

# Newsletter

COMMERCIAL  
BANK



Welcome to the second issue of our 2013 bi-monthly newsletter for **Small and Medium Enterprises**. We aim to enable entrepreneurial success.

2013 - ISSUE 3



Gopiramanan Sriskandarajah, Finance Executive, Husam Shalabi, Dy. General Manager, Ala Salameh, Managing Partner of Chainlink Industries of Qatar along with Radzma Sala Balaham, Business Technology Officer and Aizaz Tahsildar, Manager Business Solutions from Enterprise Banking, Commercial Bank

## Latest Company to Take Advantage of CB's Business Technology Solutions

Chainlink Industries of Qatar, recently enrolled for the HR & Payroll solution from the Bank's Business Technology Solutions suite, powered by MEEZA. The company required a secure system to process salaries seamlessly for their employees and is now able to do so through this online solution. Operating in Qatar since 2007, the Company is engaged in the business of manufacturing and installation and currently employs 9 skilled and experienced staff. Requisite training for the solution was imparted and the company successfully processed the salaries for June 2013 online for the first time. Paycard for over 80 labourers were also provided by the Bank. The company can now easily process all salaries online, from anywhere at anytime.

## Working Capital Facilities for SMEs in the Service Sector



Mubarak Al Khalifa, Chairman, Safari Qatar Services, Randa Elamin, Business Director, Safari Qatar Services, Mahmoud Khalil, President, Safari Qatar Services with Mohamed Al Shehab, Assistant Relationship Manager, Enterprise Banking

Commercial Bank's Enterprise Banking recently granted a comprehensive package of funded and non funded credit facilities to Safari Qatar Services, in support of their business growth. The company has been operating since 2010 and primarily provides services to the US army base as well as other American companies in Qatar. It employs 46 skilled employees and is currently also considering enrolling for the Bank's HR & Payroll solution. Enterprise

## Comprehensive Solutions for Trading and Distribution Company

Damascus Gate, established in 2005 was recently granted working capital facilities to expand and support their business requirements. The company engages in a variety of activities including the import and distribution of frozen seafood to supermarkets and hypermarkets across Qatar. They are also the main dealer of Mitsubishi Electronics including distribution and installation. In addition, Damascus Gate is engaged in interior decoration. The company is located in Muntazah, and employs 50 staff. Committed to supporting their growth, Enterprise Banking has also provided them with the Bank's HR & Payroll solution.



Hadi Ali Fatoum, General Manager, Damascus Gate for International Trade with Mozan Akil, Assistant Relationship Manager, Enterprise Banking

Banking is committed to support the growth plans of Safari Qatar Services, through its tailored banking products and value added solutions for SMEs.



Cecille Cervantes, Senior Finance & Administration Controller, Dallah Advertising Agency with Satish Kumar, Relationship Manager, Enterprise Banking

## Enterprise Business Loan (EBL) for Advertising Agency

Dallah Advertising Agency has been in the business of advertising and media campaigns, plus designing and providing advertising material in Doha for the past 30 years and employs over 150 staff. The company was recently granted an Enterprise Business Loan (EBL) by Commercial Bank to support its immediate working capital needs. The EBL is a fast turnaround, minimum documentation solution for SMEs, aimed to provide finance with ease and speed.

Dedicated Enterprise Centers at:			
<b>Umm Lekhba Branch</b> Call 4449 5508	<b>Bin Omran Branch</b> Call 4449 5346	<b>D Ring Branch</b> Call 4449 5448	<b>Hamad Al Kabeer Branch</b> Call 4449 7568

We look forward to serving you  
E-mail: [enterprise@cbq.qa](mailto:enterprise@cbq.qa) Call: +974 4449 5588

## Enterprise Banking

### Enabling Entrepreneurial Success

We offer small and medium enterprises, support and advice, backed by access to a comprehensive range of business and financial solutions, to help you succeed.



### Our range of services and products includes:

- Working Capital Finance and Term Lending
- Trade Services-Letters of Credit, Guarantees, Bill Collections, etc.
- Sweep Accounts- Returns on your liquidity
- HR & Payroll, E-mail and Document Management, Secure Web- hosting
- Insurance, Treasury and Investment Solutions
- Internet Banking
- Access to Advisory Services
- Point of Sales terminals
- Premium Cash Management Services
- Retail Solutions for employees
- 24-hour Customer Contact Centre
- Dedicated Relationship Managers



## Enterprise Banking, Commercial Bank Hosts Fourth Customer Workshop with CNA-Q



Curtis Avery from CNA-Q, Sujata Zinzuwadia, Head of Marketing & Sales, Enterprise Banking, Commercial Bank, A Jagadeesan from QB Engineering, Khalid Juma from QB Engineering), Kenneth Clark, Head of Enterprise Banking, Commercial Bank, Ali Ibrahim Al Muhannadi from Scale Trading and Contracting and Neal Mannas from CNA-Q

Enterprise Banking, hosted the fourth workshop for SMEs in the series with the College of North Atlantic, Qatar (CNA-Q) in May 2013. The workshop on 'Project Cash Flow Forecasting for Construction Projects' was conducted by Neal Mannas, Accounting Instructor at CNA-Q's School of

Business Studies. Well attended by a select group of SME business accountants, analysts, owners and key decision makers the workshop focused on project cash flow forecasting techniques and steps that businesses can take to manage cash flow more effectively.