

## Business

# Zain launches VSaaS solutions for enterprise customers

## Customers can easily view and manage video recordings on Zain's secure cloud

**KUWAIT:** Zain, the leading digital service provider in Kuwait, announced the launch of Video Surveillance as a Service (VSaaS) solutions for enterprise customers. The integrated VSaaS platform features a wide range of services on Zain's secure cloud, and gives customers the convenience of easily accessing and managing their recordings anytime and anywhere.

The announcement comes as part of the company's commitment to offer the latest and most advanced security solutions to the Kuwaiti business sector, both large businesses and small/medium-sized enterprises, and as per the highest international standards. This also comes in line with Zain's digital transformation strategy that aims at empowering a more efficient business sector in the Kuwaiti market. Zain's integrated VSaaS platform features a wide range of cloud-based services, including video recording, storage, remote viewing, management alerts, cybersecurity, and more. Video processing and management are securely per-

formed offsite through Zain's cloud in Kuwait, which customers can directly connect onsite cameras to. Customers can also access and manage their recordings easily anytime and anywhere from any smartphone, tablet, or computer.

Zain offers these services and more through a number of flexible plans that suit corporate customers' various needs and as per the enterprise's size and number of desired sites. The plans feature high-quality cameras - designed for both indoor and outdoor use - from world top brands like Avigilon and Dahua, and can be connected through Wi-Fi or Zain's 4G LTE network as needed. Zain's VSaaS solutions use equipment and systems from world tech leader Huawei, and are managed by Zain Group's smart city arm NXX, who also provides analytics for different sectors like oil & gas and others.

Zain recently showcased its VSaaS solutions during its participation - for the second time running - in the

fourth Kuwait Oil and Gas Show and Conference (KOGS 2019) under the patronage of H H the Prime Minister Sheikh Jaber Mubarak Al-Hamad Al-Sabah. Zain took the opportunity to provide high-speed Wi-Fi to cover all parts of the exhibition, and the company showcased many of its Zain Business services and solutions for corporate customers attending the exhibition, particularly those presented to the oil & gas industries.

Zain's strategy is centered around digital transformation leadership and empowering the community to enjoy a smarter portable lifestyle, as well as using advanced technology to enable an easier and more flexible life. The company places itself as an active partner in creating the future of smart life in Kuwait. Today's launch will contribute to prove the company's full potential in triggering the digital community, and will enrich its collaborations in Telecom and IT areas with its strategic partners on multiple levels.



## SANS announces biggest ever Gulf cyber security training event



Chris Dale

Ned Baltagi

**DUBAI:** SANS Institute, the world leader in cyber security training and certification, returns to Dubai in November with its biggest yet Gulf Region event. With ten essential information security training courses taught by SANS' highly qualified, technically skilled instructors, the event will run over two weeks from November 16th - 28th 2019. The Gulf Region as a whole has become increasingly digitalized over the past 5-10 years. As a result and also due to its geopolitical and strategic importance on the world stage, the region has also become a key target of both nation state cybercriminals and hacktivists.

The two-week SANS Gulf Region November event will provide security professionals in the GCC with the deep technical skills and knowledge they require to keep ahead of today's cyber criminals and to protect organizations in the region. Courses cover areas such as incident response, threat hunting, digital forensics, hacker and network tools and forensics, and reverse engineering, together with a vast variety of other red, blue and purple team skills. Attendees can also attend two DFIR NetWars tournaments at the event, which are included free with any 4-6-day course registration. NetWars is a unique tool as it truly tests a blue team's capabilities to perform in real-world situations, solving the kinds of challenges that are commonly found during a major cyber security incident. DFIR NetWars Tournament also helps organizations identify areas where their response teams might need additional knowledge. Ned Baltagi, SANS Institute Managing Director of the Middle East and Africa states, "As organizations in the Gulf Region continue to come under attack from cyber criminals, the risk to their data and network security is a growing problem. Each SANS course is designed to train cybersecurity professionals how to protect their organizations against cyber attacks, whether these are sophisticated nation-state driven attacks on critical and national infrastructure, or the ever-increasing attacks targeting data theft from organizations. SANS Institute remains committed to increasing the levels of self-reliance among organizations in GCC countries and, as always, our mission is to deliver cutting-edge information security knowledge and skills to all students in order to protect people and assets." One of the key courses at the event will be SANS FOR610: Reverse-Engineering Malware: Malware Analysis Tools and Techniques, instructed by Jess Garcia. Designed for forensic investigators, incident responders, security engineers and IT administrators, the skills taught will enable the examination of malicious programs targeting Windows systems. A crucial aspect of the course is the lab time demonstrating real-world malware samples and allowing attendees to experience hands-on workshop exercises, a, with pre-built Windows and Linux virtual machines that include tools for examining and interacting with malware.

Also teaching during the Dubai event is Chris Dale, SANS instructor and Head of Penetration Testing & Incident Handling at NetSecurity, a Norwegian company. At November's Gulf Region event, Chris will be teaching SEC504: Hacker Tools, Techniques, Exploits, and Incident Handling. He says: "SANS SEC504 helps participants not only to learn attack techniques, incident response and tools, but also to secure a fundamental and important baseline of information. This will aid the participants in further understanding new cyber security challenges. SANS instructors have hands-on experience from real-life hacking and incidents, and this paired with the course material, develops highly qualified security professionals for years to come. The strong and challenging GIAC certification process is both theoretical and practical, ensuring candidates prove their worth, and that organizations hire talented individuals who provide immediate results."

Another popular course running at the Gulf Region event is SEC599: Defeating Advanced Adversaries - Purple Team Tactics & Kill Chain Defenses, instructed by Erik van Buggenhout and Michel Coene, which teaches the skills needed to defeat advanced adversaries, purple team tactics and kill chain defenses. A prevent-only strategy is no longer sufficient to protect organizations from cyber attacks, so the course is designed to introduce security controls aimed at stopping, detecting, and responding to adversaries.

## Fly Business with Jazeera Airways with up to 40% discounts

**KUWAIT:** Jazeera Airways, Kuwait's leading low-cost airline, operating regionally and internationally, launched its exclusive end-of-year offers on Business Class fares, giving passengers up to 40 percent discounts on one-way and return tickets to any destination served by the airline in the Middle East, Europe and the Indian Subcontinent.

Running until December 15, 2019, passengers avail to a 40 percent discount on Business Class fares on flights booked to and from London during the

middle of week only, while they avail to a 30 percent discount on Business Class fares to all other destinations which include popular cities such as Dubai, Istanbul, Amman, Cairo, Bahrain, Jeddah, Tbilisi, Baku, New Delhi and Mumbai.

To redeem their discount, passengers must enter the code LGW40 when booking their Business Class flight to and from London, and the code BIZ30 when booking on other flights. The end-of-year offers on Business Class are valid for travel until December 15, 2019, ideal for weekend getaways at a great value.

The airline's Business Class offers passengers a 33-inch seat pitch, 50 kilograms in baggage allowance to all destinations and 60 kilograms to Cairo, dedicated check-in counters and passport control at the Jazeera Terminal 5 (T5), priority boarding and disembarking and a complimentary inflight meal.



## Middle East solar asset owners face mounting maintenance costs

**DUBAI:** Solar asset owners in the Middle East and around the world could face as much as \$3000 per megawatt in unplanned maintenance costs per year. The estimate was made by Wood Mackenzie, a leading global energy research and consultancy, as part of its global forecast of \$16bn worth of unplanned repair and maintenance related activities for solar asset owners over the next five years.

"Our data shows that the average project size in the MENA region is 124.5 MW. Thus, the stakes and costs are that much higher, further emphasizing the importance of having digital O&M capabilities in place for the region," said Mina Mesbahi, Research Strategist at

Solarplaza International B.V., organizers of the global Solar Asset Management conferences, with the MENA edition scheduled next month in Dubai. "Utility solar asset management and O&M have undergone a myriad of changes in the last decade; from grid integration and energy storage, to wholesale market participation. As part of this transformation, digitalization has had an immense impact on how solar assets are managed and maintained. Artificial intelligence and advanced data analytics have enabled pattern recognition, machine learning, fleet performance analysis, predictive performance, and so forth," added Mesbahi.

Innovative and data-driven asset management means having a solid understanding of a solar power plant's data and its limitations so asset owners can contextualize it to make more informed and better ROI-driven decisions. In an effort to pave the way for intelligent O&M and asset management, Meteocontrol, one of the world's leading developers and providers of monitoring systems for photovoltaic power plants



and solar parks, will be presenting on the topic at Solar Asset Management MENA 2019, taking place in Dubai on 17-18 November 2019.

In addition, the attendees will be able to observe first-hand how

Meteocontrol is supporting the latest technology advances in the solar industry and future-proofing the state of solar monitoring with the help of machine learning, integrated CMMS and process intelligence.

## ASAR bags 11th consecutive IFLR National Award

**KUWAIT:** ASAR - Al-Ruwayeh & Partners (ASAR), Kuwait's leading and most prominent corporate law firm, and one of the region's top tier firms, is pleased to announce that it has for a record 11th consecutive year received a national award presented by the International Financial Law Review (IFLR), the world's leading market guide for corporate and financial law firms worldwide.

The 2019 IFLR national award presented to ASAR was for the "Most Innovative Law Firm of the Year" in Kuwait. The awards ceremony that was held on 16 October 2019 at the Burj Al-Arab hotel, Dubai, saw the attendance of partners and representatives from other leading GCC and international law firms.

Sam Habbas, Senior Partner at ASAR noted that: "This was another remarkable year for ASAR at the IFLR Awards Ceremony. Having received an IFLR national award for Kuwait for the 11th consecutive year is indeed a significant milestone. In addition, we were also fortunate enough to be nominated and recognized for our work in the IFLR M&A deal of the year. The receiving of this IFLR national award is a testament to the caliber and quality of our clients, the absolute level of trust that they have in our firm in handling their commercial transactions, and of course, because of the high level of skill, commitment and quality of service which our lawyers in both Kuwait and Bahrain consistently deliver to our clients. Of great significance, a key reason why we have also been able to achieve such great success with our work is because of the high quality and sophisticated corporate and commercial transactions work which Kuwait keeps on producing on a consistent basis. Our success is also underpinned by the ever-increasing level of sophistication of Kuwait as a jurisdiction and the high level of quality legal services being rendered by our fellow colleagues in Kuwait. As always, putting our clients first is a cornerstone principle of ASAR: their success is our success,



and we intend to keep it that way."

Ahmed Barakat - Managing Partner at ASAR noted that: "We are most delighted to have our senior partner, Sam Habbas, being recognized by the highly respected IFLR as the winner of the lifetime achievement award for 2019. This award is a highly selective one which underlines the influence that Sam Habbas has had on the development of Kuwait's legal services sector. Additionally, having our firm being again recognized by the IFLR as the most innovative firm in Kuwait emphasizes that our firm remains a leading player in advising on the most outstanding transactions in Kuwait forming the building blocks of the new Kuwait 2035 development plan. These awards also reflect our firm's commitment to provide our clients with service of the highest order so that we may cross the finishing line with them in successfully closing ground-breaking and innovative transactions. As always, we remain committed to provide cutting-edge legal counsel to our clients across all sectors in

Kuwait and Bahrain." With dedicated offices in Kuwait and Bahrain coupled with its associated offices and relationships, ASAR provides clients across an extensive range of industry sectors with comprehensive legal advice and support for their business activities in Kuwait, Bahrain, across the GCC and beyond.

The firm has been consistently rated as the leading corporate and commercial law firm in Kuwait by reputable legal guides such as the International Financial Law Review (IFLR), the Chambers Global Guide, and the Legal 500. In 2017, ASAR won the "IFLR M&A Deal of the Year Award" in relation to ASAR's role as Kuwait law counsel to Adepto AD Investments SPC Limited who acquired a 93.4% stake in Kuwait Food Company (Americana), and the "IFLR Restructuring Deal of the Year Award" in relation to ASAR's role in acting as Kuwait law counsel to the various creditors in respect to the restructuring of the debt of Adeem Investment and Wealth Management.