



Member Interview



Name	Walid Chatti
Nationality	Tunisian/Bulgarian
Hometown	Tunis
Education	Universität Bremen / Electrical Engineering and Information Technology specialized in microelectronics and microsystems
In UAE since	December 2019
Employer	SKIDATA Middle East LLC
Hobbies	Basketball, Running, Golf, Desert Drive
Contact	Walid.chatti@outlook.com mobile ae +971 50458-6785 I linkedin.com/in/walid-chatti-63692925/

Q: Today, we speak to a gentleman who is quite new to Dubai. He is Tunisian and Bulgarian. He heads an Austrian company, General Manager for the GCC and North Africa. The company we are talking about is Skidata. Welcome Mr. Walid Chatti.

Walid: Thank you Werner for this invitation and for this opportunity. My name is Walid Chatti and I am Tunisian – Bulgarian. I studied in Germany, made my micro engineer studies in Bremen. I'm not really quite new to Dubai. I'm already taking care of this region for 10 years but it's right, I just moved to Dubai almost about one year. During the corona time I had to move with my family to Dubai and that was quite challenging. I am managing the Skidata Middle East company since one year but in the same time I'm managing also the Skidata Tunisia which is a company based in Tunisia taking care the French African countries. Seven years ago, I joined Skidata. Since then every year we have new challenges and I'm really happy about the achievements that we did during the last years where I had the opportunity and really the honor to build up a complete market from scratch. This includes amazing countries like Morocco, Algeria, Tunisia, Bahrain, Kuwait, Oman, and Dubai so it was really a challenging time and I'm really proud of this and looking for more challenges with Skidata.

Q: Please explain what is Skidata is specially to those who have no idea about the company.

Walid: Skidata is an Austrian company and a worldwide leader in access control for people and car access solutions. We are providing almost about 10,000 installations worldwide for ski resorts, stadiums, airports and we have prestigious projects like Amsterdam Airport where we provide solution for car access in the parking. We have Zurich, Dallas, San Diego airport and now we have Abu Dhabi, Kuwait airport. So we have almost 350 airport worldwide as a reference where we are providing the smooth, intuitive and secured access solution for cars. We also provide solution for stadiums as Juventus turin or Paris Saint- Germain in France so we are providing almost about 100 stadiums with a people access solution. And of course where the name come from, we are

providing Ski resorts. We have quite a lot of ski resorts and worldwide, we are having about 90 percent market share.

Q: What is the main focus of Skidata here in Dubai?

Walid: The focus is providing our customers and key account customers with the best access control solution in this market and with the service locally because most of the companies are trying to sell and provide solutions here but they are not making the after-sales service. This is our strength in Skidata. We are providing a complete trained and skilled staff of engineers in the region who are able to support this solution like Ski-Dubai but also solutions like emirates tower, Deira City Center, Coca Cola Arena, and all other known sites like Dubai World Trade Center! But not only in the UAE. We have sites in Oman the Salah Airport. In Kuwait, we have the Kuwait International Airport. And also in Bahrain, where we equipped lastly the Bahrain International Circuit for the Formula 1.

Q: Would you be also involved in Expo 2020?

Walid: Of course, we have to be. We are a key player in the world for access control and we will be there.

Q: Can you tell more about your challenges you have when you moved here

Walid: It was really quite challenging time because exactly during this period, I had to move from Tunisia to Dubai with my family and as I said I am managing two teams, one team in Tunisia and one team in Dubai. I had to manage private life and the business part which is quite challenging. I learned a lot about my team, both teams in fact, about my customers, the market and my company. It was a quite challenging time where every one of us had to manage this challenging time in a way that we need to keep positive, we need to think about the future and we need to keep thinking that there is a tomorrow and even if sometimes we are not sure about it, for whatever reason we have to push our teams to still positive.

Q: What particularly do you like about living here in Dubai?

Walid: I think we have a lot of opportunities in Dubai and it is becoming stronger. Dubai offers you opportunity that if you invest time and energy in this market, this market gives you this back. Other markets are really challenging and you have to invest a lot of years to get something out of it. But the Dubai market is really an amazing market wherein if you invest in the customers, you will see it within the same year. We had great achievements within even this year where we equipped some prestigious sites and it was a short time success. For example, the crocodile park which is going to open soon or the ICD Brookfield the place.

There are the projects where we invested where I personally invested a lot of time but I was able to see the results within the sphere and this is something I saw only in Dubai.

Q: And this sounds really great and really good success story because usually people are complaining about the corona times that there's no business. But you and your company were able to achieve something and create more turnovers.

Walid: Yes, I have to say I have an amazing team in Tunisia and Dubai. This team is doing the biggest part of the work and they are present there. I want to take this opportunity if possible, to thank everyone of them because they were really supporting, helping a lot and standing by me. It's not only the market which is giving back now it's also the team so I am really happy about this and proud of it.

Q: Those are very nice words at the end of the interview. Thank you very much. It was a pleasure having you and wishing you also for the future a lot of success here in Dubai.

Walid: Thank you