



## Asset Management Solution

GULF WAREHOUSING COMPANY Q.P.S.C  
info@gwclogistics.com | www.gwclogistics.com  
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# Concept Context 1/2: Asset Management

**Summary utilization:** An Asset Management System (AMS) is a comprehensive solution designed to track, manage, and optimize the lifecycle of an organization's physical and digital assets. It integrates technology, processes, and practices to provide visibility, control, and efficiency in managing assets across various industries. These systems are vital for organizations seeking to maintain operational efficiency, minimize costs, and ensure regulatory compliance

## KEY ATTRIBUTES : SET 1 - ASSET MANAGEMENT

### **Asset Information Management:**

Maintain detailed records of all assets, including specifications, location, status, and ownership, ensuring accurate and up-to-date information.

### **Asset Reservation System:**

Streamline operations by allowing users to reserve assets as needed, ensuring availability and preventing scheduling conflicts.

### **Check-In/Check-Out System:**

Efficiently manage the allocation and return of assets to users or departments, reducing misplacement and unauthorized usage.

### **Asset Disposal Management:**

Handle the disposal process of assets systematically, ensuring proper documentation and compliance with organizational policies.

### **Depreciation Calculations:**

Automate depreciation calculations to maintain accurate financial records and assess asset value over time.

### **IT Agent-Based Discovery:**

Automatically scan and capture hardware and software details of all your IT endpoints, providing comprehensive visibility into IT assets.

### **Capital Work in Progress (CWIP):**

Track vendor invoices and merge or split different invoices to create assets, facilitating effective capital expenditure management.

### **QR, Barcode and RFID Label Designer**

Customize and generate QR codes and barcodes for assets, facilitating quick identification and tracking.

### **RFID Fixed Readers:**

Track and identify RFID tags on items using fixed RFID readers, enabling continuous monitoring of asset movements.

### **GPS Monitoring:**

Implement real-time tracking of assets and fleet using GPS devices, enhancing visibility and security of mobile assets.

### **Interactive Floor Plans:**

Navigate and manage assets effortlessly with interactive digital floor plans, providing a visual representation of asset locations within facilities.



# Concept Context 2/2: Asset Management

## KEY ATTRIBUTES - SET 2: INVENTORY MANAGEMENT

**Stock Level Monitoring:** Track inventory levels in real-time, receiving notifications when stock falls below predefined thresholds to prevent stockouts.

**Inventory Categorization:** Organize inventory items into categories for easier management and retrieval.

**Automated Reordering:** Set up automatic reordering based on predefined stock levels to maintain optimal inventory.

## KEY ATTRIBUTES - SET 3: AUDIT MANAGEMENT:

**Inventory Audits:** Conduct regular audits to ensure inventory accuracy and compliance.

**Barcode/QR Code Integration:** Utilize barcodes or QR codes for efficient inventory tracking and management.

## KEY ATTRIBUTES - SET 4: PURCHASE MANAGEMENT:

**Purchase Requisitions:** Facilitate the creation and approval of purchase requests for assets and inventory items.

**Purchase Order Management:** Generate and manage purchase orders, including tracking order status and deliveries.

**Vendor Management:** Maintain a database of vendors, including contact information and purchase history.

**Budget Tracking:** Monitor expenditures against budgets to control costs.

**Approval Workflows:** Implement multi-level approval processes for purchase orders to ensure compliance.

## KEY ATTRIBUTES - SET 5: SCHEDULES AND MAINTENANCE

**Preventive Maintenance Scheduling:** Plan and schedule routine maintenance tasks to prevent unexpected breakdowns and extend asset lifespan.

**Maintenance Tracking:** Monitor maintenance activities, including costs and time spent, to optimize maintenance operations.

**Maintenance Alerts:** Receive notifications for upcoming maintenance tasks to ensure timely execution.

**Maintenance History Logs:** Access detailed logs of past maintenance activities for reference and analysis.

**Mobile Maintenance Management:** Manage maintenance tasks on the go using mobile applications.

## KEY ATTRIBUTES - SET 6: HELP DESK AND BREAKDOWN MANAGEMENT

**Incident Reporting:** Enable users to report asset-related incidents or breakdowns promptly.

**Ticketing System:** Manage and track reported issues through a structured ticketing system, ensuring timely resolution.

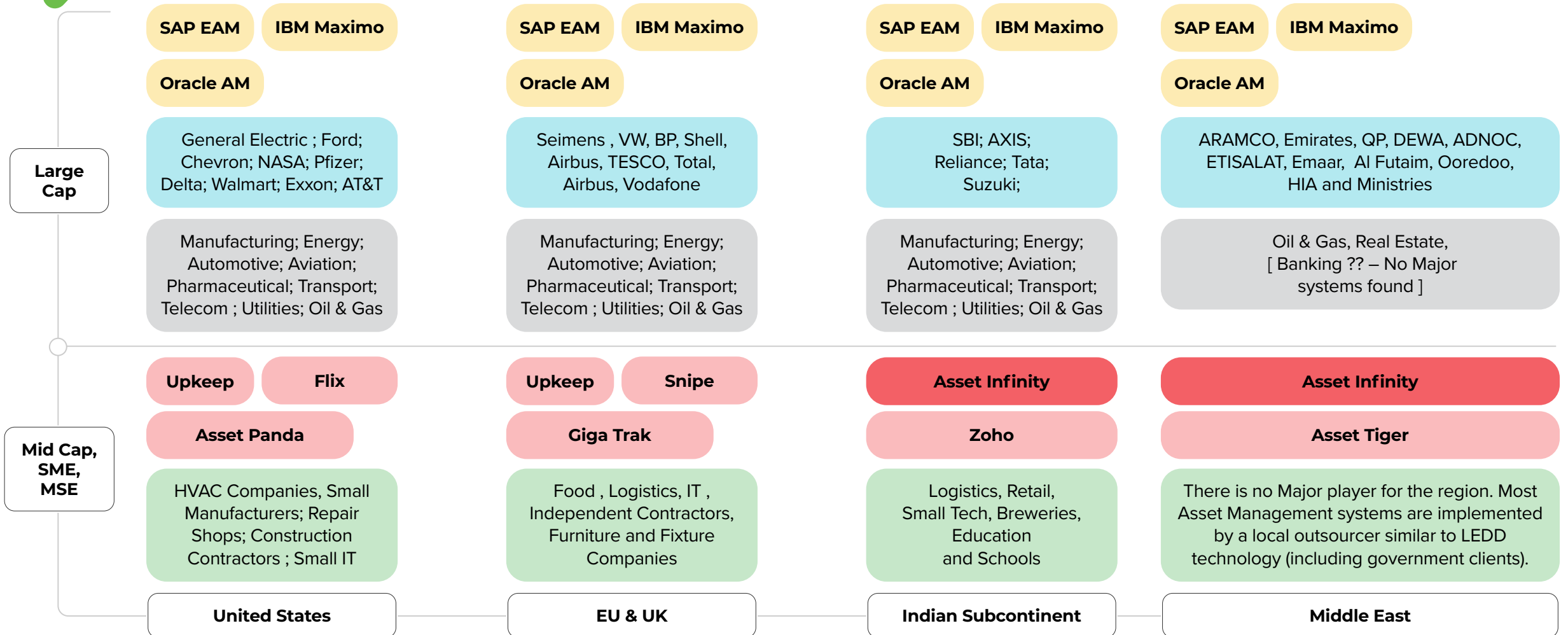
**Incident Resolution Tracking:** Monitor the status of reported incidents from initiation to resolution.

**Automated Incident Assignment:** Automatically assign incidents to appropriate personnel based on predefined criteria.

**Incident Analytics:** Analyze incident data to identify patterns and areas for improvement.



# Value Proposition 1/5: Landscape of Asset Management



## Key Take Away Note 1:

The working Hypothesis is that there are no major trusted brands serving an asset management solution in the region. GWC with minimal sales efforts has been able to sell Asset Infinity to 25 Clients over the past year. There is no Local trusted source to facilitate this service in the region.





# Value Proposition 3/5: Proposed Product [1/3]

**Backend:** Python (FastAPI) for scalable APIs and RFID integrations.

**Frontend:** React.js for dynamic, user-friendly web interfaces.

**Database:** PostgreSQL for robust and secure data management.

**Mobile:** React Native/Flutter for cross-platform mobile apps.

**AI/ML Tools:** Tools such as TensorFlow or PyTorch for predictive analytics.

The solution employs a cloud-based architecture with containerized microservices using Docker and Kubernetes. This ensures high availability, scalability, and optimal performance across enterprise deployments.

## Phase 1: Core Features to Market / November 2025

RFID-Based Asset Tracking: Real-time tracking of assets across multiple locations.

- **Asset Registration:** Streamlined onboarding with RFID tag assignments and metadata storage.
- **Basic Reporting:** Generate reports on asset utilization, inventory levels, and status.
- **Role-Based Access Control:** Secure system access for different user roles.
- **Mobile Application:** RFID scanning, geo-tagging, and on-the-go asset updates.

## Phase 2: Core Features to Market / November 2026

**AI-Powered / PALANTIR Predictive Maintenance:** Leverage AI models to forecast potential asset failures.

- **Heatmaps and Analytics:** Visual insights into asset usage and lifecycle trends.
- **Anti-Theft System:** Geo-fencing and alerts for unauthorized movements.
- **ERP and IoT Integration:** Seamless connectivity with existing systems.
- **Maintenance Scheduling:** Alerts for upcoming and overdue maintenance tasks.

## Service Focus

**Cost Savings:** Reduce asset loss, downtime, and maintenance expenses.

**Efficiency Gains:** Automate tracking, scheduling, and reporting processes.

**Enhanced Decision-Making:** Utilize AI-driven analytics for better resource allocation.

**Improved Security:** Prevent theft and unauthorized asset movement with advanced RFID alerts.



# Comparative Feature Matrix

Feature Category	IBM Maximo	SAP Facility Management	UpKeep Facility Management	Asset Infinity	AssetWorks EAM	JV Proposed Product
Core Asset Management	Comprehensive lifecycle management, predictive maintenance. ✓	Strong ERP integration and workflows. ✓	Limited lifecycle tracking; lacks advanced predictive maintenance. ✗	Basic tracking and maintenance; lacks advanced capabilities. ✗	Advanced lifecycle tracking and maintenance features. ✓	Real-time tracking, AI-driven insights, and AR/VR support. ✓
Inventory Management	Real-time inventory optimization and reorder alerts. ✓	Integrated procurement workflows with ERP. ✓	Basic inventory tracking without optimization tools. ✗	Limited tracking with no advanced inventory features. ✗	Tailored inventory optimization for fleets and facilities. ✓	AI-enhanced inventory optimization with predictive stock replenishment. ✓
Predictive Maintenance	Advanced AI-based predictive tools for failure detection. ✓	Predictive tools integrated with SAP HANA analytics. ✓	Basic predictive capabilities; lacks AI/ML integration. ✗	Minimal predictive maintenance capabilities. ✗	Predictive analytics for fleets and facilities. ✓	Cutting-edge AI/ML models for real-time predictive insights and scheduling. ✓
Workforce Management	Resource scheduling and skills tracking for teams. ✓	Workforce management tied to payroll and tasks. ✓	Limited tracking for small teams; lacks advanced scheduling. ✗	Basic task assignment and monitoring. ✗	Fleet-specific workforce optimization tools. ✓	AI-driven workforce planning, safety monitoring, and real-time task allocation. ✓
IoT and Sensor Integration	Extensive IoT support for condition monitoring. ✓	IoT support for energy and asset tracking. ✓	Limited IoT capabilities; basic tracking only. ✗	Basic IoT sensor integrations. ✗	IoT-enabled fleet and facility monitoring. ✓	Comprehensive IoT integration for environmental alerts and predictive condition monitoring. ✓
Scalability	Highly scalable for diverse industries and large organizations. ✓	Scalable within SAP ecosystem; suited for enterprises. ✓	Limited scalability; not ideal for large deployments. ✗	Moderate scalability; suited for mid-sized businesses only. ✗	Scalable for enterprise-level fleet and facility management. ✓	Modular and scalable for SMEs and enterprises with dynamic deployment options. ✓
Mobile Access	Fully-featured mobile app with offline capabilities. ✓	Mobile access via SAP apps; requires licensing. ✓	Strong mobile-first design for SMEs; includes offline support. ✓	Basic mobile app with limited functionality. ✗	Mobile-friendly app for fleet operations and inspections. ✓	Fully optimized mobile app with AR/VR features, offline mode, and real-time updates. ✓
Integration Capabilities	Seamless integration with ERP, CRM, and IoT platforms. ✓	Deep integration with SAP ecosystem and third-party tools. ✓	Limited integration options; lacks robust API support. ✗	Basic integration with ERP and accounting tools. ✗	Strong ERP and GIS integration capabilities. ✓	Open APIs for seamless integration with ERP, CRM, IoT, and custom apps. ✓



# Industry Wise – Target Customers( Qatar, UAE, Saudi and Oman)

INDUSTRIES	MARKET POTENTIAL
OIL AND GAS	625
MANUFACTURING	965
HEALTHCARE	560
TRANSPORTATION AND LOGISTICS	620
UTILITIES AND ENERGY	210
AVIATION	72
REAL ESTATE AND FACILITY MANAGEMENT	1,025
RETAIL AND WAREHOUSING	1,650
CONSTRUCTION	1,425
MINING	115
EDUCATION	860
GOVERNMENT AND MINISTRIES	155
HOSPITALITY	1,475



# Qatar Initial Target List – New Customers

ENTITY/COMPANY/MINISTRY	SUBSIDIARY	SECTORS
DEPUTY PRIME MINISTER AND MINISTER OF STATE FOR DEFENSE AFFAIRS	ARMED FORCES GENERAL COMMAND	GOVT
DEPUTY PRIME MINISTER AND MINISTER OF STATE FOR DEFENSE AFFAIRS	QATAR NAVY	GOVT
DEPUTY PRIME MINISTER AND MINISTER OF STATE FOR DEFENSE AFFAIRS	QATAR AIR FORCE	GOVT
DEPUTY PRIME MINISTER AND MINISTER OF STATE FOR DEFENSE AFFAIRS	QATAR LAND FORCES	GOVT
MINISTER OF INTERIOR	CIVIL DEFENCE, COAST GUARD	GOVT
MINISTER OF FINANCE	CUSTOMS AUTHORITY	GOVT
MINISTER OF LABOUR	LABOUR INSPECTION DEPARTMENT	GOVT
MINISTER OF MUNICIPALITY	WASTE MANAGEMENT DEPARTMENT	GOVT
MINISTER OF TRANSPORT	QATAR RAIL	GOVT
MINISTER OF TRANSPORT	HAMAD PORT	GOVT
MINISTER OF TRANSPORT	CIVIL AVIATION AUTHORITY	GOVT
MINISTER OF SPORTS AND YOUTH	ASPIRE ACADEMY	GOVT
MINISTER OF CULTURE	QATAR MUSEUMS AUTHORITY	GOVT
QATAR ENERGY	QATAR CHEMICAL COMPANY (Q-CHEM)	GOVT
QATAR OLYMPIC COMMITTEE	QATAR BASKETBALL FEDERATION	GOVT



ENTITY/COMPANY/MINISTRY	SUBSIDIARY	SECTORS
QATAR OLYMPIC COMMITTEE	QATAR FOOTBALL ASSOCIATION	GOVT
QATAR OLYMPIC COMMITTEE	QATAR SHOOTING & ARCHERY ASSOCIATION	GOVT
QATAR OLYMPIC COMMITTEE	QATAR TABLE TENNIS ASSOCIATION	GOVT
QATAR OLYMPIC COMMITTEE	QATAR TENNIS, SQUASH & BADMINTON FEDERATION	GOVT
QATAR FOUNDATION	QATAR NATIONAL LIBRARY (QNL)	GOVT
QATAR FOUNDATION	MSHEIREB PROPERTIES	GOVT
QATAR FOUNDATION	QATAR NATIONAL CONVENTION CENTRE (QNCC)	GOVT
QATAR BANKS	QATAR NATIONAL BANK (QNB)	FINANCE
QATAR BANKS	QATAR ISLAMIC BANK (QIB)	FINANCE
QATAR BANKS	COMMERCIAL BANK OF QATAR	FINANCE
QATAR BANKS	MASRAF AL RAYAN	FINANCE
QATAR BANKS	DUKHAN BANK	FINANCE
QATAR REAL ESTATE	AL ASMAKH REAL ESTATE DEVELOPMENT	REAL ESTATE
QATAR REAL ESTATE	ALFARDAN PROPERTIES	REAL ESTATE
QATAR REAL ESTATE	CAPSTONE PROPERTY	REAL ESTATE
QATAR REAL ESTATE	QATARI DIAR REAL ESTATE COMPANY	REAL ESTATE
QATAR HOSPITALS	DOHA CLINIC HOSPITAL	HEALTHCARE
QATAR HOSPITALS	AL EMADI HOSPITAL CLINICS	HEALTHCARE



# Saudi Initial Target List

ENTITY/COMPANY/MINISTRY	SUBSIDIARY	SECTORS
MINISTRY OF INTERIOR SAUDI	KING FAHD SECURITY COLLEGE	GOVT
MINISTRY OF INTERIOR SAUDI	GENERAL DEPARTMENT OF MEDICAL SERVICES	GOVT
MINISTY OF SPORTS	SAUDI ARABIAN TENNIS FEDERATION	SPORTS
MINISTY OF SPORTS	SAUDI ARABIAN TABLE TENNIS FEDERATION	SPORTS
MINISTY OF SPORTS	SAUDI ARABIAN BADMINTON FEDERATION	SPORTS
MINISTY OF SPORTS	SAUDI ARABIAN WEIGHTLIFTING FEDERATION	SPORTS
MINISTY OF SPORTS	SAUDI ARABIAN SWIMMING FEDERATION	SPORTS
MINISTY OF SPORTS	SAUDI ARABIAN GYMNASTICS FEDERATION	SPORTS
MINISTY OF SPORTS	SAUDI ARABIAN EQUESTRIAN FEDERATION	SPORTS
MINISTY OF SPORTS	SAUDI ARABIAN SHOOTING FEDERATION	SPORTS
MINISTY OF SPORTS	SAUDI ARABIAN GOLF FEDERATION	SPORTS
MINISTY OF SPORTS	SAUDI ARABIAN CRICKET FEDERATION	SPORTS
MINISTY OF SPORTS	SAUDI ARABIAN RUGBY FEDERATION	SPORTS
MINISTY OF SPORTS	SAUDI ARABIAN HOCKEY FEDERATION	SPORTS

ENTITY/COMPANY/MINISTRY	SUBSIDIARY	SECTORS
MINISTY OF EDUCATION	KING SAUD UNIVERSITY	EDUCATION
MINISTY OF EDUCATION	KING ABDULAZIZ UNIVERSITY	EDUCATION
MINISTY OF EDUCATION	KING FAHD UNIVERSITY OF PETROLEUM AND MINERALS	EDUCATION
MINISTY OF EDUCATION	IMAM MUHAMMAD BIN SAUD ISLAMIC UNIVERSITY	EDUCATION
MINISTY OF EDUCATION	KING FAISAL UNIVERSITY	EDUCATION
MINISTY OF EDUCATION	UMM AL-QURA UNIVERSITY	EDUCATION
MINISTY OF EDUCATION	KING KHALID UNIVERSITY	EDUCATION
MINISTY OF EDUCATION	QASSIM UNIVERSITY	EDUCATION
MINISTY OF EDUCATION	TAIBAH UNIVERSITY	EDUCATION
MINISTY OF EDUCATION	JAZAN UNIVERSITY	EDUCATION
MINISTY OF EDUCATION	UNIVERSITY OF HAIL	EDUCATION
MINISTY OF EDUCATION	AL BAHA UNIVERSITY	EDUCATION
MINISTY OF EDUCATION	NAJRAN UNIVERSITY	EDUCATION
MINISTY OF EDUCATION	UNIVERSITY OF TABUK	EDUCATION
MINISTY OF EDUCATION	PRINCESS NORA BINT ABDUL RAHMAN UNIVERSITY	EDUCATION
MINISTY OF EDUCATION	PRINCE SULTAN UNIVERSITY	EDUCATION
MINISTY OF EDUCATION	AL YAMAMAH UNIVERSITY	EDUCATION
MINISTY OF EDUCATION	DAR AL ULOOM UNIVERSITY	EDUCATION



# We Always Deliver

Qatar's N° 1 marine, shipping, logistics and supply chain solutions provider

Dedicated to delivering shipping, logistics and marine services since 2004

Committed to excellence and innovation

Building long-term and sustainable partner relationships

Leveraging global network for success

People first mentality. Our experienced and motivated employees always go the extra mile



## THANK YOU