Introduction to Golden Land History

GOLDEN LAND group of companies, one of fastest growing business organizations in the Qatar, started its operation in Doha in 1976 as an Engineering Services Company. Since then GOLDEN LAND expanded its business activities in the Trading, Industrial and Projects & Solutions fields. With the need to diversify the company’s activities, Independent specialized business units arose, giving birth to GOLDEN LAND Industrial Establishment, GOLDEN LAND Trading Establishment, GOLDEN LAND Machinery and GOLDEN LAND Information Technology.

Projects & Solutions L.L.C. (Golden Land)

In the mid '80s, when the Middle East economy was waiting for a boom in the Projects & Solutions sector, most of the players in this field concentrated their efforts on the desktop solutions and peripherals market. GOLDEN LAND looked further ahead, visualized the future importance of Data Communication and Networking solutions, and aimed to cater the future networking needs of the growing economy in the Middle East.

Our Vision

Our Vision is to help shape customer ideas into real, unique, tailor-made, cost effective IT solutions that serve and compliment their present and future business needs incorporating premier products and technologies available in the Market.

Technology Focus

Presently, GOLDEN LAND is one of the Middle East major players in the field of Data Communication and Networking Solutions. With its activities focusing in the following technologies:

- Security Assessment and Implementation.
- Firewall Design and Deployment.
- IDS design and Deployment.
- Data Communication & Integrated Networking Solutions for Enterprise Applications.
- Local and Wide Area Network Design and Implementation.
- Advance application and data center acceleration solutions.
- Cabling Infrastructure Solutions.
- Passive and Active Fiber Optic Systems.
- Network Enclosures, Cabinets and Racks.
- Network Attached Peripherals and Network Access Peripherals.
- Access Control and Authentication Solutions.
- Security Management solutions.
- Citrix Centralized Applications Solutions.
- Network and Security Consulting Services.
- Network Assessment and Performance Analysis solutions.
- Network Management and operation centers Solutions.
- Internet Security Solutions.
- Internet Cache design and deployment.
- Content Filtering Solutions.
- Anti Virus and Mail Gateway solutions
- VPN and Remote Users Access Networks.
- Traffic Management and WAN links Utilization.
Business Focus

GOLDEN LAND earns the recognition in the IT market as “Networking Professionals” by the extensive range of services that it offers to its clients, which include:

- Enterprise Integrated Projects (Voice, Video & Data).
- Consulting and Feasibility Studies.
- Design & Pre-Sales Services.
- Products Selection, Supply & Support.
- Project Management & Implementation.
- Maintenance & Post-Sales Services.
- Training
- CCTV Systems
- IP Telephony
- Storage Solutions

Apart from this GOLDEN LAND is also joining its hands with third parties to offer turnkey IT solutions to the major enterprise clients.

Quality Commitment

The pursuit of Total Quality is a way of life at GOLDEN LAND. It has always been part of its business culture to achieve the highest quality measures. GOLDEN LAND’s understanding of the Total Quality is to achieve the highest internal and external quality performance.

Internal Quality Performance

Is to work in high performance workflow model, with teamwork concept, in a professional working environment, with creative minds and long vision policy, to increase the productivity and save a valuable time.

External Quality Performance

Is to understand who is the customer and what are his requirements, and meeting those requirements without error, on time, every time, before, during and after sales.

The Total Quality is a commitment backed by the owners, the management and the highly qualified professional employees.

“TIn today’s competitive market, our target is to constantly improve the performance of our work and the quality of our services to ensure complete satisfaction of our customers.”
Company Vision

To be a leading system integrator for enterprise network solutions with distinguished quality and customer satisfaction, applying the best practices and most efficient business model.

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- Content Filtering Solutions.
- Anti Virus and Mail Gateway solutions.
- VPN and Remote Users Access Networks.
- Traffic Management and WAN links Utilization.
- High Availability Solutions.
- Web Servers Load Balancing.
- Wireless Networks Solutions.
Apart from the above, GOLDEN LAND has always been in touch with the major IT industry developments to capture the latest technologies, which drive market trends.

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**Solutions Overview**
GOLDEN LAND IT as a certified partner with the leading technology vendors, provide our clients with solutions that meet the challenges of today’s rapidly changing IT environments.
All our solutions and services target to satisfy our clients and ensure the continuity of their business in a manner that guarantees minimal downtime and maximum profitability and productivity. GOLDEN LAND IT staff has the experience and the know-how to deliver our clients a state-of-the-art networking related solutions to build and manage their business.

Our staff specializes in the design, implementation, and maintenance of both LAN and WAN networking systems, as well as Security, Citrix, Data Centers, Site Preparation, Wireless, Networking Management and many other Solutions.

Companies are increasingly relying on Internet and E-mail to expand their business. The concept of Global Market and the evolution of e-commerce, e-learning and e-banking made networks and their applications and database open to public. Even such important data as bank accounts, credit card numbers and personal information are being transferred over the Internet to ease communication and provide better services to customers. The challenge of this model remains the same: to provide better services and make more data available without compromising security and data privacy.

In order to be able to provide our customer with end-to-end security solution for each and every part of the network and its resources, we have built strong and lasting partnerships with the leaders in security industry.

Security Solutions

Since its establishment, Golden Land IT has been watching the changes that are taking place in the business model and hence the security model. Few years ago, we could hardly find people who trust making business and paying bills using the internet. Nowadays, many people rely on electronic form of doing almost everything. People now are more confident to let their credit card numbers traverse the web as long as this service saves them time and relieves them from standing in long queues.

Our services and solutions include:
- Security Policy and Planning Development
  Our security consultants provide advice on how to plan your security policy. We the expertise and necessary tools to identify the resources at risk and put the rules of protecting them.
- Design and deployment of Firewall based solution
  Although Firewalls alone are not enough to secure your network, yet they remain the major part of any security solution model.
Golden Land IT has the resources to help in the selection and assessment of the best Firewall deployment and configuration for you. We help select the Firewall model, design of DMZs, Internal and External networks and writing the best security rules that ensures protection and disclosure to public at the same time.

- Design and deployment of Intrusion Detection/Prevention Systems

Intrusion Systems both “Detection and Prevention” play a major role in identifying and reacting to attacks and intrusions once they manage to get into the network. Internal attacks or those that manage to get through firewalls are usually captured by IDS or IPS. Golden Land IT services includes the design and configuration of IDS and IPS solutions for your network.

- Implementation of Anti Virus Solutions

Viruses remain one of the major threats for today’s networks, we have all seen example where a single virus can spread and cause massive damage to database and applications. The job of detecting a virus is important, that of removing or killing the virus is the most important.

- Gloden Land IT provides End-to-End Anti Virus services including the design and deployment of:
  - Internet Gateway Anti Virus
  - Workstations and Servers Anti Virus
  - E-mail Anti Virus (Exchange and Lotus Notes)
  - Storage Networks Anti Virus
  - Operating Systems Anti Virus
  - Laptops and Handheld devices antivirus

- Internet and Extranet Gateway Protection

With the unrecorded hype of Internet, network resources and even users’ home PCs become under the risk of countless number of attacks coming from the Internet. Viruses, worms, malicious codes, Trojans are all examples of threats that attack network resources through Internet content or internet e-mail. Our experience in deploying firewalls, IDS/IPS systems, Anti Viruses and Access Control policies will provide you with the ultimate end-to-end security for your valuable data and critical business applications.

- Both software and hardware Encryption solutions.

Many enterprise corporate, banks, educational institutes and government departments rely on some kind of WAN technology to interconnect the geographically dispersed sites. It is very important to know what type of traffic is being transmitted and what bandwidth it consumes. In many cases, a single application can consume much of the bandwidth leaving other applications struggling for the remaining WAN capacity.

The Solution

Network administrators should have the right solution that enables them to analyze the traffic on the WAN link and to control the way applications are carried over WAN links.
Golden Land IT solution is based on products that enable enterprise IT managers to detect all applications that traverse the WAN link in real time manner and to know how much bandwidth each application is consuming. The gathered data can then be reported in tabular or graphical format for further analysis. The solution provides a technology that detects repetitive traffic flows and reduces it by eliminating data patterns that repeat themselves over and over. The result is the same WAN link with increased performance and less traffic congestion. The GoS/DiffServ parameters set by network edge devices allow different levels of priorities based on those values. It is also possible to set bandwidth limits based on application types so that no single bandwidth-hungry application can monopolize the majority of the bandwidth.

Emerging technologies and the Internet are driving new business and communication opportunities at a rapid pace. Your network infrastructure, both Local Area Network (LAN) and Wide Area Network (WAN), is the foundation enabling these opportunities for your business. Whether you are integrating new technology with legacy systems, upgrading hardware and software (routers, switches, servers, etc.), performing bandwidth optimization or prioritizing network traffic, the challenge remains the same: balancing high performance and availability with reasonable costs. Golden Land IT provides the expertise, experience, and industry partnerships to help you match your needs to the right technology solutions. We design and deploy new LAN and WAN infrastructures that bring your business computing needs alive and meet your budget.

Local and Wide Area Network services include:
- Network Wellness Assessment
- Network traffic analysis and bandwidth optimization
- Remote office connectivity design and implementation
- Router and switch design, configuration and implementation
- Integrating new technologies with legacy systems
- Network management tools and procedures
- Converged technologies for Voice, Data and Video
- Security Solutions
- Internet connectivity

IP Telephony
IP telephony provides a way for you to extend consistent communications services to all your employees in their workspaces, whether they are in main campus locations, at branch offices, working remotely, or are mobile. IP telephony transmits voice communications over the network using open-standards-based Internet Protocol.
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Call processing systems provide voice, video, mobility and presence services to IP phones, media processing devices, VoIP gateways, mobile devices, and multimedia applications. IP phones are available in wired and wireless versions and provide handset functionality. Soft phones are also available to extend voice and multimedia functionality to clients which run on Windows or Mac computers.

IP telephony products support a wide range of Session Initiation Protocol (SIP)-based capabilities including:
- Support for presence-based applications
- Support for IP phones with enhanced SIP feature support
- Support for third-party SIP-based phones
- SIP trunking
- Session Border Control

Technical Design Criteria:
- Open architecture.
- Physical factors
- Full system integration
- Able to support new technology
- Adaptive to incremental growth

Our specialists engage in all phases of the design and housing process:
- Site survey and selection, raised floor, electromagnetic shielding.
- Secure sheltering. Structure cable system (frames, racks, trays)
- Energy delivery system (UPS, PDUs, Generators cooling, etc.)
Structured Cabling

A structured Cabling Solution is a fully integrated network system made up of various means of transmission capable of managing all traffic of information: voice, video, data, intelligent building control and management.

At GOLDEN LAND IT we provide the following design and installation services:
• Premises structured cabling distribution system design.
• Backbone and horizontal cabling design specifications.
• Campus cabling distribution system design.
• Passive termination equipment design specifications.
• Testing and certification review and enforcement.
• Main IT room design specifications.
• Conduit and utility pole specifications.
• Termination equipment design specifications.
• Testing procedures review and enforcement.
• Cable management systems (software, hardware) specification.

Services Overview

With the increased level of dependency of networks and information systems to run today’s business, many government departments, private corporate and educational institutes started to depend on the pre-sales and post-sales services more than any time.

This is quite the right approach since it’s not sufficient to build and implement network systems, but also to maintain it and ensure the best performance at all times.

At Golden Land IT, before we submit our network design or proposal, we carefully study the requirements of our customers and understand the business constrains and manage the risks of failure, downtime and productivity.

Our Services include:
• Consultancy
• Design
• Infrastructure Valuation
• Projects management
• Installation
• Quality Control
• Managed services

Consultancy

We strive to understand and address our customer’s IT infrastructure needs, requirements and issues. Our objective is to provide expert advice and guidance through the complete decision making process to ensure a solid business strategy and future direction. Our Consulting Services experience allows us to provide customer optimal solutions which are reliable and flexible.

Possible scenario analysis can be compromised of:
• Initial site survey and assessment
• New technology and cost analysis to meet customer needs
• Efficient use of existing infrastructure and systems
• Analysis and optimization of network resources
We specialize in designing and engineering data communication networks. Our expertise ensures our customers of peak system performance and availability. Our focus is on utilizing key strategic, practical factors and functional requirements when planning and designing data communication network infrastructures to ensure customer needs are met which follow general consulting guidelines and recommendations.

We provide project design for:
- LAN / WAN Systems
- Network Security Systems
- Wireless Systems
- WAN Optimization Systems
- Citrix Systems
- IP Telephony Systems
- Data Centers
- Structured Cabling Systems

Installation
Our market distinctive feature is our capacity to operate in great variety of business sectors with special emphasis on IT Network Infrastructures. Golden Land IT dedicates material and personnel resources to every component of the installation process. Golden Land IT specialized technical teams ensure smooth and successful deployment of the proposed solutions.

Quality Control
Golden Land IT ensure that the design and deployment of the IT Network infrastructure and systems have been carried in compliance with industry standards and specified requirements and recommendations.

Task and Documentation provided:
- Design documentation
- Review of Engineering and Technical requirements
- Follow-up and mid project certification of the entire installation
- Deployment testing
- End-of-Project verifications, measurement, certification and documentation

Managed Services
Golden Land IT provides Information Systems Managed Services that frees business managers from the burden of managing the infrastructure of their Information systems. By doing so, businesses will focus more on their core-business lines thus accelerating productivity and work effectiveness.
Partners And Alliance
Over its long life of operation, Golden Land IT has succeeded in establishing long term business partnership and alliance with leader vendors in the IT industry, such as (Alphabetically)
1-AVAYA
2-Juniper
4-Bluecoat
5-Citrix
6-Anagran
7-Netgear
8-Smart IP
9-Webmedia
10-yealink
11-Interactive Telecom Solution
12-HP

Benefits
Managed Services has the following immediate benefits over your business:
• Optimized Network Performance and Infrastructure utilization.
• Faster and more professional approach on troubleshooting and problem solving.
• Business Focus: While Golden Land IT staff takes care of your non-core IT activities, you can focus more on your core business lines, thus achieving more productivity and competence.
• Cost Effectiveness: Outsourced Managed Services are usually less costly that using full internal IT staff.
• Our world-class methodologies ensure high customer satisfaction

Partners Overview
In the mid A’s, when the Middle East economy was waiting for a boom in the Projects &Solutions sector, most of the players in this field concentrated their efforts on the desktop solutions and peripherals market. Golden Land looked further ahead, visualized the future importance of Data Communication and Networking solutions, and aimed to cater the future networking needs of the growing economy in the Middle East.

By developing and maintaining relationships with leading technology partners, we provide our clients preferential access to the latest technologies, premier technical support, advanced training, and product certification. Ultimately, these partnerships enable us to objectively choose technologies that best meet our customers’ needs, and help us deliver the best end-to-end IT solutions.
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