

Business

Al-Babtain Group concludes its internship program for ambitious Kuwaiti students

Investing in advancement of local youth through one-of-a-kind internship program



KUWAIT: Al-Babtain Group recently concluded its Kuwaiti Students Internship Program (KSIP) for the third consecutive year. The comprehensive one month program falls in line with Al-Babtain's CSR mission to develop the future leaders of Kuwait by equipping them with professional skills and hands on experience.

Twelve students majoring in diverse disciplines such as mechanical engineering, industrial engineering, management, IT, and MIS and coming from leading universities

like Kuwait University (KU), Australian College of Kuwait (ACK), and American University of the Middle East (AUM) attended the program.

During the first two weeks of the course, students interacted with professionals from across the Group's operations ranging from sales and service to social media marketing, finance and audit, customer management, and human resources.

Motivational talks were delivered by senior manage-

ment members including CFO Jihane Bou Hamdan, General Manager Automotive Laurent Pernet and General Manager Gulfex Ahmed Shihadeh. Talks from external volunteers - INJAZ Kuwait (who delivered six modules of 'Steer Your Career' program), Nissan Gulf GM - Training and Dealer Network Development Fatma Zenagui and KFAS Program Manager Lobna Okashah added value to the program.

The young interns were then given a one to one career

counseling session by CHRO Abdulmohsen Abdulaziz Al-Babtain to help them choose the department(s) of their choice where they will experience first-hand work in the private sector. Full time career options were also offered to select interns at the end of the program.

After officially concluding their internships, the students were given certificates of internship. The participating universities were also presented with appreciation certificates for their contribution.

Renault Al-Babtain offers best value for Renault Megane

KUWAIT: Abdulmohsen Abdulaziz Al-Babtain Co, the authorized agent of Renault in the State of Kuwait invites its customers to experience the best of European performance in the 2019 model of Renault Megane.

With a special starting price of only KD 3,799, the Renault Megane 2019 is equipped with generous space for its occupants i.e. dimensions of 4.63m long and 1.81m wide, and a record wheelbase in its class of 2.71m. Owing to its dynamic styling and advanced features, the new Megane represents the next level in the compact saloon category. It comes with a 1.6-litre engine, 115hp designed to enhance driving enjoyment and reduce fuel consumption.

Externally, its muscular bonnet, broad shoulders, tight curves, and sculpted slides emphasize its modern, sophisticated character. At the rear, the new lighting signature traces an intense, dark-red horizontal line.

Proudly supporting its chrome diamond, MEGANE affirms its ambition and dominates the road. With comfort at its core, its sculpted, wraparound seats, worthy of the finest design workshops, the Renault MEGANE welcomes you in the greatest of style. It comes in 3 immaculately finished upholsterys, including one in perforated leather. From the speedometer and its center console to the vents, it is jam-packed with real satin-finish chrome details.

Enriched with driving technologies, the R-LINK 2 system and its large touchscreen makes total control of the vehicle only a touch away. Passengers can choose the MULTI-SENSE driving mode according to the mood while staying connected with R-LINK 2 for more comfort: with Android Auto and Apple CarPlay and get easy access to the smartphone's driving-compatible apps using the large onboard R-LINK 2 screen. Backed by a digital speedometer, Bluetooth radio with voice recognition, USB & Jack sockets, 4.2" display, 4 speakers, ergonomic center console, large 8.7-inch, intuitive, vertical touchscreen, etc. on board All-New Renault MEGANE, one is at the heart of the action.

Renault Al-Babtain encourages its customers to visit its showroom located in Al-Rai and avail of the benefits that accompany the new model during the limited time offer.



Building a cloud strategy to boost digital innovation

KUWAIT: Yasser Zeineldin, CEO of eHosting DataFort explains why it is necessary to build an organizational cloud strategy that includes the expectations of both business and IT end-users and generates suitable return around business objectives.

The role of cloud as an IT and business tool is now more than a decade old. Globally, IT departments are migrating their business applications from on-premises to public cloud platforms at a continuous pace. Gartner, a global market research player, expects this rate to pick up as legacy systems reach their end of life support and migration projects get underway.

However, on the flip side, many enterprise CIOs have still to announce and formulate a well-defined cloud strategy for their internal IT and business end users. If well thought out and articulated, a cloud strategy can become a blueprint for the roll out of revamped and forward looking, digital processes, job roles and change in organizational structure.

Here is a checklist of pointers on how CIOs can build their cloud strategies:

1. List the expected business outcomes

The starting point for any cloud strategy is to get a complete picture of the desired business outcomes over a short and medium term. At this stage it is important to focus on the benefits from the point of view of the business end users rather than IT end users. A successful cloud strategy sets up a culture of self-service across the organization, adding in new business end users into the organization's connected network, thereby fostering a culture of self-driven innovation.

2. Is your cloud and digital strategy aligned?

The biggest obstacle for a successful cloud strategy is to develop it without aligning with the digital innovation strategy of the organization. The organization's cloud platform enables the rest of the digital experience and digital work processes to be built upon it. Lack of alignment of the two strategies in terms of requirements of scalability, application workloads, reliability, geographic responsiveness will lead to the failure of the digital innovation strategy and lack of any business return from the cloud roll out strategy.

3. Is business more agile than IT?

Who is driving innovation in the organization? If it is the business that is moving faster than IT, then key business decision makers need to be involved during the formulation of the organizational cloud strategy. By bringing business decision makers at an early stage into the development of the cloud strategy, it is more likely that the investments required for the cloud roll out can be justified against the investments required for the digital business innovation.

4. Plan out your critical and supporting workloads

A cloud strategy is not meant to be an IT showcase of sorts. The prime purpose is business innovation, business agility, and significant improvement in IT operations and cost. A cloud strategy that does not include and plan for business facing application workloads will have no returns from business. It may be promptly shelved as yet another IT operational initiative that can wait for better times or forwarded to business pending further discussion on a rainy and dull day.



Yasser Zeineldin

5. Cloud implementation is not strategy

A cloud strategy document that goes deep dive into the process of technology, platform, and supplier selection is going down the wrong side of the road. An implementation document cannot substitute for a strategic document that describes the business goals and the longer-term innovation benefits for the organization. IT cannot follow a wild west approach, where all pending IT objectives and innovation goals are piggybacked onto the cloud roll out project. This will lead to huge project and architecture overruns, associated with capital debt, and return on investment failures.

6. Internal IT and business audit

Like any IT project initiative, it is necessary to capture the states of the IT and business organization before and after the start of the roll out. The internal audit should be able to determine answers to the following questions from various end users: what the benefits are you are seeking from cloud; why is the organization implementing a cloud framework; what is the decision-making criteria for application workloads; what is the readiness of the application portfolio; as an IT and business end-user are you ready to use the cloud?

7. Do you need an external supplier?

Lastly, the launch of a successful cloud strategy requires a trusted partner to ensure that the vision gets converted into reality. Cloud has various models of consumption and configuration and this is also driven by internal requirements and policies. Legacy data needs to be migrated and configured on whichever cloud platform is selected for implementation. Multiple cloud platforms may also need to be introduced into the organization. Increasingly cloud brokers and managed service providers are playing an important role, at least in the early and middle stages of a cloud roll out.

By following some of these measures, CIOs may be able to formulate an effective cloud strategy. This will act as a bridge between IT and business and kicks start the organization into digital innovation.



KUWAIT NATIONAL PETROLEUM COMPANY (KNPC)
(Internal Purchasing Committee)

MRF/PQ-001 "PRE-QUALIFICATION OF APPLICANTS FOR KNPC SPENT CATALYST SALE FOR METAL RECLAMATION FACILITY (MRF) IN KUWAIT."

- As a part of Kuwait Petroleum Corporation (KPC) initiative for private sector participation in Kuwait Oil sector, KUWAIT NATIONAL PETROLEUM COMPANY (KNPC) invites qualified and experienced local, Gulf & International companies for pre-qualification for Sale of KNPC Spent catalyst to be used in New Metal Reclamation facility (MRF) in Kuwait.
- The successful Bidder shall sign a Twenty (20) year Agreement with KNPC to purchase all types of spent catalyst generated in KNPC Refineries.
- The Contractor shall construct and operate new Metal Reclamation Facility (MRF) in Kuwait where metals will be recovered from spent catalysts generated in KNPC Refineries in Kuwait. The Contractor shall be responsible for collecting, handling, transporting, processing, metal recovery and disposal of catalyst waste in compliance with K-EPA regulations. The Contractor shall execute the contractual obligations in a safe manner in accordance with KNPC Health, Safety and Environment Policy and in compliance with all Regulations as mentioned in Auction documents and to be commensurate with the scope of work.
- KNPC shall evaluate the applications and pre-qualify the Companies meeting KNPC requirements as mentioned in PQ document, forms and Questionnaires.
- The qualified Companies shall be allowed to participate in Auction and submit final Auction offer to purchase all type of spent catalyst from KNPC.
- The details of Scope of Work & Pre-qualification document, forms & Questionnaires shall be downloaded from the link shown below:
www.knpc.com/KNPC/media/pdf/MRF-PQ-document-pdf.pdf

Starting from March 3, 2019.

- The PQ documents to be filled in as required and shall be submitted to the IPC (Room no., 1A-046) in KNPC Head Office, Al-Ahmadi in a closed envelope along with application fee of KD 100/- (One Hundred Kuwaiti Dinars) non-refundable in a form of certified cheque or receipt of deposit in favor of KNPC account. The PQ number, title and the closing date should be indicated on the envelope.
- The closing date to submit the PQ Applications shall be not later than 1:00 pm, of Thursday 13/06/2019.
- For any enquiry, Applicants may contact (mrfproject@knpc.com).
- IPC invites the Applicants to attend the Auction envelopes opening meeting in Room 2A-050, 2nd Floor, KNPC Head Office at Al-Ahmadi at 08:00 am of the first Sunday following to the Application closing date.

IPC Secretary