

TELEWAY

INSPIRATION FOR INNOVATION

COMPANY PROFILE 2024/25

TELEWAY is adopting the philosophy of combining the telecom and the technology partnership with the service providers in order to propose the full service to customers.



teleway



@telewayco



telewayco

WHO WE ARE



TELEWAY is adopting the philosophy of combining the telecom and the technology partnership with the service providers in order to propose the full service to customers.

Our journey began in 2005, we evolved from pioneers in providing telecom operator services to individual clients to become expert system integrators, providing end-to-end fiber optics network and landline in various regions in the Kingdom of Saudi Arabia and we believe that there is no substitute for human capital, so our highly qualified, experienced, and dedicated teams are the driving force behind the transformation from a strategic vision, it was launched from Riyadh city, into a company with more than 350 employees, with branches in Jeddah, Abha, Khamis Mushait, Madina and Al Khobar and we look forward to spreading our services to other cities in the Kingdom of Saudi Arabia.

FOUNDER & CEO MESSAGE



DR. AHMED SAEED BIN FNAIS

Founder & CEO

After spending the past 19 years with Telecom Business, I feel very privileged to be writing this message as the Founder and Chief Executive Officer. This is a special time in our company's history as we celebrate the 19-year anniversary.

We began our journey on Jan 1, 2005, and I have spent the past decade continuing to build our company, which has now become synonymous with our commitment in helping our clients share knowledge and create innovation. As a company, we have seen much change over the past 19 years. We have our workforce and have embraced diversity and gender balance. We have become the leading provider of working force based solutions in the Kingdom of Saudi Arabia. We have expanded our presence in different regions of the Kingdom of Saudi Arabia. It is also important to note what has not changed in TELEWAY, namely our commitments to provide exceptional customer service and to live our core values. Looking ahead, we are focused on accelerating our growth. I am incredibly excited about this journey and truly believe the best of TELEWAY is yet to come.



Establish a strong foundation of trust is key

with our Employees, Partners and most importantly our Customers.

OUR VISION



The digital era we now operate in, is transforming our day-to-day lives, our behavior and our interaction with our environment. In this hyper-connected world, we all experience the digital transition in our own way, according to our preferences and possibilities. To be positive, this revolution must include everyone, but also adapt to every person's aspirations and essentials. This is how it will become a human revolution, grounded in everyday life.

OUR VALUES



Integrity

We make responsible decisions based on professional standards.

Innovation

We encourage thoughtful, creative and inspirational ideas.

Teamwork

We build better when we work together.

Growth

We develop professionally through expanding our capabilities with innovative training.

Accountability

We empower each other to take ownership of our actions.

OUR MISSION



- Devices to provide network services.
- Installation and maintenance for fiber.
- Sales and marketing communication Products Managed Services.
- Number one Telecom partner, for all operators in all segments.
- To enhance the internet of things awareness to our clients and partners.

TELEWAY STRENGTH



FINANCIAL STABILITY

TELEWAY has sound Financial stability and capacity to capitalize any business opportunity.



SKILLED AND EXPERIENCED

TELEWAY has highly skilled and experienced staff to manage and maximize sales.



AGGRESSIVE MARKET PENETRATION

TELEWAY aggressive market penetration strategy gives a competitive edge over other distributors.



HEAD OFFICES AND WAREHOUSES

Some more factors which add to TELEWAY strengths are:

- Regional Head offices
- Regional Warehouses



STAFF SKILLS

- In TELEWAY we are committed to enhancing the capabilities of our employees, and we are keen to enhance their scientific and practical skills.
- We are looking to hire the best Saudi candidates who have the telecom experience, to train and qualify the Saudi calibers.
- TELEWAY believes in investing in its staff and push them to have more training in IoT (Internet Of Things) and to understand the relation between telecom and IoT concept.

CLIENTS RELATIONSHIP



- The ground of our successful growth is the long-term relationship we build with our clients throughout the project lifecycle and subsequently.
- We set our customers' goals as ours and act accordingly aiming to enhance our customers business and profitability as well as market leadership.
- We keep monitoring our team performance and we keep developing the corporation environment with our clients in order to fulfill the client's requirements. We keep track the issues popped and log them in a professional way in order to be resolved efficiently.
- TELEWAY works as a business partner enabling its clients to select the right level of support, from simple advice up to a turnkey service that allows them to concentrate on developing their core business.
- We help our clients' to plan their solutions with quality and performance to meet their long-term business goals. We also help in planning end-user services and the systems to support them, by providing our clients with differentiation in the market place.



There will be challenges to technology adoption.

TELEWAY will be there every step of the way.

BUSINESS CHANNELS



We as Teleway partnering with the main telecom operators in Saudi Arabia to resale their products through our professional sales team who are working all regions of the Kingdom of Saudi Arabia.

DISTRIBUTION ARMS



We believe in TELEWAY that distribution is the power of the existence of any product, so we are working on building a professional distribution team capable on any product or any project.

We have now a huge sales team working in different projects, and technical team working in installation and maintenance with the main operators, our sales team more than 250 agents, and more than 100 technical professionals, equipped and provided with cars and pickups.

OUR PARTNERS





Quality industry solutions you can count on.



OUR PROJECTS



TELECOM ACADEMY - NATS



FIBER TO THE HOME - FTTH



CORPORATE SALES



TELECOM TOWERS



DIRECT SALES



FINANCIAL SOLUTIONS

TELECOM ACADEMY - NATS



الأكاديمية الوطنية للاتصالات والخدمات
National Academy for Telecom and Services

His Royal Highness Prince Saud bin Talal bin Badr, Governor of Al-Ahsa, signed the agreement with **Founder & CEO Dr. Ahmed Saeed Bin Fnais** to establish specialized academies and training related to the employment of national cadres in specific specializations required by the labor market, including the signing of a memorandum of understanding between the Teleway Communications Company; To establish an academy in the communications and information technology sector, an agreement for the exchange of experiences, information and data in related fields and the design and development of specialized and advanced curricula between the Colleges of Excellence and the Gulf Laboratory JCC.

The annual meeting of the facilities of the National Center for Strategic Partnerships, which is organized by the Technical and Vocational Training Corporation represented by the Colleges of Excellence and the National Center for Strategic Partnerships, which is held at the National Institute for Industrial Training "NITI" in Al-Ahsa in the presence of His Excellency the Governor of the Foundation, **Dr. Ahmed bin Fahd Al-Fuhaid**.

The Teleway is the pioneering in the areas of training and developing knowledge and technical skills for the Saudi workforce for the purpose of saudization and providing academic and training programs of comprehensive quality in the fields of Communications, Information Technology and related professions.

CORPORATE SALES • SYSTEM INTEGRATION



TELEWAY account managers successfully earned trust of clients, especially corporate sales companies by dedication and hard work to solve emerged incidents in the most difficult environmental conditions is becoming the key of our success.

 ENTERPRISE NETWORK SOLUTIONS	 IoT SOLUTIONS
 ENTERPRISE WIRELESS SOLUTIONS	 SMART SOLUTIONS
 IT SECURITY SOLUTIONS	 CONTROL & MANAGEMENT CENTERS SOLUTION
 PHYSICAL SECURITY SOLUTIONS	 STRUCTURED CABLING SOLUTIONS
 DATA CENTER & CLOUD SOLUTIONS	 OSP
 AUDIOVISUAL SOLUTIONS	

ENTERPRISE WIRELESS SOLUTIONS

Now users have the flexibility to roam around the building have constant access to the gears required to do their jobs. To take advantage of this freedom, organizations are using both wireless networks and remote access solutions to stay in touch with co-workers, customers, and partners. TELEWAY Enterprise Wireless Solutions portfolio contains the industries latest technologies and solutions. We provide, Point to Point, Point to Multi-Point, Locations Based Service, Monitoring Sensors wireless solutions to extend network. Our enterprise wireless solutions to meet seamless integration of reliable, scalable and secure, WLAN with existing wired infrastructures of any size, delivering seamless mobility and nonstop wireless availability.



INDOOR WIRELESS	OUTDOOR WIRELESS	RFID & LBS	BYOD & MDM
In-Building Wireless Coverage Wi-Fi and LTE	• Point to Point • Point to Multipoint • Mesh Network • License Microwave • Public Area coverage	• Location based Services • Asset Tracking & Management • Temperature Monitoring & Sensing • Safety & Security	• Secure Access • Device Profile • Guest Management • Corporate Acceptance Policy • Mobile Device Management

IT SECURITY SOLUTIONS

At TELEWAY, we prioritise security while organisations focus on their business objectives. Our Assess–Identify–Respond approach provides comprehensive security solutions and a holistic view of your organisation’s security ecosystem. TELEWAY’s experts have a fair share of industry and domain expertise, which helps understand your organisation’s business and needs. As a result, we not only recommend and manage a company’s security controls but also help accelerate innovation, transformation and growth.



NETWORK	APPS & DATA	USER & ENDPOINT	GRC
• Firewall • IDS/IPS • Admission Control • Secure DNS • Load Balancer • Data Leak Prevention • APT • DDoS Mitigation	• SIEM • Web App Firewall • Web Filter & Proxy • Email Security • Application Whitelisting • Data Classification • File Integrity Management • Encryption	• Identity & Access • 2 Factor Authentication • Anti Virus • Host IPS • Anti Malware • Logging • Mobile Device Management • BYOD	• Policy & Procedures • Audit • Vulnerability Management • Penetration Testing • Source Code Review • Incident Handling • Forensics • Awareness Programs

PHYSICAL SECURITY SOLUTIONS

TELEWAY is a globally trusted integrated perimeter security solutions provider, offering a range of intrusion detection technologies that mitigate risk to critical infrastructure and high value assets. Our video surveillance solutions can be customized to meet your every need – from keeping people and property safe to meeting compliance regulations, and making businesses more productive and efficient.

Our team has extensive experience navigating the unique regulatory and design considerations within the sectors we serve to deliver customized, high-performance solutions to address your complex site protection challenges.



HARDWARE	SOFTWARE	APPLICATION	SERVICES
• CCTV • Access Control • RFID • Gate Barrier	Physical Security Information Management (PSIM)	• Cloud-based Solutions • PSIM Integration • Intelligent Analytics	• Public Alerts • Security Consulting • Remote Management Services • Video Surveillance as a Service (VSaaS)

DATA CENTER & CLOUD SOLUTIONS

Businesses have a choice to make when it comes to data control and system flexibility. With Data Centres and the Cloud offering highly technical answers to fundamental business questions, TELEWAY has the solution for you. For control over access, security, and flexibility to suit your business needs, we'll help you decide between Cloud and Data Centres.

1

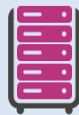
AUTOMATION SELF SERVICE WORKSPACE CORE INFRASTRUCTURE SOLUTIONS



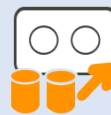
Network



Storage



Converged / Hyper
Converged
Infrastructure



Backup &
Recovery



ADC

2

WORKLOAD INFRASTRUCTURE SOLUTIONS



Desktop / App
Virtualization



Exchange / HIS /
HCM...etc.

3

DATA CENTER TRANSFORMATION



Virtualization
and Cloud



Center
Data Build



Data Center
Consolidation
& Relocation

4

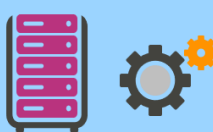
CLOUD SERVICES



Private, Public & Hybrid

5

DATA CENTER



Data Center Managed Operations

6

DR / BC



HOT / WARM Standby
Hosted / Cloud based

CORPORATE SALES • SYSTEM INTEGRATION

AUDIOVISUAL SOLUTIONS

TELEWAY's customized AV solutions are designed to help organizations empower their teams with the tools to collaborate on their terms. No matter what the challenges of your business are, we can design a solution for you.

Our team of highly trained and certified AV professionals will work closely with you to design an AV solution which integrates seamlessly with your business.

Whether communication and collaboration is taking place internally between co-workers or externally with customers and partners, we will equip your business with cutting-edge audio visual and video tools to elevate your team's performance and creativity.

VIDEO CONFERENCE ROOMS

OPEN & RECEPTION AREA

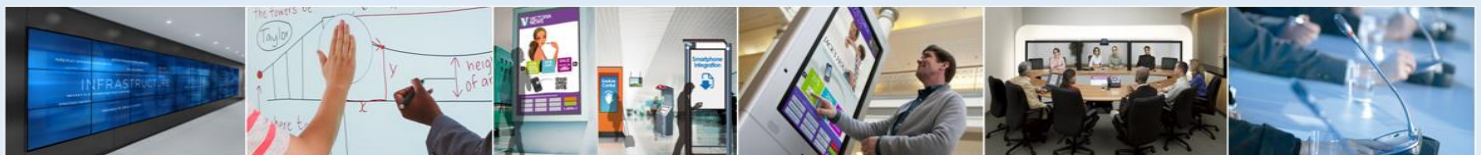
MEETING ROOMS

TRAINING ROOMS

AUDITORIUMS

COMMAND & CONTROL

AUDIOVISUAL TECHNOLOGY



Video Walls

Smart Boards

Digital Signage

Interactive Kiosk

Video
Teleconferencing

Discussion
Systems

IoT SOLUTIONS

We work on many IoT projects, including connectivity solutions, AI analytics platforms, and much more. Our diverse portfolio showcases the number of specialised IoT development solutions we deliver. We work to improve operational efficiency, have smart processes, and set up inter-connected systems. Our integration solutions combine the power of IoT apps, mobile applications, the cloud, and the actual object or appliance itself and create a connected smart platform!



FEATURES



Monitoring



Control



Analytics



Optimization

BENEFITS



Better
Decision
Making



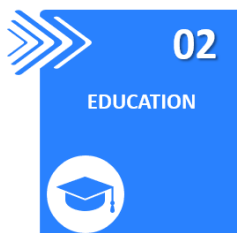
Higher
Product
Quality



New Product &
Service
Offerings



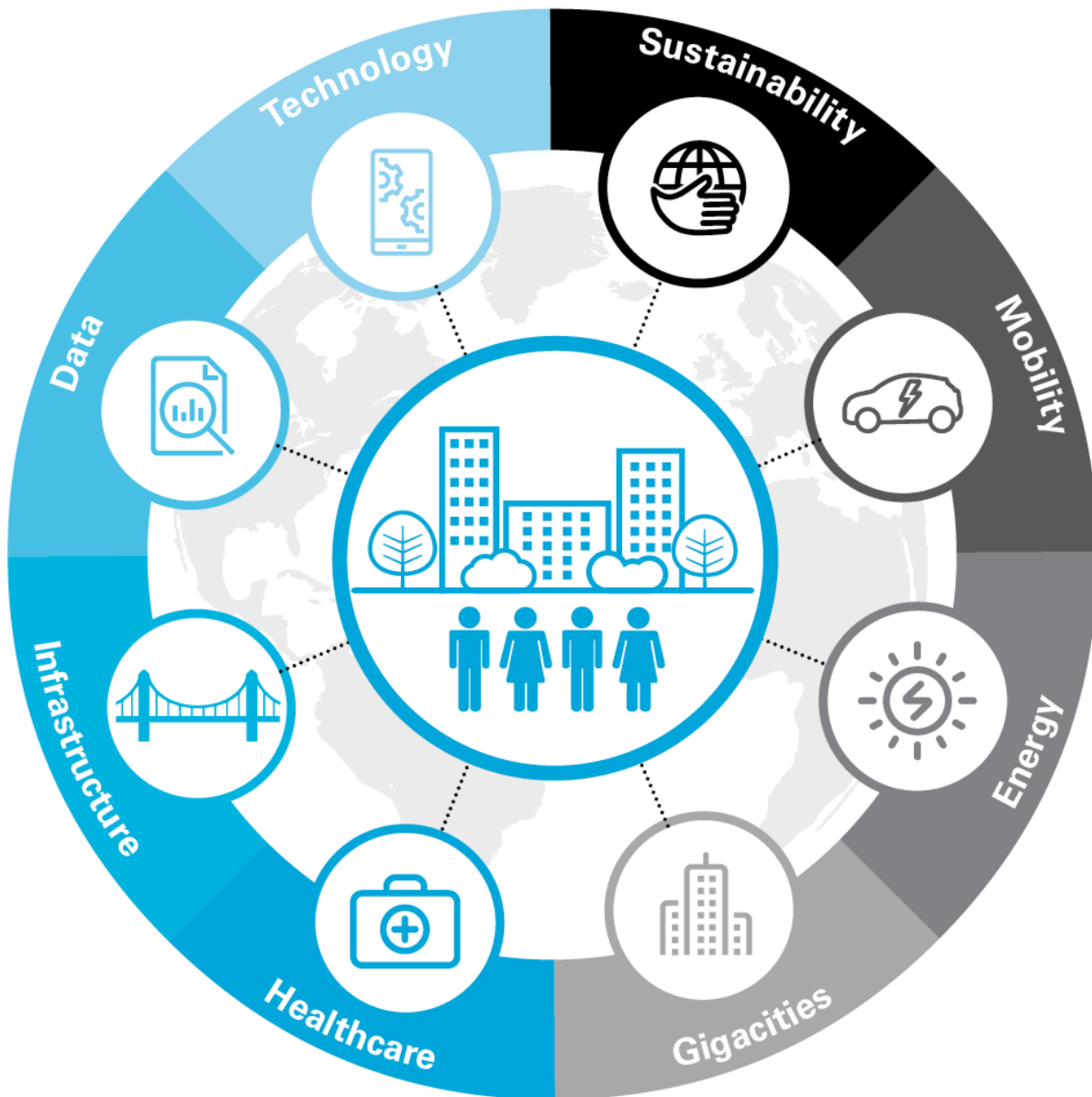
Improved
Operational
Effectiveness



CORPORATE SALES • SYSTEM INTEGRATION

SMART CITY SOLUTIONS

At TELEWAY, we have the knowledge and experience in technology, software, big data, cloud, IoT, and more. We use our expertise to develop unique, tailored solutions to create smart cities. Our goal is to ensure that people's lifestyles are elevated to become more content, sustainable and safe. We assist cities to build and integrate new technology with the previously existing systems to create a smart living environment.



CORPORATE SALES • SYSTEM INTEGRATION

CONTROL & MANAGEMENT CENTERS SOLUTIONS

Having the right video wall system is key to successful operations. From improved collaboration to remote access, scalability, and real-time data streaming, our software-defined video wall solution does it all. You might find your needs changing as the world becomes more digital. Operators are separated by geographic location, and the need for interactive visual display content is at an all-time high.

Our solution allows you to transform your system by supporting integration of multiple data sources, content interactivity, and collaboration regardless of your team's physical location.



SECURITY OPERATIONS CENTER

Real-time situational awareness at your Operator's fingertips.



NETWORK OPERATIONS CENTER

Easily monitor multiple applications, dashboards and sources.



EMERGENCY OPERATIONS CENTER

Collaborate securely in real-time with other interconnected EOC's.



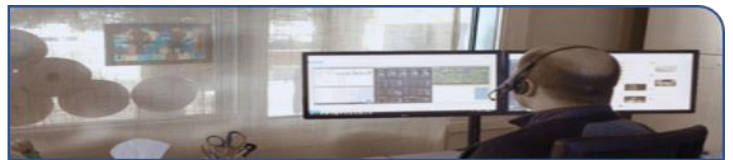
CAMPUS SECURITY CENTER

Monitor security, access control, and behavior detection in real-time.



CYBERSECURITY OPERATIONS CENTER

Real-time situational awareness at your Operator's fingertips.



VIRTUAL OPERATIONS CENTER

Monitor security, access control, and behavior detection in real-time.

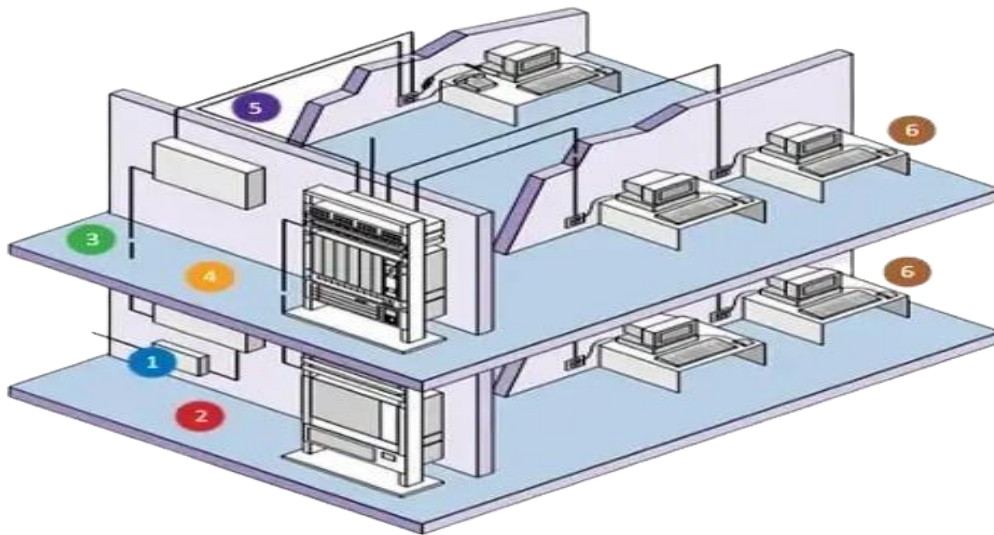
STRUCTURED CABLING SOLUTIONS

In today's fast pace work environments, businesses are putting more and more data applications on their networks such as voice, data and video. The infrastructure that supports this communication technology needs to always be in consistent working order.

While the structured cabling system represents a small portion of the overall network investment, it can represent nearly 80% of your network efficiency. It's also the bedrock upon which any organization is built.

Most networks that we encounter are running at 10/100 megabit per second speeds which is very slow for the amount of network bandwidth applications are using today. Many of our customers are upgrading their networks to a Gigabit network and others are considering 10 Gigabit speeds for future needs.

TELEWAY specializes in the highest quality installation of all forms of certified voice and data cabling including Category 5e, Category 6, fiber-optic, buried, aerial and for wireless networks. Whether your business requires fiber, data or video structured cabling, we provide professional and courteous expert service. We install a variety of network cabling including Fiber, CAT6, CAT6A, Security, AV & HDMI.



01

ENTRANCE
FACILITIES



02

EQUIPMENT
ROOM



03

BACKBONE
CABLING



04

COMMUNICATION
ROOMS &
ENCLOSURE



05

HORIZONTAL
CABLING



06

WORK AREA



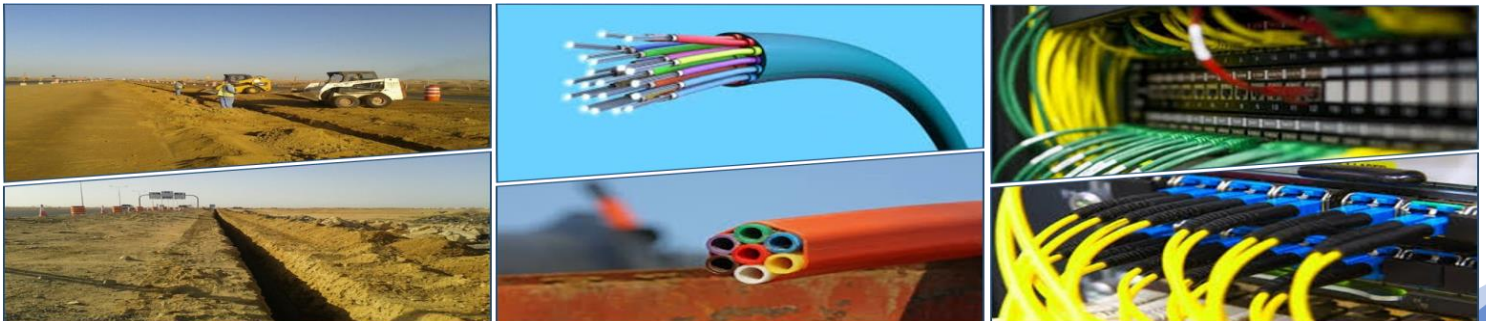
CORPORATE SALES • SYSTEM INTEGRATION

OUTSIDE PLANT (OSP) CABLING



Outside plant (OSP) cabling is the wiring that runs outside—between buildings, transceivers, and GBICs. It plays a critical role in supporting the services your organization relies on including data transfer, building automation, video and voice communications, and more. Often it's managed by local access providers, though larger facilities like hospitals, universities and colleges, and industrial plants can find themselves needing to build their own OSP facility and infrastructure.

As a network systems integrator, TELEWAY is uniquely positioned to consult with you in order to understand the type of OSP infrastructure you need, build and implement it, and provide complete lifecycle support including ongoing maintenance. We will ensure you get the best products and solutions tailored for you.



CORPORATE SALES • SYSTEM INTEGRATION

5G & 4G NETWORKS



TELEWAY account managers successfully earned trust of clients, especially corporate sales companies by dedication and hard work to solve emerged incidents in the most difficult environmental conditions is becoming the key of our success.

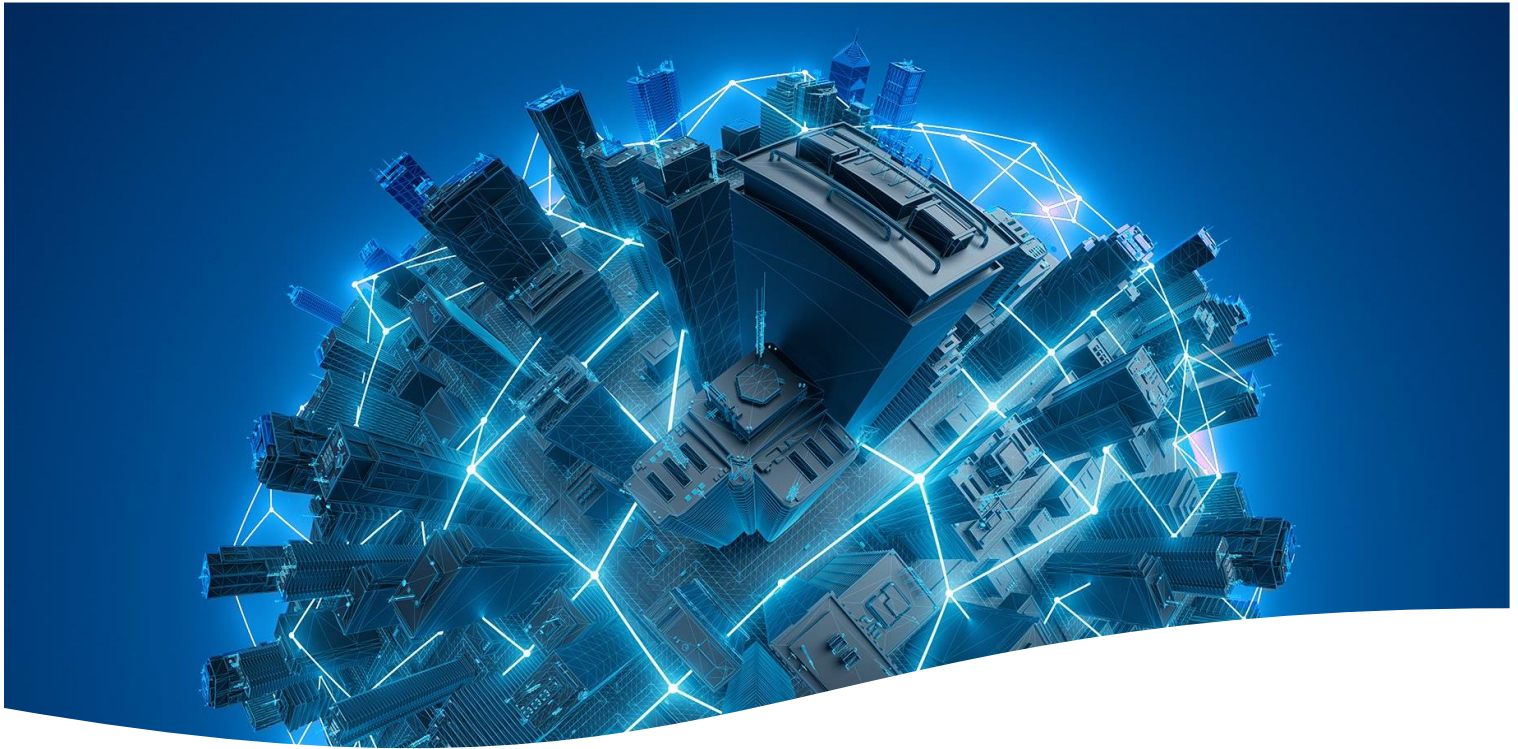
Our account managers helping the corporate customers the most up-to-date connectivity solutions so they manage their business easily.

- Latest telecoms technology using 5G and 4G networks.
- Diversified and simplified offers for all works.
- Extra services for Internet customization and dedication.



10 Account Mangers in Riyadh, Jeddah and Dammam

DIRECT SALES



TELEWAY sales agents successfully earned trust of clients, especially corporate sales companies by dedication and hard work to solve emerged incidents in the most difficult environmental conditions is becoming the key of our success.

stc

Selling STC 5G routers with **15 (fifteen) Sales Agents** in different regions of the Kingdom of Saudi Arabia

زين
Zain

Selling ZAIN 5G routers with **15 (fifteen) Sales Agents** in different regions of the Kingdom of Saudi Arabia

موبايلي
Mobily

Selling MOBILY 5G routers with **15 (fifteen) Sales Agents** in different regions of the Kingdom of Saudi Arabia

salam

Selling SALAM 5G routers with **10 (ten) Sales Agents** in different regions of the Kingdom of Saudi Arabia

FIBER TO THE HOME - FTTH



TELEWAY provides customers with present and future business unit services, as well as the most up-to-date FTTH installation and configuration services of our telecom partners:

stc

Sales all over Kingdom of Saudi Arabia with more than **85 (righty five) Sales Agents**

زين
Zain

Sales all over Kingdom of Saudi Arabia with **10 (ten) Sales Agents**

موبايلي
Mobily

Sales and Installation with more than **30 (thirty) Sales Agent** and **15 (fifteen) Installation Teams** in Southern and Western Region of the Kingdom of Saudi Arabia

salam

Sales and Installation with **20 (twenty) Sales Agents** and **10 (ten) Installation Teams** which expanding in all region as the project started in May 2021

TELECOM TOWERS



A skilled professional responsible for the installation, maintenance, and repair of telecommunication towers and associated equipment. This role involves climbing towers, performing equipment installations, conducting safety inspections, troubleshooting technical issues, and ensuring the uninterrupted functionality of wireless communication networks.

- Telecom Towers supply and installation.
- Telecom Sites Operation and maintenance including, Civil and Electromechanical.
- Rapid Deployment Solutions installation, maintenance and relocation services.
- Survey, Design and Services for new and existing sites.



CRITICAL COMMUNICATION

- UHF/VHF Network Design.
- Supply, Coding and Maintenance of network elements.
- Upgrade and Expansion of existing networks.

FINANCIAL SOLUTION



TELEWAY sales agent helping the customers one stop shop to manage the financials of your SME's business easily.

- **POS Device**
 - You don't have to wait for 48 hours to have access to your debit and credit transactions with HALA's immediate settlement POS
- **E-Wallet**
 - An app that allows you to keep track of your transactions, make payments to vendors, and many more tailored features
- **Debit Card**
 - Use the card for purchases and to Withdraw money from any ATM. Unfortunately, sometimes we still need cash.



Selling HALA Financial Products with **20 (twenty) Sales Agents** distributed all over Kingdom of the Saudi Arabia



CONTACT US



Address: Olaya Main Street, Al Muruj, Riyadh - 12281, Saudi Arabia

Phone: 011 414 1413 - 011 222 0319

Email: info@teleway.com.sa

PO Box: Riyadh - 12281, Saudi Arabia



teleway



@telewayco



telewayco