

# YOUR GO-TO-MARKET MODEL FOR SALES OPTIMISATION

Workz Middle East is specialised in supporting and enabling wireless operators and device manufacturers to go to market in a fast, secure and optimised fashion.

*Outsmart, Outperform, Outsource.*



 **WORKZ**

*We live in a Mobile World - Inform. Engage. Connect.*

## Dubai Facility

Workz has seven warehouse units in the Dubai Airport Free Zone.

- Dubai is the unrivalled flight hub for the Middle East, Africa and West Asia.
- 'Free Zone' means that you can store and handle goods without duty or taxes.
- Fast turnaround times to and from airport cargo.
- Bring stock closer to the markets and your customers.

## Outsourced Logistics

Workz can handle receiving, storage and shipping management, reporting and control.

- Complete inbound and outbound document management, including three-way matching.
- Real time inventory reporting and regular signed off inventory statements.
- Only pay for the space you use and the movements you do.
- ISO 9001:2000 certified processes.

## Delayed Customisation

Workz can pack units, print manuals and collateral material, programme or test units and make customisations on the outbound.

- Change language, programming and other customisation on customer order.
- Enable stock re-balancing.
- Reduce variant stock control issues.
- Maximise customer choice.

## Reverse Logistics and Servicing

Workz can handle reverse logistics, repair handling, warranty management, spare part logistics and swap programs.

- Tailor-made warranty/return program.
- Benefit from a network of established servicing agents across the region.
- Forecasting support for order fulfilment and inventory optimisation.

## Data and Tracking Management

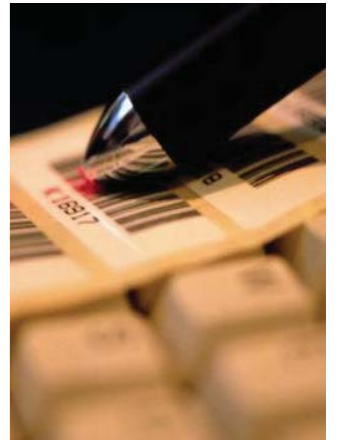
Workz has proprietary serial and data management systems designed to cater for the wireless and computing industries.

- Complete tracking and tracing capabilities.
- Over the web dynamic reporting.
- Hierarchical tracking and bar coding systems for fastest and safest handling.
- Warranty management system.

## Non-Conformance Handling

Workz also has experience in managing insurance claim handling, short shipment management, non-conforming goods issue resolutions.

- Benefit from local and regional knowledge and expertise to avoid issues with authorities.
- Enables your sales staff to spend more time on selling instead of operational issues.



 **WORKZ**

PROFESSIONALS IN SALES AND SUPPLY CHAIN SERVICES

## About Workz:

Workz positions itself in the wireless arena working with network operators, equipment manufacturers, telecom retailers and after market service providers. Over the years we have established ourselves as a leading provider of products and services, supplying to the majority of network operators in the Middle East and Africa region.

Our product and services include:

- Network products distribution: wireless devices, recharge cards, SIM cards, and packaging
- Supply chain management
- FMCG packaging
- Delayed customisation
- Consultancy and project management
- Retail design and fit-out
- Support services including artwork and data management, packaging design
- After market service and warranty management

Fundamentally, we run a fulfilment, packaging, logistics and distribution facility, with wireless device repair operations in the Dubai Airport Free Zone (duty free). We are supported by Emirates DNATA, which facilitates worldwide air cargo operations. We warehouse products locally and make shipments on behalf of our customers regionally and globally. For handsets and wireless devices, we also provide product customisation services like operator branding, packaging, collateral changes, language flashing, ROM upgrades, SIM locking and plug swaps. Our fulfilment and packaging capabilities include working in both paper and plastic which we use to produce network operator retail packages, handset bundles and accessory packaging. We are an ISO 9001:2000 certified company.

For more information: <http://www.workz.ae/aboutus.htm>



**WORKZ**

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