



SPECIAL REPORT  
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DUBAI ONEHUNDRED  
SME **المئة**

# Dubai SME 100 Rankings

Third Cycle  
2015 - 2016

An initiative by

مبادرة من

مؤسسة محمد بن راشد للتنمية  
المشاريع الصغيرة والمتوسطة  
**DUBAI SME**



إحدى مؤسسات دائرة التنمية الاقتصادية - حكومة دبي  
An Agency of the Department of Economic Development - Government of Dubai

# Making businesses smart and secure

Tablix offers exemplary integrated technology solutions to companies across the GCC and Indian subcontinent

♦ Suneeti Ahuja-Kohli

With superior products and services, several SMEs turn the tide in their favour even in turbulent times. Tablix Technology LLC is one such name. Since inception in 2006, the company has weathered economic storms and emerged as a strong player in the integrated technology solutions. It has been recognised twice at the Dubai SME100. In an interview with *Khaleej Times*, Gopu Nair, MD, talks about his business, challenges, and more. Edited Excerpts:

## Give us an overview of your company.

We are a design and engineering house focused on integrated technology solutions. our core business areas are security and control systems, communications infrastructure and audio visuals. We cater to various technological demands of clients, enabling them to achieve their business goals through innovative design and engineering excellence.

## When was the company established and how has it fared so far?

We started as a two-member organisation in 2006. In the last decade we have grown manifold and currently employ over 70 people, most of whom are engineers. Our operations are spread across the GCC with three offices in the UAE, one each in Dubai, Abu Dhabi and Ras Al Khaimah, and the rest in Bahrain, Oman, Qatar and Saudi Arabia. We are planning to expand our reach to Kuwait and Iraq too in the near future.

We have deployed more than 5,000 installs for integrated technology solutions in the Middle East and Indian subcontinent and are adding more every day.

## Tell us about the product portfolio.

Whether planning, engineering, implementing, training, managing or service, Tablix is a trusted name and competent partner in providing the best-of-breed systems, solutions and operational recommendations. We offer solutions in security and surveillance, telecommunication, audio visual, control room, retail software, and energy management.



**Gopu Nair, Managing Director**

Tablix is run by experienced and certified professionals who aspire to deliver value-added and technologically advanced products and services. We have the ability to build and customise requirements to meet or exceed our customers' expectations in line with industry standards.

The company provides superior support, which translates into technical and professional services, improved uptime, increased productivity and investment protection. We regularly update customers on the latest technology trends and share recommendations on ways to improve bottom and top lines.

Tablix has a number of important projects under its belt and high-profile clients in every vertical, namely hospitality, media and communications, multinational corporations, government, consultancy, aviation, logistics, banking and finance, retail, real estate, education and medical industries.

## How relevant are Dubai SME100 awards in terms of supporting SMEs?

This award is a tribute to the spirit of entrepreneurship in Dubai. Despite the odds and challenges, entrepreneurs in Dubai march on, contributing to the growth and well-being of the economy. Tablix grew from a fledging organisation into a strong entity with the support and encouragement of a large number of customers in the industry. With prudent management and correct prognosis, we have managed to tap the market, boost growth and gain recognition across the countries we operate in.

The award is the result of the combined

efforts of team Tablix. It is momentous to be awarded second year in a row.

## What is your mission and vision?

Our mission is to use our unique portfolio of reliable, innovative and cost effective services to deliver extensive value to clients. We will shape and lead the markets in which we choose to compete and build long-term client relationships. We believe our valuable employees make a world of difference.

Our vision is to be a part of people's life by creating unprecedented and enduring value with our innovative technology solutions and world-class service.

## How can companies integrate your products and services into their businesses?

Our industry experience ensures all new and proven technological developments and market trends are fully understood and exploited by our engineering team. We take special care to ascertain our technical skills and experiences are constantly upgraded with relevant workshops and certifications. As more systems and technologies continue to evolve and converge, we have developed a high level of expertise in consultancy, design, implementation and maintenance of simple to highly complex and fully interoperable and integrated communication, audio-visual, security and control systems.

Using the most recent technologies, we provide reliable connectivity for critical applications across distributed facilities. We place high value on integrity and adhere to our Code of Business Conduct. Besides, all projects are managed in accordance with the ISO9001-2008 standards.

## Share a few tips for new start-ups.

Starting at the right time with the right kind of investment is the key to success for any business. Entrepreneurs should make sure that they do not crowd the market with their services, else the business would not make money.

## How do you view the current market?

The current market is expected to be turbulent, but we are always prepared for the worst. We have introduced some products that are low on maintenance cost, and high on return investment products, which have seen greater demand in the current market situations. We expect such initiatives to cover the gap of our regular business.

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