GOLD

★★★★★

STARS

CEO Special

As the region finally came out of the recession, there was no shortage of incredible success stories in 2012. In a special report, we look back at the leaders featured in the magazine over the past year, and how they helped shape the business landscape.

FEATURING:

HRH Prince Alwaleed ✪ Abdulla Al Zamil ✪ Reem Asaad ✪ Abdulaziz Al Hamwah ✪ Tony Jashanmal ✪ Elie Khouri ✪ Ram Buxani ✪ Hisham Ezz Al Arab ✪ Khaldoun Tabari ✪ Masood Al Alwar ✪ Nayla Al Khaja ✪ Kurt Ritter ✪ Raju Shroff ✪ Zeina Tabari ✪ Hashim Shawa ✪ Sobhi Batterjee ✪ Maurice Flanagan ✪ Adel Ali ✪ Saad Al Barrak ✪ Khalaf Al Habtoor ✪ Wadah Khanfar ✪ Dilip Rahulan ✪ Alex Saber ✪ Randa Ayoubi ✪ Mohammed Alshaya ✪ Shehab Gargash ✪ Subhash Chandra ✪ Andrew Elias ✪ Ian Johnston ✪ Tim Clark ✪ Fahd Al Rasheed ✪ HH Sheikh Saud Al Qasimi ✪ Dr Amina Rustamani ✪ Eddy Abramo

Safety FIRST

BUILDING FIRES CONTINUE TO BE A MAJOR ISSUE IN THE REGION. PACIFIC CONTROLS FOUNDER DILIP RAHULAN IS HELPING TO REDUCE THEM.

Dilip Rahulan is the founder and executive chairman of Pacific Controls, the leading ICT-enabled real-time managed services and business intelligence solution provider globally.

Headquartered in Dubai, Pacific Controls has pioneered and deployed smart-city solutions that have brought down fire incidents in Dubai by 42 percent, and has committed to reduce the carbon footprint of its buildings by 20 percent.

A mechanical engineer from India, Rahulan started his career implementing some of the largest infrastructure projects in Africa, before venturing into Dubai in the late 1990s, where he pioneered the establishment of smart and intelligent infrastructure. Rahulan built the first Platinum rated Green Building in the Middle East - the Pacific Controls' headquarters.

Pacific Controls developed Galaxy, the world's first enterprise platform delivering city-centric services for the management of its ecosystem comprising energy, real estate, homeland security, healthcare, hospitality, transportation, education, finance, industry and retail. "Gbots", its software robots, are deployed across networks for connecting smart devices, buildings and whole cities wirelessly to ICT infrastructure and enterprise systems for real-time delivery of managed services and business intelligence.

The company has invested aggressively in foundation technologies for "smart systems," including unified communications, embedded systems and network enablement tools, virtualisation technologies, applications and software in frastructure. These core technologies and platform capabilities revolve around realtime situational awareness and automated analysis for equipment assets and infrastructure. As a result, technology moves beyond just proposing task solutions - such as executing a work order or a repair order - to sensing what is happening in the world around it, analysing that new information for risks and possibilities, presenting alternatives, and taking actions.

Over the years, PC has developed a strong relationship with loyal blue-chip clients locally, regionally and in key countries around the world including the United States, Europe, Australia and India.

In addition, the company has entered into a number of strategic alliances with global telecommunications companies to jointly deliver ICT-enabled managed services to the global market to capitalise on opportunities driven by global climate change initiatives, rising energy prices and the need to improve the productivity and efficiency of energy intensive assets. PC's business strategy involves leveraging the telcos network infrastructure to deliver managed services to property owners/ managers and key Original Equipment Manufacturers (OEMs) providing facility systems using the telcos' sales and marketing teams and enabled by the telcos' service delivery capabilities. In line with this strategy, the company delivers software, hardware and managed services through its global Command Control Centres (CCCs), enabling improved energy and asset efficiency for building systems and equipment as well as real time measurement and verifications of the facility's carbon footprint.

Rahulan's vision extends to building the largest sustainable data center campus in the Middle East, with both Tier III and Gold rating, which hosts cloud services. Most experts believe that 2012 was the year in which the company really made its presence felt on the global stage.