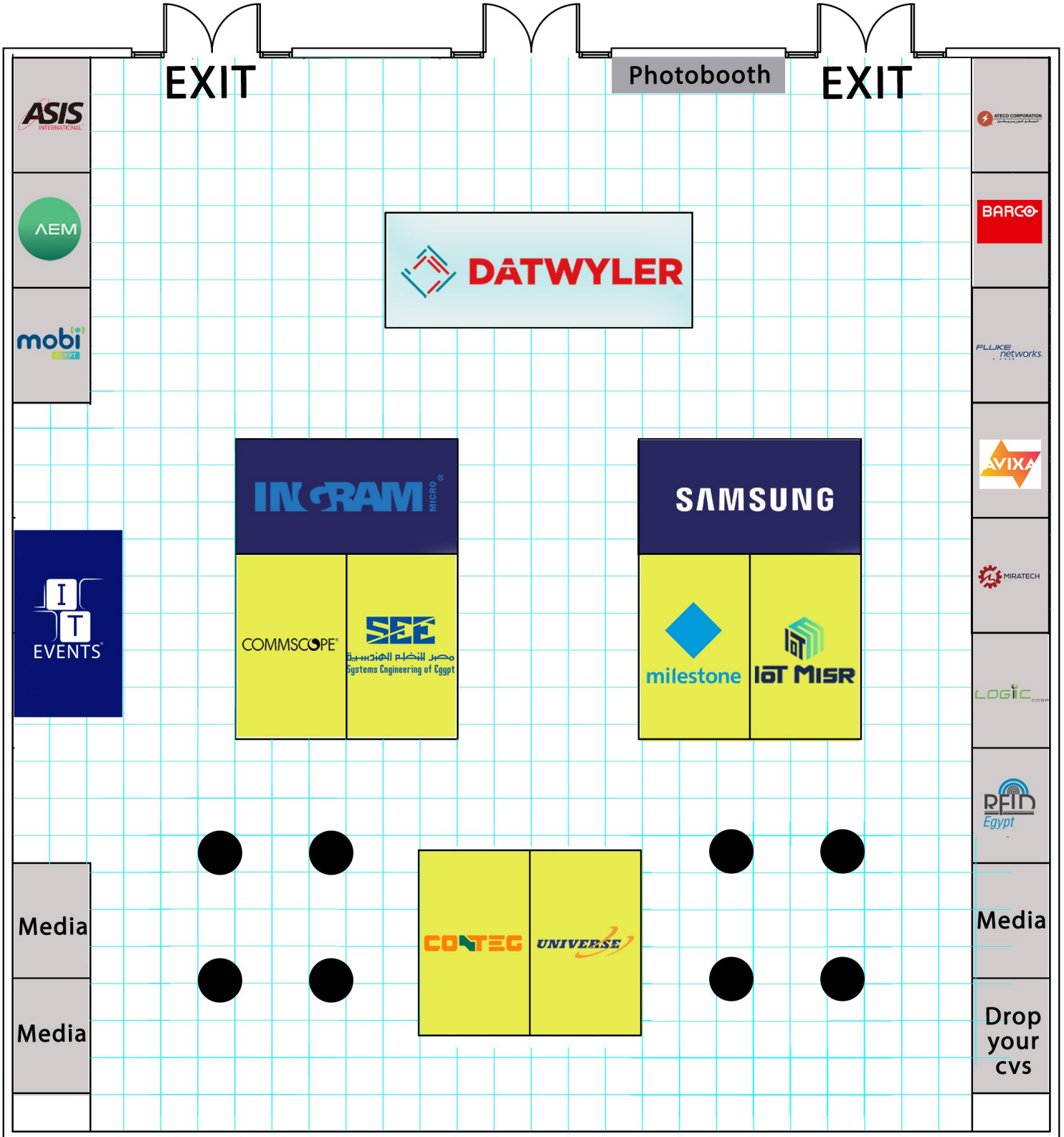


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ENTRANCE



D : 3*8



G : 3*5



P : 3*6



S : 3*2

Cairo Consultants Forum Agenda.

DAY 1

10:00	19:00	Exhibition
11:00	11:15	Opening Speech
11:15	11:45	Sameh Helmy - AVIXA
11:45	12:15	Amr Nour - IoT Misr
12:15	13:00	Soubhi Al-Aliwi - Datwyler IT Infra
13:00	14:00	Break
14:00	14:30	Karim Samir Arafa - Samsung Display Solutions
14:45	15:15	Dr. Roy Hachache - Milestone Systems
15:15	15:45	Linda Baraka - Barco
15:45	16:15	Break
16:15	16:45	Mohamed El Mansi - CommScope
16:45	17:30	Panel Discussion
17:30	18:00	Wrap-up



Cairo Consultants Forum Agenda.

DAY 2

10:00	19:00	Exhibition
10:30	10:40	Opening Speech
10:40	11:00	Ahmed Naiem - Ateco Corporation
11:00	11:20	Ahmed Mohsen - RFID Egypt
11:20	11:35	Ahmed Sameer - NIT
11:35	11:50	Mohamed Fathy - Dell Technologies
11:50	12:05	Martin Michalik - 2N Communications
12:05	12:35	Werner Heeren - AEM
12:35	13:30	Break
13:30	14:00	Eslam Younes - SEE
14:00	14:30	Phillip Johnson - ASIS
14:30	15:00	Wael Dalati - Fluke Networks
15:00	15:30	Break
15:30	16:15	Panel Discussion
16:15	17:00	Wrap-up



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DATWYLER

SKY

Datwyler IT Infra is an international company headquartered in Switzerland, with subsidiaries in Middle East, Europe, China and Asia Pacific.

Datwyler has over 100 years of systematically acquired know-how in the development and manufacture of products and solutions for the IT infrastructure in data centres, intelligent buildings and fibre networks including software and services.

With comprehensive reliable one-stop package solutions, Datwyler is creating the backbone for real-time communication between people, machines and organizations, and is laying the groundwork for society's digital future.

Datwyler IT Infra act as a counterpart of a professional partner and consultant, evaluating, developing and implementing the IT infrastructure of organizations on their way to successful digitization.

Joined by Sky Distribution and services, which since its establishment in 2009, SKY Group has significantly expanded its scope of business which today, includes four main business units.



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DATWYLER

SMART MODULAR DATA CENTRES

Anyone wanting to take advantage of the opportunities provided by digitisation needs intelligent IT infrastructures equipped to cope with this dynamic era. Examples of these are Datwyler Smart Modular Data Centres.



IoT, automation, 5G, robotics and artificial intelligence are enabling many new applications and business models. At the same time these result in huge amounts of data which need to be processed near the sources and users because of efficiency and latency.

Datwyler has developed the Smart Modular Data Centre to fit for edge computing architecture. It is part of Datwyler's comprehensive portfolio that supports organizations worldwide on their digital transformation.

The solution is fully compliant with the international standards, totally tailored, prefabricated and integrated from Datwyler. It contains all seven main categories such as power, cooling, fire detection and

suppression, physical equipment, physical security, and environmental monitoring solutions as well as pre-terminated data centre cabling solution.

It has a modularity with redundancy features which allow to configure the solution as a one-rack, multi-rack and even multi-module data centre solution. The potential expansion in future can be a plug and play with zero downtime.

This eco-friendly technology solution is equipped with both hot aisle containment and cold aisle containment which has dramatically improve the Power Usage Efficiency to 1.3 comparing with traditional data centre which was 2.5 and above and reduces the data centre's carbon footprint.



The solution is smart enough to be fully monitored and controlled for single and multi-locations from one dashboard either locally or remotely. It is not only suitable for small scale business but also for large scale enterprise with branches in different locations where customers can easily manage their IT setup by using Datwyler smart service platforms. This is vital to achieve interconnectivity and reduce the complexity of managing multiple locations.



DATWYLER

SUCCESSFUL DIGITALIZATION

**STARTS WITH DATWYLER'S PIONEERING
IT INFRASTRUCTURE**

ITinfra.datwyler.com

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SAMSUNG

Samsung Electronics is a global leader in technology, opening new possibilities for people and businesses everywhere. Since being established in 1969, Samsung has grown into one of the world's leading technology companies. Our network now extends across the world and we boldly invest in R&D to fuel our aspirations to create new technologies that inspire the world. Through relentless innovation and discovery, Samsung is continuously striving to create a better world for all.

For the 13 consecutive years we are number one in Visual Display worldwide, During those 13 years, Samsung has been constantly providing enterprises with the technology they need to pave an aggressive path forward, ensuring fully optimized display solutions are in place so businesses can focus on what matters most with total peace of mind. Introduction of the world's first SoC (System on Chip) for Digital Signage, LED Signage, Hospitality Display, world's first Cinema LED and QLED 8K Signage are all a result of these forward-thinking efforts.

Plus, since the initial introduction of The Wall, the next generation display based on Micro LED technology, we have now achieved another evolution with a new form factor unveiled this year.

Samsung has continuously expanded the boundaries of its technology and will always strive to bring the most innovative display solutions to market as we move toward the future



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Deliver a clear and confident visual experience

For many years, control rooms have acted as critical information hubs for various organizations around the globe. A crucial element of any properly functioning control room is the latest display technology. To monitor multiple information streams efficiently, decision makers must be equipped with crisp and clear information, delivered with the finest level of detail for optimum outcomes. It is also critical that any display operates without any downtime, providing the reliability and operational efficiency that can make all the difference in a mission-critical environment.



Capture all detailed information in critical scenarios

When making important decisions in the moment, control room staff need all information to be delivered in perfect detail, giving them the confidence to make the best decision every time.



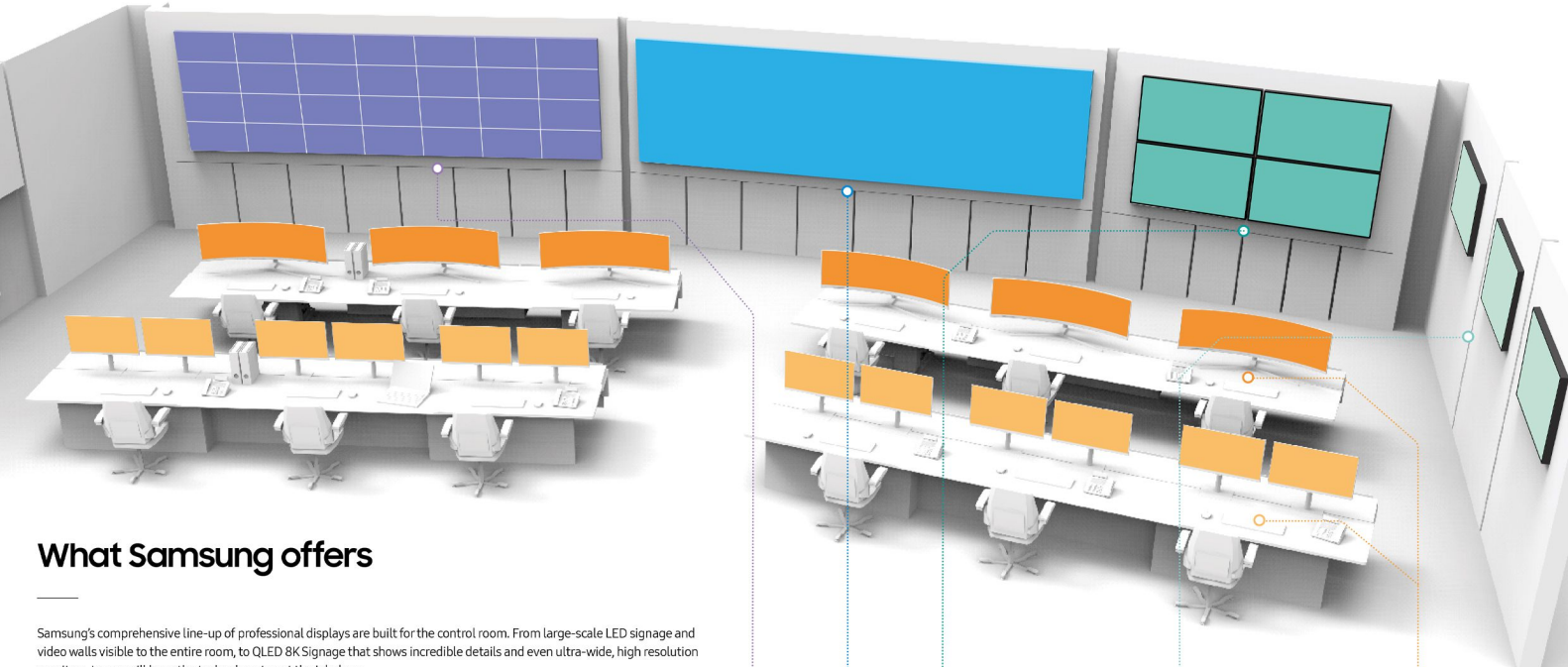
Empower the workforce to make better, faster decisions

Crisp picture quality not only helps to make better decisions, but by consolidating and providing information in one place across a range of displays, staff can continually improve and make better decisions each time.



Secure, simple and reliable

In a mission-critical environment, staff do not have the time to worry about security and reliability so require a display that is built for 24/7 use with power redundancy and security features for total peace of mind during everyday operations.



What Samsung offers

Samsung's comprehensive line-up of professional displays are built for the control room. From large-scale LED signage and video walls visible to the entire room, to QLED 8K Signage that shows incredible details and even ultra-wide, high resolution monitors, teams will have the technology to get the job done.



LED Signage

Samsung's large-scale indoor LED display options including The Wall and IF Series ensure optimal and uninterrupted picture quality in any mission-critical control room, enabling reliable and efficient operations with no downtime.



Video Wall

With extremely narrow bezels, Samsung's video walls are a versatile solution to seamlessly enhance any control room, ensuring the delivery of important information around the clock in a variety of formats based on the needs of the team.



Calibration Solution

Samsung's leading calibration tools, Color Expert LED and Color Expert Pro, ensure displays are showcasing color and visuals exactly as intended for control room staff.



QLED 8K Signage

An innovative breakthrough in display technology, Samsung's QLED 8K signage delivers an unmatched, crystal clear picture with AI upscaling technology ensuring all content is showcased in 8K resolution for optimal user experience in any control room.



Crystal UHD Signage

Samsung's premium UHD signage are displays that deliver exceptional picture quality, featuring high-brightness and non-glare panels for a clear picture regardless of ambient light within control room environments.



Business Monitor

Samsung's monitors provide more workspace for control room teams without sacrificing picture quality, while also reducing distractions to ensure team members are fully engaged when real-time decisions require optimum focus.

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INGRAM MICRO[®]



An INGRAM MICRO Company

Ingram Micro Physical Security division combines expertise in solution design with access to technology from best-in-class brands. Specializing in IP cameras, VMS and video analytics, Video Storage, Networking and connectivity solutions, Physical security, Access control products, a wide range of accessories & Professional Pre-Sales Support.

NIT an Ingram Micro Company, offers a complete range of products from market leading brands, allowing for high-quality integrations and scalability of solutions



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**TECHNOLOGY
PARTNER**

DELLTechnologies
AUTHORIZED DISTRIBUTOR

Our story began with a belief and a passion: that everybody should have easy access to the best technology anywhere in the world. That was in 1984 in Michael Dell's University of Texas dorm room. Today, Dell Technologies is instrumental in changing the digital landscape the world over.

We are among the world's leading technology companies helping to transform people's lives with extraordinary capabilities. From hybrid cloud solutions to high-performance computing to ambitious social impact and sustainability initiatives, what we do impacts everyone, everywhere.



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**INNOVATION
PARTNER**



We set the trends for access control systems and lift communications. We developed the first IP and LTE intercoms in the world. With our products, you will be sure that you are offering your customers modern and long-term solutions.

We have branches in the Czech Republic, the USA, Great Britain, Germany, Italy, France and other countries. Our trained distributors are located in 130 countries around the world, so our pre-sales and after-sales support are always close at hand.



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milestone

Milestone Systems is a leading provider of open platform video management software; technology that helps the world see how to ensure safety, protect assets and increase business efficiency.

Milestone enables an open platform community that drives collaboration and innovation in the development and use of network video technology, with reliable and scalable solutions that are proven in more than 500,000 sites worldwide. Founded in 1998, Milestone is a stand-alone company in the Canon Group.



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COMMSCOPE®

CommScope helps companies around the world design, build and manage their wired and wireless networks. Helping customers increase bandwidth; maximize existing capacity; improve network performance and availability; increase energy efficiency, and simplify technology migration.

CommScope solutions are in the largest buildings, venues and outdoor spaces; in data centers and buildings of all shapes, sizes and complexity, at wireless cell sites, in airports, trains, and tunnels.

CommScope is at the forefront of shaping infrastructure, products and solutions that enhance people's lives. Making communication faster, easier and more efficient for today's always-on world..



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CONTEG

A Leading Producer of IT, Data Center and Industrial Solutions .

Since its founding in 1998, CONTEG has continued its constant development and growth. Today, we are one of the leading manufacturers of complete solutions for data centers, telecommunication cabinets, and industrial enclosures. We provide a global sales and technical support, have manufacturing plants equipped with latest technologies, and also operate a data center testing laboratory. We supply our solutions to small businesses, large corporations as well as industrial customers.



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IoT MISR

A fast-growing system integrator for IoT solutions, that targets developing industrial organizations by offering IoT solutions alongside other business and industrial solutions like CAD, PLM, Video Analytics, and others.

IoT Misr skilled team helps manufacturers in their digital transformation journey, by deploying IoT; using data analytics, AI, and Machine Learning to upgrade the operations in their factories, and helping workers and staff to master their daily tasks and make better decisions.

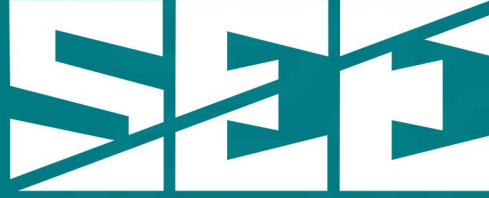
IoT Misr is a sister company to ICT Misr.



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مصر النظم الهندسية Systems Engineering of Egypt

As one of the leading founders of the IT industry in Egypt & the MENA region, Systems Engineering of Egypt operates under three major lines of business (IT, E-Payments & Airport). Founded in 1984 by a group of visionary market leaders; SEE has gained its reputation & market standing as an exceptional service provider & systems integrator, maintaining the highest professional standards in customer support, implementing the latest technological trends that have reshaped Egypt's entities & organizations for the last three decades & counting.

With the world heading towards a novel era of digitization, SEE offers state-of-the-art integrative solutions through a conglomerate of technology partners, while meeting & surpassing market demands, instigating advancements in a variety of market segments.



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UNIVERSE

The logo for UNIVERSE features the word "UNIVERSE" in a bold, blue, italicized sans-serif font. Two thick, orange, curved swooshes sweep across the text from the bottom left and top right, framing it.

The Leading Provider of Data Communication & Networking Components in Egypt, Middle East UNIVERSE is a privately owned international trading and distribution company of a wide range of Networking and cabling solutions.

UNIVERSE's core business is focused on the highest quality products. Representing some of the largest international brands in the world on an Exclusive Agency basis such as Panduit, Legrand, Estap, FUMO, Rittal GmbH & Co. KG, Superior Tech and more.

Furthermore, UNIVERSE offers a widely extensive of best-rated products from the European Union & the United States of America.



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FLUKE
networks[®]

Since its founding in 1948, Fluke has helped define and grow a unique technology market, providing testing and troubleshooting capabilities that have grown to mission critical status in manufacturing and service industries. Fluke has achieved the number one or number two position in every market in which it competes. The Fluke brand has a reputation for portability, ruggedness, safety, ease of use and rigid standards of quality.



AEM's Test and Measurement solutions are designed and developed by a team with more than four decades of experience designing solutions for customers in enterprise and automotive.

Their solutions are purpose-built for users across the lifecycle stages of the wiring and connectors be it the manufacturing and laboratory environment, during installation or daily network troubleshooting.

The result is solutions with a highly accurate RF measurement system, and feature sets purpose built for modern networking requirements, which have giving rise to disruptive innovations, including several industry firsts.

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ATECO CORPORATION

اتيكو كورپوريشن

Ateco is specialized in full automated parking systems, and present a solution to raise capacity of cars to the maximum, with huge savings in energy, and we have also made great savings in operating expenses, and we have replaced all of these with modern future technology, so that we lead our cities in Egypt to the highest levels of modern technology.

Ateco also has another activated business unit specialized in home lifts that has a wide ranges of new home lift technology that covers all obstacles in existing villas.



BARCO

Barco designs technology to enable bright outcomes around the world. Seeing beyond the image, they develop visualization and collaboration solutions to help you work together, share insights, and wow audiences.

Barco focuses on three core markets: Enterprise (from meeting, classroom and control rooms to corporate spaces), Healthcare (from the radiology department to the operating room), and Entertainment (from movie theaters to live events and attractions).

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Mobi Egypt established in 1999 as MobiServe, mainly to support in telecom infrastructure, network build and maintenance. Since then, Mobi Egypt has been successful to be the number one Professional Services provider having nationwide foot print with diversified portfolio backed up with 750+ headcount of qualified and well trained engineers and technicians.

Emphasizing on their pillars; Sustainability, Excellence, Consistency and Profitability, Mobi Egypt gained the trust of the main Telecom operators, Telecom Vendors, Oil & Gas service providers, reputable Banks and more, offering portfolio of wide range of services and material supply in Infrastructure, Operation & Maintenance, Data Centers & MEP, Facility Management, Fire Protection Products applications business domains, in addition, Mobi Egypt is one of VSAT licensees in Egypt providing Satellite backhauling and connectivity solutions.



RFID EGYPT was the first specialized company in Egypt to introduce Radio Frequency Technology.

Radio Frequency is similar to the barcode which is what most companies in Egypt use.

However, RFID Egypt will provide you with much more advanced solutions, such as advanced access control system, access tracking system, security parking system, inventory management system, warehouse management system, attendance system and also standalone parking system.

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Extreme Networks, Inc. (EXTR) creates effortless networking experiences that enable all of us to advance. We push the boundaries of technology leveraging the powers of machine learning, artificial intelligence, analytics, and automation. Over 50,000 customers globally trust our end-to-end, cloud-driven networking solutions and rely on our top-rated services and support to accelerate their digital transformation efforts and deliver progress like never before



The organization specializes in digital transformation services, such as automation, cloud and data analytics, sourcing advisory, managed governance and risk services, network carrier services, strategy and operations design, change management, market intelligence and technology research and analysis.

You could say they are a digital transformation business. But they'd rather say they help people solve problems, or do new things, or make existing things better.

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Specialized in electromechanical solutions, Miratech has managed to be one of the the leading companies in Egypt. With their highly professional team of engineers and technicians, they can save time and money.

Miratech represents some of the largest companies in the world, providing some of the largest companies in the world.

Providing highest quality products and technical support in the field.

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SUPPORTING ASSOCIATIONS



ASIS Dubai Chapter 250 celebrating over 10 years in the Middle East is proud to be a Supporting Association for Security Professionals attending the Cairo Consultants Forum 2022. We offer year-round study groups for those seeking to obtain internationally recognized security certifications for #APP, #CPP, #PSP, and #CPI.



Avixa: Part Association, Part Society

A mix of professionals from all over the globe who create those cool experiences you have in meetings, classes, and events in offices, airports, museums, sports arenas, theatres, concerts and more

At AVIXA, they're trusted to tackle both industry and social issues. In order to lead this path forward, they're championing an environment of giving, sharing, mutual respect and equity through both learning and education.

Committed to providing training resources, shining a light on diverse perspectives, impactful research and platforms that will support our industry on way forward.

Cairo Consultants Forum Speakers.



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Ahmed Abdelaleem

Technical Manager
Datwyler IT Infra

Ahmed Abdelaleem joined Datwyler as technical manager, his role is mainly to support and coach Partners and System Integrators in design and implementation of Data Centre, Fibre Networks and Smart Building physical infrastructure projects.

Ahmed also taking the responsibilities of project management, developing training and certification's program and working with product management on solutions development. Prior to joining Datwyler, equipped with 14 years of experience in ICT/ELV industry, he handled many design, system engineering and implementation of physical infrastructure network, fibre network and data centres projects in the Middle East region.

Ahmed holds a Bachelor's Degree in Electronics and Telecommunication Engineering as well as BICSI Registered Communication and Distribution Designer (RCDD), Data Centre Design Consultant (DCDC), Outside Plant Designer (OSP), Cisco Certified Design Associate (CCDA)



Soubhi Al-Aliwi

Sales and Business Development Manager
Datwyler IT Infra

Soubhi Al-Aliwi joined Datwyler in early 2018 and currently working as Sales and Business Development Manager.

Soubhi is responsible in developing the business in the region according with Datwyler strategy, positioning the company in the market as an end-to-end IT infrastructure solution provider. He is also taking the responsibilities of the Business Development function wherein new opportunities in the market is captured and local and global use cases are developed and supported.

Prior to joining Datwyler, he was equipped with 8 years sales and marketing experience in technology and system integration industry. He worked as a Product Manager of telecommunication and networking at Bright Wires Company, wherein he supported in sales, developing new products, which improved customer experience and gain position in the market.

Cairo Consultants Forum Speakers.



Mohamed ElMansi

Senior System Engineer
CommScope

Mohamed ElMansi holds the position of Senior System Engineer at CommScope supporting Saudi Arabia & Egypt markets. In his role, Mohamed is responsible for technical, design and field support for Customers, Partners and Consultants. Holding a BSc Degree in Telecommunication Engineering from Ain-Shams University, Mohamed is no stranger to the Telecom industry, having spent more than 20 years as a Presales Engineer, Presales Manager, Business Development, a Field Application Engineer, and a senior system engineer, where he was involved in major Telecom Infrastructure projects in the Middle East region.



Eslam Younes

Light Current Business Unit Manager
SEE

Eslam Younes is a light current Business Unit manager at Systems Engineering of Egypt - SEE

He began working in the light current and physical security industry in the early 2000's.

He received his bachelor's degree in Telecommunication Engineering from Helwan university in 2001.

During the past 20 years his work has focused upon developing & design cost-effective solutions in LC & PS field.

His work over the past 10 years can be summarized as covering the following subjects:

- the design and evaluation of physical security solutions;
- the development of new technology on light current solutions;
- investigations into IOT solutions and its applications.
- Build IOT Business model for Smart cities & gated Communities.

Cairo Consultants Forum Speakers.



Karim Samir Arafa

Presales Manager
Samsung Display Solutions

Karim S.Arafa with 13 years of enriched experience in the Audio Visual industry, has been with Samsung Electronics “Enterprise Business Solutions” for over 3 years and held various roles across engineering, sales, and business development. Karim S.Arafa, Pre/Post Sales Manager at Samsung Electronics Egypt “Enterprise Business Solutions”. his role is mainly to support and coach Partners and System Integrators in design and implementation of Visual Display Solutions and Mobility solutions.



Mohamed Sayed

ICT/ELV Lead Technical Consultant
Shaker

Mohamed Sayed is an ICT/ELV Lead Technical Consultant for sovereign and civilian projects at Shaker Consultancy Group. He is responsible for ensuring that end results of low-current solutions conform with the design intent depicted in the construction documents and meet client’s expectations. He also provides technical assistance on all aspects of the projects.

He obtained a MSc degree with Honors in Electronics and Communications Engineering (ECE) from the Arab Academy for Science, Technology and Maritime Transport. Sayed has published various academic as well as research-based papers at several international journals.

He is certified as a Registered Communications Distribution Designer (RCDD) from BICSI, and has participated in reviewing Low-Current Systems Engineer’s Technical Handbook (reference guide) which was published in Cairo Book Fair.

Cairo Consultants Forum Speakers.



Dr. Roy Hachache

Channel Business Manager
Milestone Systems

Channel Business Manager - Levant & North Africa at Milestone Systems, Experienced business development professional with a demonstrated history of working in the information technology and Education sector for over 23 Years holding a Ph.D. in Computer Sciences, a great figure with so much insights to share



Sohaib Ibrahim

General Manager & Founder
DMG Technologies

Sohaib Hashim is the GM & the founder of DMG Technologies, since 2016 DMG Technologies acting as the first special systems independent Technology consultant firm in Africa & Middle East.

As a national and international design firm, DMG Technologies has captured the attention of those who demand specific specialized updated & certified great technical design and experienced customer centric advice.

Sohaib's value glow in mega projects, dealing and coordinating with the leading enterprises, general and specialized contractors, consultants, governments, militaries, operators and developers in Egypt and MEA region.

Cairo Consultants Forum Speakers.



Martin Michalík

Regional Sales Director
2N Communications

Martin Michalík has been working at 2N since 2004. He started his position as an Account Manager responsible for business with Africa. After two years, he gained the position of Regional Sales Director. His team is responsible not just for Africa but also for several European countries such as Italy, France, Spain, and Portugal.



Ahmed Sameer

NIT Business Unit Manager Egypt and Libya
NIT an Ingram Micro Company

Ahmed Sameer manages the physical security business unit as a technical and sales manager in Egypt, Libya, and Sudan. Ahmed is a well-rounded technical sales consultant with 15 years of demonstrated history working in Information Technology, Networking, and Cyber and physical security systems. Skilled in Physical Security, Sales, and Pre-sales with a hands-on technical background. Strong sales professional with a focus on innovative solutions selling, integration, digitalization, and IoT evolution. Ahmed holds a Bachelor of Communication & Electronics Engineering from the Faculty of Engineering, Cairo University.

Cairo Consultants Forum Speakers.



Amr Nour

CEO
IoT Misr

An enthusiastic and versatile professional who could move up the ladder of success in a very short time. Amr Nour's multidisciplinary experience in technical implementations, business development, sales, and pre-sales in the ICT market placed him as the Sales Director in ICT Misr. He brings to the position a successful track record of more than 12 years that includes high-profile leadership positions and recognized sales achievements in the high-tech industry. Nour's vast knowledge about IoT technologies in Egypt drives him to start IoT Misr. He believes that IoT Misr will be the gateway to digital transformation for many industries, which will be a big success to the Egyptian economy.



Abdelhameed Mohamed

Smart Cities Specialist
HFT

Abdelhameed Mohamed is a Smart City Specialist & a Principal ELV/ICT Design Engineer. He holds both the BICSI RCDD and DCDC certifications. His experience was gained from working in both the (design) and (operation & maintenance) fields. As for the design field, Abdelhameed has been working with ECG consultancy company-Qatar branch from August 2013 till June 2021. He participated through his work with ECG in designing the ELV/ICT systems of a number of mega projects including the projects related to the FIFA 2022 World Cup. As for the (operation & maintenance) field, he worked in the (operation & maintenance) of the sound and CCTV systems for the Mecca holy mosque from March 2009 till May 2013. The systems at Mecca holy mosque are considered one of the largest scale systems worldwide due to the vast zones and areas covered, as well as the sensitivity of the place.

Cairo Consultants Forum Speakers.



Wael Dalati

Territory Sales Manager
MEAT at Fluke Networks

Wael Dalati has been with Fluke Networks as the capacity of Territory Sales Manager in the MEAT region for the past 10 years. Wael has been in the industry for 20 years with different roles from Product Management, Business Development, Distribution Management and Specialized Sales.

Wael holds a Bachelor in Computer Engineering and Master degree in Networking and Telecommunication and currently enrolled in the Executive MBA program.



Mohamed Fathy

Senior Sales Manager
Dell Technologies

Mohamed Fathy serves as a Senior Sales Manager in Dell Technologies leading the Digital Security, Smart Cities & IoT sales in Egypt, Libya and Levant.

Mohamed has 20 years of experience in Telecommunication, Physical security, Smart cities and IoT industries with deep knowledge for multiple verticals. He is skilled in Sales management, Business development, Strategic planning and Relationship management.

Mohamed holds a Bachelor of Communication & Electronics Engineering from Faculty of Engineering, Cairo University

Cairo Consultants Forum Speakers.



Shaimaa Hashem

Project manager
Dar El-Handasah Consultants

Shaimaa joined Dar in 2006, after graduation from Electronics & Communications Engineering Department, Faculty of Engineering, Cairo University. She has major participation in design of Information & Communications Technology, Security and Special Technology Systems in a wide range of projects undertaken by the Firm mainly including airports, land-ports, healthcare facilities, mixed-use complexes, educational developments, residential compounds, commercial and tourist complexes.

Shaimaa has been certified as a Data Center Design Consultant (DCDC) from Building Industry Consulting Service International (BICSI), she was the first to hold this certification in Egypt; Shaimaa is also certified as Accredited Tier Designer (ATD) from the Uptime Institute, Registered Communications Distributions Designer (RCDD) from BICSI and Project Management Professional (PMP) from Project Management Institute (PMI).



Linda Barka

Business Development Manager
Barco

Linda Barka, born and raised in France, started her career in Dubai in the entertainment and leisure industry. She has more than 9 years of experience with companies such as PRG and Barco. Today she is Business Development Manager at Barco, leader in network visualization and collaboration.

She oversees the development of the market for Middle East and Africa with a specific focus on End Users, Larges System Integrators and Consultant companies. She has a great interest in the evolving technology around the world and is always aware of the new trends and practices in a changing market dynamic.

Linda is a people person where interaction with different target groups and conversation technology is one of her areas of expertise. She completed her education in France with a major in Trade and Business.

Cairo Consultants Forum Speakers.



Ahmed Naiem

Executive Business Manager
Ateco

Eng. Ahmed Naeim is the Executive Business Manager of Ateco Corporation, in 2018 till now, he is specialized in APS automated parking systems and a vertical transportation technology, he has extensive experience in solutions of parking systems, he submitted a concepts for many projects related to ECG, Orascom, Housing and Development Bank, Hassan Allam Holding Company, Egypt Post, Horizon consulting office and others, he was an advisor and guidance for any automated parking systems projects, he attends many exhibitions in China, Hong Kong, Czech Republic, Turkey, Iraq, Emirates, Saudi Arabia.



Ahmed Mohsen

Co-founder
RFID Egypt

15 years of experience in the information technology fields. The first to use RFID technology in Egypt in a developed and wide-field, despite the existence of the technology for a long time
He led the RFID Egypt team to develop more than 12 smart systems that are considered the best in Egypt in terms of data accuracy and information security
He shares his experience with several companies in China and the United Arab Emirates

Cairo Consultants Forum Speakers.



Werner Heeren

Business Development Manager
AEM

Werner has been leading Middle East Africa & Eastern Europe for a well-known T&M manufacturer since 1997, achieving several rewards like “Eye of the Eagle”, “Top performer to quota”, and several more (“Summit Club member”, “Recognition award for highest grow rate”, 4x president club).

Werner’s main purpose and motivation is to improve human being’s life environment through world class internet user experiences, so people can improve their work conditions, be more efficient, and have a happier life.

To further share his knowledge and experience, Werner volunteers for BICSI in region MEA to make sure infrastructure projects are installed according to the latest standards.



Sameh Helmy

Certified Expert & Career Coach
Avixa

Over 15 years of experience in the art of Design and Implementation of the AV systems. Delivering the excellence state of a memorable experience by applying the engineering sciences and the industry standards to the whole process of evolving satisfactory, functional, complete, user-friendly and well-maintained solutions.

Sameh is the founder of Hurghada Systems and Technology delivering engineering services such as Acoustic Consultancy, Systems Integration, Programming and Installation of Automation, and Audio Visual Systems for various scales of projects and different types of applications.

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Saied Abdelhameed

Datacentre Technical Specialist

Saied has 14 years of in-depth experience in planning, construction, operation, maintenance, testing, commissioning, energy efficiency solutions & strategy of Datacenters/mission critical buildings in the Telecommunications and Information Technology sectors.

Saied holds master degree in mechanical power engineering & he is Uptime accredited tier designer (ATD), NCEES FE, EPI certified datacenter expert (CDCE) & EPI certified datacenter facility operation manager (CDFOM) also he is EPI certified instructor for datacenter courses including CDCP, CDCS & CDFOM.



Amr Shaheen

MEP Design Manager
Shaker Consultancy Group

He is MEP design manager Shaker Consultancy Group
He is responsible for Supervises a team of senior/junior engineers on all aspects (electrical, telecommunications and mechanical systems) of a projects as well as being a specialist design consultant in fields of data centers, transportation, healthcare, industry,...etc.

He certified as ATD by Uptime and certified as consultant engineer from engineering syndicate of Egypt in 14/3/2015

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Samer Salem

Country Manager
Extreme Networks

Samer is a High-caliber Creative Business Country Sales Manager with high experience in selling Telecom, Service providers, Enterprise, and Commercial, complex multi-projects opportunities, Business acumen, plus related IT solutions, Infrastructure solutions Security Solutions.

Samer is proficient as a strategic thinker and trusted adviser, including management, team coaching, requirements' identification, POC, testing, prototyping, related end-user training definition & objective/goal completion.



Mohamed Abdul Moniem

ICT and Low Current Section Head

He is an expert in Security Systems, CCTV & Access Control, BMS system, Fire alarm system, Public address and Voice Evacuation System, MATV System, IPTV System, Nurse Call System, Digital Signage, Audio Visual System, FTTH-System, Infrastructure site work

With Excellent managerial, leadership, personal and interpersonal skills. Capable of building and developing teams. Highly organized and efficient within a multi-tasking environment.

Ability to estimate man-hours associated with technical tasks, Sufficient understanding of BIM technology.

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Phillip Johnson

Security and telecommunications consultant
ASIS Dubai

Phillip Johnson has experience in comprehensive design and management specializing in seaport, airport, commercial and industrial low-voltage systems. Design experience includes electrical inspection, grounding and bonding, outside plant, structured cabling, microwave, WAN/LAN, building management, cable management, warehouse inventory management, passenger information display, telephone, public address, CCTV, Access Control, Security Systems and Cyber Security. Previous project responsibilities have ranged from schematic design through construction administration for both new construction and renovation projects. He recently finished design for all security systems for the EXPO 2020



Khaled Tarabieh

Associate Professor of Sustainable Design
AUC

Khaled Tarabieh is an Associate Professor of Sustainable Design and the Associate Chair of the Department of Architecture at The American University in Cairo. He is a holder of a Bachelor of Science in architectural engineering from Alexandria University and both a master's in city planning (MCP) and a PhD in city and regional planning from the University of Pennsylvania, USA, with a specialization in the planning of energy efficient urban environments, high performance building design, certification and assessment. He is a LEED-accredited professional with expertise in green buildings design, construction and assessment using different types of rating systems. At AUC, he teaches the sustainability in the architectural design core studio and is the Director of the Building Sciences Lab where he conducts research on the thermal performance of building envelope materials for residential buildings in Egypt and the assessment of its ecological impact, smart and energy efficient window typologies, understanding the thermal impacts of façade geometry and optimization of the wall insulated concrete forms (ICFs).

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Ahmed M. Kamal

Electronics and telecommunication engineer.
Orange

Qualitative result-oriented telecom and passive infrastructure manager with 19+ Years of professional experience in the telecom and IT industry packed with building teams & scopes, people management, business analysis, strategic planning, performance & project management, agility, transformation initiatives, and capacity & budget control.

Play a leading role in vendors and mobile service providers growing practice, supporting business development of consulting and technology services, and company transformation programs as well as in leading the delivery of large programs and projects by managing resources as a results-oriented, project manager, process manager, and operation management, and 6-sigma.

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