

GW Profile



1991-Date

Introduction:

In 1991 Information Consulting Company (ITC) was established by a group of professors in King Fahad University of Petroleum and Minerals (KFUPM); later in 2007 that entity became the root for the Group of Work (GW). GW consists of IT Work Company (ITW) and The Support House for Consulting and Training (SCT)¹. SCT prime talents are on human resources support, project management, consultation and training. Our consulting services are in the following fields: Communications and Information Technology (license No. 14), Manufacturing and Industry (License No. 35) Management Consulting (License No. 854), and Education & Training (License No. 152). GW has also a major share in a plastic factory (www.plasticap.sa). These entities form the Group of Work:

www.GW.sa

GW was honored in 2009 by the Competitiveness Forum being among the top 100 fastest growth companies in the Kingdom of Saudi Arabia in the first competition that was organized in this regard.

SCT delivers quality services based in the wealth of over 30 years of experience in the public and private sector. The prime focus is to provide quality services and achieve good results with low cost to the client.

Previous Projects & Experiences:

Some of our team previous projects and experiences include:

- ✚ Studying the level of information services in the Saudi industrial sector (1988)
- ✚ Studying IT assimilation in the Saudi public sector (for 18 governmental entities in 1992).
- ✚ Supervising the team that develop public sector part of the National Plan for Information Technology and Communications (2005)
- ✚ Supervising Technical and Vocational training programs for over 100K male and female trainees over the period from 2003 to 2013.
- ✚ The development of the Central Exam System for the Ministry of Education (2009)
- ✚ The development and maintenance of registration systems for several colleges and academic institutes (2009-2019)
- ✚ Providing consulting services to the strategic development project for the Bureau of Grievances (2011)
- ✚ HR support and sourcing for the Saudi Authority for Food and Drug Administration (SFDA) and other agencies. Over 200 Saudi and non-

¹ Due to the recent downfall of economy and Covid-19 pandemic, ITW is no longer available along with other activities.

Saudi talents were recruited, trained, and supported via this program. Many other support services were also provided

- ✦ HR support, sourcing, and project management for e-health program at the Ministry of Health (2011-2015)
- ✦ The provision of advisory services and administrative for the Supreme Judicial Council (2011)
- ✦ Establishing and managing a special training program (National Certificate for Retail Sales Skills) to help in providing Saudi talents for the retail business. This program supported many of the new branches for Extra, Nice, and Paris Gallery in the various cities and towns in KSA (2007 – 2013)
- ✦ Assisting in the establishing of the first training institute in KSA that is specialized in the logistics industry (Meddle East Logistics Institute- www.MELI.edu.sa) and chairing the board of trustees (2009-2019)
- ✦ Representing IE University in KSA. IE is one of the top international university in Europe. There website is www.ie.edu. See the attachment for more information (2014-Date)
- ✦ A number of small and medium-sized projects for enterprises such as the National Guard (over several years), and Border Guards.

Services:

Our services include the following:

- ✦ Project management for specific programs, both in the establishment phase, development or expansion
- ✦ Provide specialized technical personnel through the traditional projects of Services & Maintenance
- ✦ Provide advisory expertise as needed
- ✦ Business Process Reengineering
- ✦ Implement training by specialized training programs and qualification for staff to upgrade their skills, managerial, leadership abilities and supervisory through the identification of training needs and draw a career path and training for each function and performance evaluation and training sessions varied for different administrative levels at the facility.
- ✦ Provider for materials purchasing/supply, services and solutions for IT & Communication.

Some of GW previous clients:

Ministry of Education

www.moe.gov.sa



MOI- Border Guard

www.fg.gov.sa



National Guard

www.sang.gov.sa



Ibn Sinaa National College for Medical Studies

www.ibnsina.edu.sa



ACWA Power International

www.acwapower.com/



Communications and Information Technology Commission

www.citc.gov.sa



Ma'aden Co.

www.maaden.com.sa

Chevron Co.

www.sachevron.com



The Savola Group

www.savola.com



Sara Group.

www.sara.com.sa



Saudi Food and Drug Authority

www.sfda.gov.sa



Diwan AlMazalem (Bureau of Grievances)

www.bog.gov.sa



Majls ALQatha AlAila (Supreme Judicial Council)

www.scj.gov.sa



Ministry of Health

www.moh.gov.sa



Middle East Logistics Institute (MELI) – ALMAJDIE Grp
Makkah Chamber of Commerce & Industry

www.MELI.edu.sa

MELI

www.makcci.com



King Fahd University of Petroleum & Minerals (KFUPM)
Abha Chamber of Commerce & Industry

www.kfupm.edu.sa



www.abhacci.org.sa



The General Administration for Eastern Education

edueast.gov.sa



ALYAUM News Paper

www.alyaum.com

اليوم

Royal Commission for Jubail and Yanbu (RCJY)

www.rcjy.gov.sa



Attachement



IE Office in Saudi Arabia

Introduction

IE University has more than 30 international offices, all over the world. At these offices, students can access in depth information about IE university degrees and programs. In addition, these offices participate in analyzing the profile of a candidate before being admitted to IE. Once the student graduate from IE; he/she receive additional support and be connected with alumni from the same country.

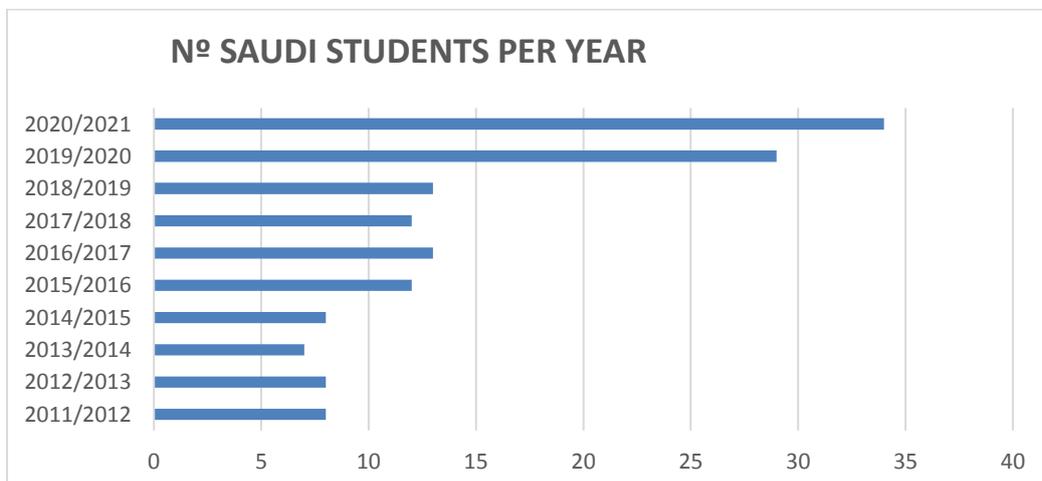
Main Activities of IE Office

- Study market needs and local trends
- Arranging information sessions to interested leads
- Leads profile evaluation
- Consultation meetings to help candidates to decide on the right fit program
- Partnership with local & international entities based in Saudi
- Alumni Community engagement
- Design and execute marketing and promotion initiatives

Master Enrolments

IE in Saudi Arabia achieved exponential growth in recruiting more students in the past two year with more than 70% Saudi national from the total enrolled number.

Please refer to the graph on the below to see the growth between 2019 until now.



43% of Saudi enrolled students are working professionals from the age group (30 – 34). They chose IE as one of top ranked universities in the world.

IE Business school programs is getting the highest interest: International MBA, Executive MBA and others. However, there is a change in the consumer behavior based on the international trends and economic outlook. Candidates from Saudi are showing more interest in the other programs including Master of Big Data, Executive master digital transformation and innovation leadership, Master of Customer experience from the Human science and Technology school and all the programs of Design and architecture school.

Students recruited in Saudi

	2017 -2018	2018 - 2019	2019 - 2020	2020 - 2021
Undergraduate	3	1	7	11 (up to date)
Masters	26	25	43	51 (up to date)

IE Engagements in Saudi Arabia

- **AITamayyuz Finance & Accounting Excellence Academy:** Aramco leads this Initiative with multiple founding partners (International companies like HSBC and EY). IE is nominated as the educational partner.
- **Saudi Spanish Center for Islamic Economics & Finance:** SCIEF leverages from the experience of its partners: The King Abdulaziz University, IE Business School and The Islamic Development Bank. The Center was launched in 2009 with the mission to be a hub for research, teaching, applying and promoting Islamic economics and finance amongst Spanish, Saudis and international businesses, governments and future leaders.
- **Multimedia Case Study with Alkadi Commerce & Industry:** The case presents the problems that the Al-Kadi Truck & Trailer Parts Division was facing related to its operations and stock management. <https://iepublishing.ie.edu/en/al-kadi-commerce-industry-1>
- **Corporate MBA with Gulf Medical Company:** Customized MBA program for GMC with a final focus on Sales & Marketing.
- **Corporate MBA with Islamic Development Bank:** Customized MBA program for IDB with a final focus on Finance & Banking for 40 students with residential periods in Madrid, Jeddah, Boston and San Francisco
- **Master in Islamic Finance with Islamic Development Bank:** Master in Islamic Finance and Leadership Development co developed and created with ICD (Islamic center for the development of the private sector).

- **Case Writing Workshop with Islamic Development Bank:** Case writing workshop with IRTI (Islamic Research and Training Institute)
- **High Impact Leadership Program for THIQAH:** Intense leadership workshop for Thiqah
- **Executive Leadership Program for Ministry of Health:** Topics includes New Technology, Decision Making and Digital Transformation, Process Improvement.
- **Real Estate Development Program for Ministry of Housing:** Program Co-created with the Saudi Real Estate Institute (SREI) for the development of the housing sector in Saudi Arabia.
- **Owners Training Program with Monshaat:** Participants (from over 30 SMEs) had a 12 days training program. Subjects included disruptive innovation, opportunity sensing, creativity and communications.
- **Saudi Aramco Corporate MBA:** This program has been customized for Saudi Aramco using the Executive MBA template with some small modifications to suit the client. The blended program has 11 residential weeks: 4 weeks in Madrid, Spain and 7 weeks in Dhahran, KSA.
- **Saudi Aramco Corporate Master in Business Analytics & Big Data:** This customized program serve the Digital Transformation initiative in Saudi Aramco utilizing the Master in Big Data at IE.