
Network Operational Data – Dubai Branch Organizational Structure and Operational Framework

1. Executive Summary

This document outlines the organizational structure and operational framework of Network Operational Data – Dubai Branch. The structure is designed to reflect a strong and self-sustained regional presence with clearly defined leadership, operational capabilities, and governance mechanisms.

The Dubai branch functions as a key regional hub, combining commercial growth, technical operations, and client delivery capabilities, while maintaining strategic alignment and oversight from the Group Headquarters in Seychelles.

2. Organizational Structure


2.1 Branch Leadership

The Dubai branch operates under a dual leadership model to ensure both operational excellence and commercial performance.

- **Branch Head – UAE Operations**
Network Operations Manager
Responsible for overall operational leadership, technical oversight, and execution across all functions within the UAE branch.
- **Commercial Director – UAE**
Responsible for revenue generation, strategic partnerships, and commercial growth initiatives.

Both roles report directly to the Group Headquarters in Seychelles to ensure alignment with corporate strategy and governance.

2.2 Reporting Structure

- All technical, operational, and cybersecurity functions report to the **Branch Head (UAE Operations)**.
 - All commercial and client-facing functions report to the **Commercial Director (UAE)**.
 - Governance functions maintain dual reporting lines to both local leadership and Group Headquarters where required.
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2.3 Commercial Division

Head: Commercial Director

The Commercial Division is responsible for revenue generation, market expansion, and client relationship management.

- Business Development Manager
- Sales Lead
- Customer Success Manager
- Digital Marketing Lead
 - Social Media Executive
- Market Research Manager
- Strategic Partnerships Manager
- Corporate Communications Manager

2.4 Technology & Infrastructure Division

Head: Cloud Network Manager (Acting CTO – UAE)

This division manages technical operations, infrastructure deployment, and service delivery capabilities within the UAE.

- Telecommunications Manager
- Telecommunications Operations Lead
- Infrastructure Deployment Manager
- IT Analyst
- Technical Lead
 - Product Specialist


Note:

The Cloud Network Manager reports to the Branch Head for local operational alignment.

2.5 Cybersecurity Division

Head: Chief Information Security Officer (CISO)

This division ensures the highest standards of information security, risk mitigation, and regulatory compliance.



- Security Engineer
- Cybersecurity Consultant
- Data Protection Officer
- Quality Assurance Tester

Independence Statement:

The CISO maintains functional independence and reports directly to both the Branch Head and the Group Security Office at Headquarters.

2.6 Governance & Finance

This function ensures financial integrity, regulatory compliance, and adherence to internal policies.

- Accounting Manager
- Compliance & Risk Manager
- Procurement Manager

These functions support UAE regulatory compliance and provide periodic reporting to Group Headquarters.

2.7 Delivery & Operations

Head: Project Management Lead (Acting COO – UAE)


Responsible for project execution, delivery coordination, and operational efficiency.

- Training Coordinator

This function works cross-functionally with Technology and Customer Success teams to ensure timely and high-quality project delivery.

3. Operational Framework

The Dubai branch operates with full capability across the following areas:

- Network Operations and Infrastructure Management
 - Client Acquisition and Relationship Management
 - Project Delivery and Service Implementation
 - Cybersecurity and Data Protection
 - Strategic Partnerships and Market Expansion
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Execution is handled locally, while strategic direction, governance, and group-level oversight remain centralized at Headquarters.

4. Positioning Statement

The UAE branch operates as a fully established regional operational and commercial hub, with in-house capabilities spanning network operations, infrastructure deployment, cybersecurity, and client lifecycle management.

While strategic governance and executive oversight remain centralized at the Seychelles headquarters, the UAE branch retains full accountability for regional business development, client delivery, and operational execution.

5. Revenue Model

The Dubai branch of Network Operational Data operates a diversified and sustainable revenue model, combining recurring income streams with project-based and strategic revenues. This approach ensures financial stability, scalability, and long-term client retention.


5.1 Recurring Revenue Streams

Recurring revenue forms the core of the business model, providing predictable and stable cash flow.

- **Managed Network Services**
Ongoing management and monitoring of client network infrastructure.
- **Cloud & Hosting Services**
Subscription-based services including cloud infrastructure, storage, and hosting solutions.
- **Cybersecurity Services**
Continuous security monitoring, threat detection, and compliance support.
- **Maintenance & Support Contracts**
Annual or multi-year service agreements for infrastructure and systems support.

5.2 Project-Based Revenue

Project-based engagements contribute to revenue through customized solutions and infrastructure deployment.

- **Infrastructure Deployment Projects**
Design and implementation of network systems, telecom infrastructure, and data environments.
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- **System Integration Services**
Integration of client systems with cloud, network, and security solutions.
 - **Custom Technology Solutions**
Tailored development and deployment based on client requirements.

5.3 Leasing & Capacity Revenue

- **Network Capacity Leasing**
Provision of bandwidth and connectivity solutions to enterprise and telecom clients.
- **Infrastructure Utilization**
Revenue generated through usage-based access to network and related infrastructure.

5.4 Consulting & Advisory Revenue


- **Cybersecurity Consulting**
Risk assessments, security audits, and compliance advisory services.
- **IT Strategy & Digital Transformation**
Advisory services supporting clients in optimizing and modernizing their infrastructure.

5.5 Strategic Partnerships & Enterprise Contracts

- **Long-Term Enterprise Agreements**
Multi-year contracts with large clients for bundled services.
- **Partnership Revenue Models**
Revenue-sharing arrangements with technology and infrastructure partners.

5.6 Client Segmentation

Revenue is generated across a diversified client base, including:

- **Enterprise Clients**
Large organizations requiring end-to-end infrastructure and managed services.
 - **Telecommunications & Technology Companies**
Clients requiring network capacity, connectivity, and infrastructure support.
 - **Industrial & Logistics Sector**
Businesses requiring integrated infrastructure and operational technology solutions.
 - **Small and Medium Enterprises (SMEs)**
Clients utilizing scalable cloud, hosting, and managed service offerings.
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5.7 Revenue Stability and Growth Strategy

The Dubai branch focuses on:

- Expanding recurring revenue through long-term service contracts
- Increasing client lifetime value via bundled service offerings
- Leveraging strategic partnerships to scale market reach
- Supporting regional expansion aligned with Group strategy

This diversified model ensures resilience against market fluctuations while supporting sustainable growth.

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