



NAIZAK and IPCOS announce partnership

Leuven (Belgium) and Al-Khobar (Kingdom of Saudi Arabia), December 16th 2003

Today, IPCOS and Naizak Global Engineering announce the start of a partnership for the 'deployment' of Advanced Process Control technology in the Middle East. The partnership will offer Control and Optimization Solutions to the (petro-) chemical, power and glass manufacturing industries. These solutions deliver increased profitability of plants by:

- Increasing the throughput of the plants
- Reduced costs (feed, energy)
- Increase the plant availability (On-stream factor)
- Increase product qualities (tighter specs)
- Increase the flexibility of the plants such that they can produce on demand.

Target markets will be Saudi Arabia, Qatar, Kuwait, Bahrain, United Arabs Emirates, Oman and Iraq.

IPCOS brings it's own state of the art APC technology and domain expert engineers to the partnership. Naizak will bring in field know-how and integration and project skills. By combining these expertises the two companies will deliver state of the art technology, implementation and maintenance services tuned to expectations of the Middle East market. This will increase the profitability of the companies located in this region as described above. Together both companies offer solutions from the basic instrumentation and automation level (DCS, PLC) level to the MES (Manufacturing Execution Systems) level and ERP (Enterprise Resource Planning).

About IPCOS

IPCOS, 'Creators in Control', describes exactly what IPCOS is and what we do. We create state of the art advanced process control solutions and offer the customer all the engineering services that are needed to install these solutions and keep them up to date. IPCOS focuses primarily on the (petro-)chemical, the glass manufacturing, the power and the oil production industry. Since we put a lot of effort in research we deliver state of the art products that are way ahead of our competitors. Our office in Boxtel is the excellence centre for the Chemical and Glass industry. The office in Leuven is the headquarter of IPCOS and the excellence centre for the Chemical, the Power and the Oil production industry. In these offices state of the art products like INCA, RaPID, Presto and PathFinder are developed.

For further information, please contact:
Christiaan Moons
Managing director

IPCOS Netherlands: Bosscheweg 143, 5282 WV Boxtel, Netherlands, tel: +31 411 613 500, fax: +31 411 616 710
IPCOS Belgium: Technologielaan 11/0101, B-3001 Leuven, Belgium, tel: +32 16 39 30 83, fax: +32 16 39 30 80
Email: info@ipcoss.com
Website: <http://www.ipcos.com>





IPCOS

Technologielaan 11/0101

B-3001 Leuven, Belgium

Tel +32 (0)16 39 30 83

Fax +32 (0)16 39 30 80

Email Christiaan.moons@ipcocos.com

On-line media information is available at: <http://www.ipcos.com>

About Naizak Global Engineering Systems

Naizak Global Engineering Systems provides “Best of Breed” solutions to the Middle Eastern Market. Being an affiliate company of Al Abdulkarim Group (AKTE), Naizak uses the logistics and infrastructure of AKTE to their best advantages, and this gives Naizak representation in over 25 geographical locations across the Kingdom and GCC countries.

These offices specialize in providing services and engineering in the following areas.

- Process Control and Automation (DCS,PLC,SCADA & RTU)
- Advanced Process Control(APC)
- Manufacturing Execution Systems(MES)
- Enterprise Applications & Networking
- Enterprise Computing & Data Storage
- e-Learning
- Consulting Services
- Project and Execution Management

The business framework adhered to by Naizak is responsible for its continued success. Components of this strategy include cultivating a staff of seasoned professionals, deploying resources throughout the region, assessing market demand, acquiring proven products and specialized services and providing innovative solutions. Consistent devotion to these principles has empowered Naizak to deliver cooperation that both their partners and customers can count on.

For further information, please contact:

Ahmed Jadwat

Business Development Consultant

Mobile : +966 (0) 5 383 6803

E- Mail : ahmedj@naizak.com

Naizak Global Engineering Systems

Industrial Systems Division

P.O. Box 31377, Al Khobar, 31952

9th Floor, Kashoggi Bldg., Dhahran Str.

TEL : +966 (0) 3 889 2085 Ext. 117

FAX : +966 (0) 3 889 2086

URL : www.naizak.com

IPCOS Netherlands: Bosscheweg 143, 5282 WV Boxtel, Netherlands, tel: +31 411 613 500, fax: +31 411 616 710

IPCOS Belgium: Technologielaan 11/0101, B-3001 Leuven, Belgium, tel: +32 16 39 30 83, fax: +32 16 39 30 80

Email: info@ipcocos.com

Website: <http://www.ipcos.com>

