



Sathish Arya, General Manager, MEA, WatchNET



Team WatchNET, Middle East

KT photos by Juidin Bernarrd

WatchNET: Increased customer confidence

With a good brand image, WatchNET, Canada is growing very strongly in the region

SADIQ SHABAN

As one of the major manufacturers and suppliers of quality video surveillance and access control in the UAE, WatchNET has successfully completed several projects in integrated solutions. "This has been a very good year for WatchNET as far as integrated solutions – integration of CCTV and access control system – are concerned. Our new addition called High Definition Video Management System (HDVMS) is very unique because it is quite effective in multi-location monitoring. It would be fair to say that we enjoy monopoly in this field," Sathish Arya,

General Manager, MEA, WatchNET, told *Khaleej Times*.

During the last five years WatchNET has completed more than 2,500 projects in the UAE. Now in its 15th year of operations, the company has earned stripes for providing highly developed, competitively priced digital video solutions and integrated access control systems. "Next year we are planning to come out with several security management solutions like Physical Security Integrated Management (PSIM)," he noted.

With the surveillance market growing at 20 to 25 per cent year-on-year, WatchNET expects to further enhance its services in the region. The firm's complete range of products includes world-class digital surveillance, megapixel cameras, XVi products, access control, integrated security solutions, and Central Monitoring Software (CMS). In the UAE, several banks, malls, hotels, gas stations, retail outlets and warehouses use security



surveillance solutions provided by WatchNET.

With offices in Canada, US, India and the Middle East, WatchNET has more than 30,000 square feet of stocked and functional office facilities spread across the globe. The company offers several tailor-made solutions based on individual requirements. "We are a Canada-based manufacturing company that provides consulting, designing and project support. On-the-edge analytics, redundant external storage devices and enterprise level management software are our specialities that build confidence in the industry. Users will find everything under one roof with WatchNET," Arya added.

This year the company has added another warehouse and more staff to its operations. "WatchNET has shifted to a brand new facility located in the Business Bay, Dubai, from where we cater to most of the GCC markets. Our year-on-year compounded annual growth rate (CAGR) is in the range of 20 to 25 per cent. We have recently hired more sales managers to cater to markets like Saudi Arabia, Qatar and Kuwait. In addition to that we have started giving professional training to the system integrators, while our support system is becoming more effective by the day," the General Manager concluded.

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WatchNET's hi-tech technical facility and laboratory in Dubai.