



**CONTINENTAL COOLING CO. (W.L.L.)**

IT Division - Terabytes

### 1.0. TERABYTES- THE ORGANISATION:

Terabytes is a division of Continental Cooling Co. W.L.L., having its base in Doha-Qatar to serve the *IT* requirements in the state of Qatar. We have our back office in Kochi and our branches in U.S. & U.K.

As stated, Terabytes is a division of the well known Continental Cooling Co. W.L.L. as their venture into the sophisticated and highly technology intensive field of information management. Terabytes is focused entirely on the *IT* needs of major industrial and commercial potentials of Qatar.

Our mission, vision, goal and objective are entirely dedicated towards a quality customer orientation and service.

### 2.0. TERABYTES APPROACH TO MARKET:

The philosophy behind every strategy and decision is to meet and exceed customer expectations by addressing his specific requirements whenever and wherever necessary to tailor the offering to his environment.

Terabytes Qatar endeavors to be Quality IT Brand Name and a leader of information technology Market in Qatar and regionally; this is our vision and goal. The same is not possible without the trust and patronage of our customers.

Terabytes believes that the future of the information technology lies in an integrated solution driven approach to computing and communication hence on the best interest of our customers, we have adopted to offer products and services aimed at enterprise wide integration.

### 3.0. TOTAL CONCEPT

Today's world economy is driving the market towards a structured flexible organization, adaptation of high technology and firm commitment to automated systems to meet the challenge of right sizing.

For an automation system to be effective it must reflect the culture and structure of the organization, therefore it is important to respect the established culture and value system



while at the same time adapting and developing procedures so as to ensure meeting the objectives. An automation system must be able to grow with the company and cater for future technological advancements and evolutions.

#### 4.0. INFORMATION & ORGANISATION:

Information technology with enterprise wide objectives has grown from the generic ERP to the new era of CRM & “E” forms of applications and concepts, which deliver products and services to clients at their best. There is a rapid movement towards utilizing management information systems to integrate different isolated resources and to form a one consolidated source of data to be utilized in the forms of data mining and data warehousing which are very strong analytic tools for Business Management, Enhancement and contribute to organization growth.

We believe the architecture of systems should clearly reflect both organizational and operational needs. Through the use of industry standard technologies, organizations can integrate existing systems and insure protection of investments. In today’s world, technology exists as a tool to provide the information needed “How / When” for effective decision-making.

#### 4.1. INTEGRATED INFORMATION SOLUTIONS:

Terabytes as the leading IT Solution provider & a part of the **Continental Cooling Co. W.L.L.** focuses on empowering businesses with cutting-edge technology solutions. With over 10 years of experience in providing technology solutions to organizations in a diversity of verticals, Terabytes is focused on delivering high-quality products and services in many critical domains including technology solutions implementation, customized application development, hardware infrastructure, product deployment/professional training, networking & security solutions and IT consultancy. Terabytes’s core solutions and services also include Information (Document and data) lifecycle management, Systems Management, Engineering / Project Management solutions, Networking / Security Solutions / access control solutions, Control Rooms.

Terabyte’s vast experience ensures that all their customers benefit from adopting the best practices approach, to deliver a distinct edge to our customers in today’s competitive and technology driven business scenario. Terabytes understand that businesses must exploit the opportunities offered by evolving technologies to stay on top. With this focus on empowering businesses with technology, Terabytes have delivered solutions to a diversity of implementation environments



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CORE COMPETENCIES ARE:

- ✓ BUSINESS LAPTOPS(TOSHIBA/HP/IBM-LENOVO/DELL)
- ✓ SERVERS(HP, IBM& DELL)
- ✓ MULTIMEDIAPROJECTORS  
(Toshiba/Sony/Sharp/Dell/Hitachi/Optoma/Infocus/Mitsubishi/NEC,Panasonic,3M)
- ✓ LCD MONITORS (SAMSUNG,BENQ,Dell,HP,IBM-Lenovo)
- ✓ PABX SYSTEMS (NORTAL,PANASONIC & MITAL)
- ✓ ANTIVIRUS (SYMANTEC/MACAFEE/TREND MICRO)
- ✓ HP PLOTTERS /PRINTERS/SCANNERS
- ✓ IOMEGA NAS SERVER & OTHER PRODUCTS
- ✓ PROJECTOR SCREENS(DA-LITE & DRAPPER)
- ✓ SWITCHES (CISCO, HP , 3Com ,D-LINK ,LINKSYS)
- ✓ UPS (APC UPS & PA Mate)
- ✓ ERP Solutions
- ✓ Varied Customized Software Solutions
- ✓ Portals and Enterprise Content Management
- ✓ Graphic Designing (corporate kit development)
- ✓ Networking Infrastructure Solutions
- ✓ Engineering CAD Solutions: AutoCAD / 3 D Studio etc

And many more .....

4.2. PRESENT IT SCENARIO:

Today's IT scenario is radical with quantum leaps in technology. We have seen the Old coming back with new concepts and new technologies which are based on old concepts. All ever changing but with One ever constant Objective "Best Way to Serve Clients"

Moving from Centralized to Decentralized, Two Tier to Three Tier, Interconnect to Virtual connectivity, Distributed to Consolidated, Intranet to Extranet so on and so forth.

Terabytes recognized this trend and had quickly equipped and adapt itself to suitably serve and provide our clients with a head start to an advantageous position through an offering of heterogeneous integrated solutions, networking products & services. This strategy redeems our clients focused approach.





### 5.0. TERABYTES PARTNERSHIP:

Terabytes believes in being a partner in the growth of our clients rather than being a supplier or a vendor. We believe in a long-term relationship than a short-term approach. We invest for and with our clients.

### 6.0. TERABYTES ACTIVITIES & PRODUCTS:

Terabytes as an organization has been structured to address the entire concept as mentioned above.

In our efforts to keep our focus on our clients, we continue to develop and enhance our knowledge and strive to insure we continue to transfer knowledge to our clients. Our solutions in Total Information Systems are sophisticated enough to support the customer in building effective computing and decision support systems for mission critical applications.

### 7.0 TERABYTES COMMITMENT:

Our commitment to Excellence is reflected at all levels of Terabytes activities:

- *In the solid customer relationship we have built over the years*
- *In the quality of our product and service offerings*
- *In the long lasting relationship with our suppliers*
- *In our people and their dedication to quality*

Through its association with the best manufacturers in the industry and due to the care TERABYTES took to meet the specific market needs, along with the excellence of its services.



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**8.0 VALUABLE CLIENTS:**

We have been able to provide service and support to the following prestigious companies/organizations:

Gulf Contracting Co W.L.L, AL WAAB CITY W.L.L, Doha Petroleum Construction Company(DOPET), AL Balagh Trading & Contracting Co W.L.L, RASGIRTAS Power Company, CAPE EAST W.L.L, Ammico Contracting Co W.L.L, Doha Petroleum Development Company(Japan) LTD, Shaqab Abela Catering Company, QATAR COOL, METITO, KBF Trading Company, ALTEC, Qatar Readymix, Consolidated Gulf Company, AL Jaber & Partners, Nabina Trading Company, J&P, Conspel Qatar, Medgulf Constructions, HBK Contracting, AL Jassim Group etc..

----For More Information Please Contact----



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**TERABYTES (A Division of Continental Cooling Co W.L.L)**

**Al Jabor Holdings Bldg-**

**1st Floor, C-Ring Road**

**P.O.Box 8371, Doha, State of Qatar**

**Tel (974) 4318311 / 2, Fax (974) 4318313**

**Internet site [www.terabytesfirm.com](http://www.terabytesfirm.com)**

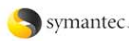
**For more information: [ginoy@terabytesfirm.com](mailto:ginoy@terabytesfirm.com)**

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PRIMAVERA

TREND  
MICRO

3M