

Business

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Zain inks MoU with Dell Technologies

Agreement aims to deliver innovative cloud services



KUWAIT: Eaman Al-Roudhan, Mohammed Amin and executive management representatives from Zain and Dell Technologies during the signing of the MoU yesterday.

KUWAIT: Zain, the leading digital service provider in Kuwait, has signed a Memorandum of Understanding (MoU) with Dell Technologies that will enable the service operator to implement a variety of technological solutions that will benefit clients operating in Kuwait. The MoU aims to achieve heightened levels of productivity, efficiency and profitability for clients as Zain continues its digital transformation journey and further enhances its role as a key supporter of the New Kuwait Vision 2035.

The MoU signing ceremony, held at the Zain Innovation Center (ZINC) in the company's Shuwaikh headquarters, drew attendance from Eaman Al-Roudhan, Zain Kuwait's Chief Executive Officer; and Mohammed Amin, Senior Vice-President, Middle East, Russia, Africa and Turkey (MERAT) at Dell Technologies; as well as executive management representatives from both partners.

Eaman Al-Roudhan commented, "Dell Technologies offers a comprehensive suite of solutions that meet our requirements to provide quality offerings to our clients. This strategic alliance will help solidify our position as a leading active partner of the New Kuwait Vision 2035, further enabling us to set the foundation to capitalize on the abundant opportunities presented by digital transformation."

Mohammed Amin said, "Our partnership with Zain Kuwait reflects our shared ambitions to drive transformation in the region's telecom sector. By modernizing the IT infrastructure and implementing advanced technology solutions, organizations can break down silos to unlock new discoveries by building an environment conducive to innovation. We are therefore committed to dedicating time and expertise to support Zain Kuwait's vision of establishing a strong digital foundation, which will create lucrative opportunities for themselves and their customers."



Eaman Al-Roudhan and Mohammed Amin



Eaman Al-Roudhan (right) and Mohammed Amin sign the MoU.

- Agreement solidifies Zain's position as a leading active partner in Kuwait Vision 2035
- Zain becomes a Metal Partner for Dell Technologies in a bid to drive business coverage and go-to-market initiatives across its B2B and B2C platforms

As part of the agreement, Zain will imple-

ment a multi-cloud IT strategy to leverage a range of cloud-based services. Dell Technologies will also enable Zain to provide value-added cloud services to customers, who will be able to benefit from modern enterprise technologies such as

Infrastructure-as-a-Service, Platform-as-a-Service, workforce transformation, and more. Zain will also benefit from the seamless integration of a wide range of Dell Technologies' solutions with Zain's internal applications. This will not only unify user

data and facilitate accurate user profiling, but will also develop unique processes given the solutions' ability to create more focused and targeted reports and campaigns.

In addition, as market and consumer demands evolve, telcos today are implementing solutions that are easy to deploy and drive down infrastructure costs and complexity. Dell Technologies' Network Functions Virtualization (NFV) solutions enables Zain to access databases remotely in an intelligent, agile and secure fashion in a bid to further strengthen the service operator's network infrastructure.

UK travel giant Thomas Cook faces collapse

LONDON: Thomas Cook's 178-year existence was hanging by a thread yesterday after the iconic British travel firm struggled to find further private investment and is now relying on an unlikely government bailout. The operator said Friday that it needed £200 million (\$250 million) or else face administration, which could affect 600,000 holidaymakers and require Britain's largest repatriation since World War II.

A source close to the negotiations told AFP on Saturday that the company had failed to find the cash from private investors and would collapse unless the government intervened.

But ministers are unlikely to step in due to worries about the pioneering operator's longer-term viability, the Times reported on Saturday, leaving it on the brink. "We will know by tomorrow (Sunday) if agreement is reached," the source said.

The firm's shareholders and creditors were due to meet early yesterday, with a meeting of the board of directors to be held in the afternoon. The Transport Salaried Staffs Association, which represents workers at the company, called on the government to save the firm.

"The company must be rescued no matter what," said TSSA General Secretary, Manuel Cortes.

Shadow business secretary Rebecca Long Bailey called on the government to step in by "taking an equity stake to avoid this crisis". Foreign minister Dominic Raab promised tourists affected that they would not end up stuck abroad.

"I can reassure people that in the worst-case scenario, the contingency planning is there for people to avoid being stranded," he told BBC's Andrew Marr

Show. Two years ago, the collapse of Monarch Airlines prompted the British government to take emergency action to return 110,000 stranded passengers, costing taxpayers some £60 million on hiring planes.

The government at the time described it as Britain's "biggest-ever peacetime repatriation".

But holidaymakers were already reporting problems, with guests at a hotel in Tunisia owed money by Thomas Cook being asked for extra money before being allowed to leave, according to a tourist interviewed by AFP. "After an hour they left the hotel and are currently at the airport," said a spokesman for the Tunisian interior ministry.

The group's activities would cease immediately in the event of bankruptcy, forcing its travel agencies to close, grounding its planes and leaving the group's 22,000 global employees — 9,000 of whom are in Britain-out of a job. Chinese peer Fosun, which was already the biggest shareholder in Thomas Cook, agreed last month to inject £450 million into the busi-

ness as part of an initial £900 million rescue package. In return, the Hong Kong-listed conglomerate acquired a 75 percent stake in Thomas Cook's tour operating division and 25 percent of its airline unit.

Thomas Cook in May revealed that first-half losses widened on a major write-down, caused in part by Brexit uncertainty that delayed summer holiday bookings. The group, which has around 600 stores across the UK, has also come under pressure from fierce online competition.

Cabinet maker Thomas Cook created the travel firm in 1841 to carry temperance supporters by train between British cities. It soon began arranging foreign trips, being the first operator to take British travellers on escorted visits to Europe in 1855, to the United States in 1866 and on a round-the-world trips in 1872. The company was also a pioneer in introducing "circular note"-products that would later become traveller's cheques. It now has annual sales of £9 billion, serving 19 million customers in 16 countries. — AFP