
The **Future** of
business is about
having the skills to
Simplify the
Complexity of the
subjects that
matters to others.

COMPANY PROFILE

IST-Platform
Industrial-Services/Solutions-Technology



Our Business Prospect

We focus and deal only as an exclusive representative partner with well-reputed and high-potential SMEs in the process and automation industries based in Europe.

Pillars of Our Core Business

- 1** Industry-oriented, with a primary focus on oil and gas, petrochemical, and environmental industries, for supply support and service for industrial assets in process control and automation, from the project investment phase (Capex) throughout the whole life cycle of the invested asset (Opex).
- 2** Supervision and service execution support for after-sales activities in the life cycle of industrial plant assets.
- 3** Consultative support for industrial-orientated companies or manufacturers in process control and automation in the region for operation and business development management, to improve their performance.

About US

We serve the process control and automation industries with the right set of concepts for asset life cycle management.

The company IST-Platform L.L.C. was founded in 2019 by two seniors' European-International partners and one of the highly reputed local senior business partners, all based in the region, with more than 3 decades of experience at international level and, out of that, more than 12 years in the Middle East, including UAE, Oman, and Qatar, active in industrial process control and automation, in consulting, sales and service.

We as a company, in a short span of time have grown our business and operations and established our group of companies in other countries like UAE (Dubai and Abu Dhabi), Oman and Kenya which will be an operational hub for East and Central Africa.

Our main objective is to serve customers and partners in the process control and automation industries, especially in oil/gas, Power Plants, Petrochemical and environmental industries, with the right set of concepts and help of selected highly, reputed manufacturers and partners in Europe, from Project capital investment for field process devices, instruments and solutions, up to the whole life cycle of the invested assets. From selection and qualification of project technical scopes, up to long term support in optimization of the installed assets, to protect their plant assets, to improve their operation excellency and maintenance efficiency.



Co-Founder/Managing Director

3 Keynotes:

- 1. "To be successful, we have to consider our HOST country as our HOME country. For success, there is no alternative to this attitude. To live up to this attitude, we have to support our host country's development by focusing on the gaps and challenges in the value chain".*
- 2. "There is no point in claiming to be perfect or the best! But to commit ourselves and monitor the compliance to improve our service continuously".*
- 3. "To serve our customers in the best way, we do not just go around and COLLECT partners. We have to SELECT the best-fitted partners to bring the most relevant values to our COMMON customers".*

What Distinguishes Us From Others?

- We have a strong network and market knowledge for the specific subjects of interest in the local and regional market and industries for 12 years and engaging only high-profile FTEs and Senior Accounts Managers/Sen. Service Engineers in the region to have a high impact.

- We have a strong understanding of Industrial Service providers and manufacturers procedures, business design, strategic objectives, and business ethic framework, especially from Europe (Germany/Switzerland).

- Our approach is not collecting partners, but SELECTING them, with a focus on SMEs in Germany/Switzerland, based on mutual interest, Value Chain, and in alignment with other activities and interests of other partners, for best-fitted solution for customers.

Elements of Our Operation Force

- **Strong Expertise:** Our team have proven expertise in the fundamental technical principle at the engineering level for different processes and applications in the key industries, which are mainly, oil/gas, Petrochem, Power plants, etc.

- **Market knowledge:** We are familiar many years in the region with the main stakeholders and key accounts, including End-Users, regional EPCs, and Consultants, for the countries including, but not limited to UAE/ Oman/Qatar.

- **International Actors:** We are as well aware and have worked with various International acting EPCs for regional projects, license owners, and accredited laboratories.

- **Competitive advantage:** We have a strong understanding of the dynamic of the competitive landscape.

- **Strong Customer orientation:** We have successful experience with life cycle management concepts, new business generation and customer retention.

Line of Business

1. NONE CONTACT & RADIOMETRIC MEASUREMENTS

Instrument products and solutions for none-contact and radiometric measurements of level, density, concentration, bulk flow and moisture measurements for process control applications in key industries, refineries, petrochemical, steel, as well in mining (solid) industries, etc.



2. INDUSTRIAL ENGINEERING & SERVICES SOLUTION

Testing, Inspections, verification, simulation and calibration for sensors and measurement systems, material protections (tanks, pipes) acoustic, vibration, Aerodynamic, Hydrodynamic, material and welding, metrology and recalibration for custody transfer meters, engineering training and certification in various industries, including oil/gas, Petro chemical industries.



3. ANALYSERS SAMPLING SYSTEMS FOR WATER STEAM APPLICATIONS

A. Standard and/or customized steam and water sampling systems. Sampling system components, e.g. sample coolers, high pressure and high-performance inlet valves, high-performance pressure reducing valves made by the vendor.

B. Analysers, sensors and analysis systems for the properties of water and steam cycles, but not exclusively, e.g. analyzers and sensors for pH and ORP, specific and acid conductivity, degassed acid conductivity and dissolved oxygen made by the vendor inclusive accessories and spare parts.

C. Analysers systems for hydrazine, sodium, silica and phosphate made by the vendor inclusive.



4. GAS FLOW MEASUREMENT & SOLUTION

A. Gas meters for exact measurement (Ultrasonic/Turbine meters) including for Custody Transfer purpose or for secondary measurement.

B. Flow computers for count and calculation of measured values.

C. Electronic volume correctors with Turbine meters.

D. Gas chromatographs to analyze the gases.

5. REMOTE GAS DETECTION & MONITORING SERVICE SOLUTION (Gas Cloud Detection)

Scanfeld® is the world's first early warning solution for comprehensive remote monitoring of entire chemical parks. Wherever gas accumulates, scanfeld® identifies, localizes and images the gas cloud. Completely automated, around the clock.



Our Operational Platforms

- **IST-Platform Servicing and Trading L.L.C.**

Corniche Road, Build. No 40,
Second Floor, Office No 15/R
P.O. Box: 25422 | Doha, Qatar



- **IST-Platform Instruments Servicing and Trading L.L.C.**

Business Bay, Prime Tower,
29th Floor, Office No. 15/02,
P.O. Box: 78029 | Dubai, UAE



- **IST-Platform Instruments Servicing and Trading L.L.C.**

Al Markaziya, Office Tower,
The World Trade Centre,
Level 17, P.O. Box: 3876
Abu Dhabi, UAE



- **IST-Platform Servicing and Trading Limited**

Nairobi North Street,
Lenana Road, Kilimani Building
P.O. Box: 625 | Nairobi, Kenya



We serve as a platform
for developing value in
industrial process automation.

IST-Platform
Industrial-Services/Solutions-Technology

✉ **E Mail**

sales@ist-platform.com
sales.ae@ist-platform.com
sales.ke@ist-platform.com

info@ist-platform.com
www.ist-platform.com