



Peter Thompson
Chairman
COMMIT SIG

COMMIT SIG has continued with monthly meetings. The minutes of the February meeting were circulated to all members as information about our activities.

In March we started a programme to update and improve the RGBB website and this is a continuing effort. Please pass any comments you may have regarding the website to us, so that we may try to improve the content. This is one of our main targets in the coming months.

April has been highlighted by the visit of a trade mission from the UK, composed of representatives of UK companies from the IT business sector, which

co-incided with the GITEX exhibition, held in Riyadh from 21st to 25th April. Gareth O'Brien was heavily involved in his official capacity and Mick Brown and Martin Dickinson gave informative presentations to the group at the beginning of their visit. Other RGBB members made useful contacts with the group during their stay.

If you wish to know more about COMMIT SIG, main contact details are in this magazine or contact details for all members are on the website, rgbb.com.

The following article is from a new member to the RGBB, Rob Wood from **EXi** Saudi Arabia.



Rob Wood
EXi General manager

EXi Telecoms was established in the UK in 1995, as a privately owned specialist telecoms implementation organisation following an outsourcing from Ericsson. The concept of a manufacturer outsourcing implementation was new and innovative but recognised that not only did this function require focus, difficult for a manufacturer to provide, but also that it could be both more efficient and still deliver programmes on time and at lower total cost.

This concept has certainly been successful for **EXi** and it's customers. From the relatively small operation established in 1995 **EXi** has, in six years become one of the largest independent telecoms services companies in the world. Across five continents and employing over two thousand highly skilled staff, **EXi Telecoms** has offices in more than twenty countries, including the cities of Bahrain, Dubai, Lebanon and Riyadh, and has experience in delivering telecoms services in more than fifty countries. In its sixth year the company will achieve a record turnover, compared with last year (which was approximately double the previous year). Of this, more than half will be earned outside the UK, making **EXi Telecoms** a truly international company.

EXi Saudi Arabia Limited was formed in June 2001 as a Joint Venture Company between the **Al Mischehal Group** of Companies and **EXi Investments Ltd**. **EXi Saudi Arabia Ltd** has quickly established itself as one of the major telecoms implementation organisations in Saudi Arabia having successfully implemented various network expansion programmes for its' Clients throughout the Kingdom. The company is now over 170 strong and has developed relationships with key Partners so that it can undertake projects in a swift and efficient way, mobilizing a strong workforce to meet the project requirements at any phase.

In the first nine months of operation the company exceeded all expectations and forecasted revenues by over 17.5%. After such a successful beginning it is set to expand on it's already comprehensive customer base in Kingdom – a success story made possible only through delivering 'implementation excellence'. The current projects include the GSM network expansion project for Saudi Telecom Company, which is arguably the biggest current mobile telephone expansion project in the World. From the initial organisation established to undertake Telephone Switch installation for operators in the UK, **EXi** has seen that customers increasingly require a 'one stop shop' the scope of which can vary from one customer to another.

Whether clients require end-to-end capability over their complete operations from Mobile to Fixed, from Power to Transmission or with increasing divergence between data and traditional telecoms, **EXi** has invested in the training, skills and resource to deliver.

This is acknowledged by the high profile involvement of **EXi Telecoms** in the first major roll out of Third Generation or 3G Networks in the UK where we will be fully managing the implementation of 3G networks.

EXi has won many prestigious awards for management excellence and sales growth, but this month they excelled themselves by winning The Queens Award for Enterprise 2002.

EXi has built a formidable portfolio of Services for Telecoms Operators and Vendors. As well as offering services across the full range of telecoms markets. **EXi Telecoms** is able to deliver a total capability from the pre-implementation phase to ongoing Support and Upgrade Programmes. These Services include Network Operations Centre, First Line Maintenance, Training, Project Management, as well as Logistics and Network Rollout Services.

Capabilities have been introduced and developed to provide Customers with the most professional and cost effective solutions to meet their requirements.

The most important of these capabilities is the ability to consistently Project Manage and deliver complex, fast-track programmes across the world within budget, on time and to increasingly high quality standards.

With the excellent support from its local and global co-owners, **EXi Saudi Arabia Limited** is uniquely suited to deliver the stringent requirements for telecoms implementation projects by providing it's customers with the benefit of a global resource pool of skilled engineers and a local presence to manage and support any project.

"We are immensely proud of the way in which **EXi Saudi Arabia** has established itself within the Kingdom so quickly" said Rob Wood, General Manager of **EXi Saudi Arabia Ltd**. "Not only have we been able to bring the extensive benefits of a Global organisation, but we have also embraced the concept of Saudisation and we are actively developing skills and experience within the Kingdom as we grow."

Additional information about EXi telecoms is available on the website at: www.exitelecoms.com