

E-marine PJSC, UAE and Nexans, Norway sign MoU to provide subsea cable solutions

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Nexans Norway and E-marine PJSC, a leading solution provider for submarine cable in the Middle East Region announced the signing of a Memorandum of Understanding (MoU) for a wide-ranging collaboration in providing Submarine cable solutions in the Middle East market on January 18th. The MoU signing ceremony was conducted in Oslo, Norway, in which Mr Omar Bin Kalban (CEO & MD), Mr Manzoor Ali (Manager Marketing and Business Development) of E-marine PJSC, Mr Tom Birkeland (VP- Building and Telecom Cables Division), Mr Ragnar Vogt (Director Sales & Marketing) and Ms Mariana Grozeva (Manager Telecom Export) of Nexans Norway were present.

Under the terms of the MoU, the scope of the strategic alliance will include cooperative marketing to customers and channels in the Middle East and utilizing each others facility for providing solutions and service to customers in various sectors in the Middle East Region. This MoU builds on the strength of an existing relationship between the two companies, as well as on Nexans well proven Sub sea cable solutions as well as E-marine system integrator background in marine project management and implementation solutions.

"This strategic collaboration provides an excellent fit for our strategy of delivering innovative solutions to our clients in Telecom, Oil&Gas and Utility sectors - all those who are expanding their infrastructure to provide improved services ," said Mr. Omar Bin Kalban, CEO & Managing Director of E-marine PJSC

Sub Sea cable solutions from Nexans Norway will provide more flexibility to service providers and faster roll out due to ease of installation and maintenance. "Through this partnership, we anticipate substantial sales of sub sea cable solutions from the Middle East region, as well as the establishment of a leading position," said Mr Tom Birkeland (Vice President Building and Telecom Cables Division).

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