



ALTECH
INTERNATIONAL

CORPORATE PROFILE

About us



Altech International FZCO is one of the six subsidiaries in PAI GROUP of companies. specializing in a range of sectors from workplace solutions, information technology, medical, engineering, vertical and horizontal transportation, PAI GROUP is a UAE based privately owned diversified holding company which was established in 1988.

Altech International FZCO set up operations in 2003 as the authorized master distributor for SHARP branded office automation products and business solutions for the African region. It has since grown from strength to strength and become the sole authorized distributor for top global brands such as SHARP, BENQ, G+D, RICOH, AI TECH, MURATEC among others.



Altech International FZCO operates through a team of dedicated and well-trained sales and marketing professionals, service support, logistics, and financial specialists that are experts in their respective fields.

Operating in UAE for over 20 years, Altech International FZCO is one of the foremost business houses in the country today that is known for building long and trustworthy relationships with its stakeholders including employees, customers, partners, and distributors.

Today, Altech caters to around 72 partners and resellers in 60 countries across the Middle East & African subcontinent. Altech has earned its reputation for being a trusted and reliable partner in the distribution and trading industry. We have agreements with several multinational brands and our aim is to be the one-stop-shop solution for all businesses and trading houses in Africa and the Middle East.

Maintaining adequate stock to cater our partners at any given time is one of the great advantages we have at Altech.



Chairman's Message

The PAI GROUP of companies has strived for over three decades to bring the best workspace technology solutions from across the globe to our customers. We understand how good technology and well-designed, customized solutions can enhance the effectiveness of the work environment and we know what it takes to make sure that technology keeps working at its peak for our customers.

Altech International is specialized in providing workplace solutions through our channel business partners across the globe and we take pride in the professionalism and commitment of our staff, in the trust and confidence, that we have earned from our stakeholders over the decades. We look forward to continuing this mission, bearing in mind the necessity to adapt to the ever-changing technological landscape while continuing to be a valuable partner to our stakeholders and customers by being instrumental in their journey of success.

A handwritten signature in black ink that reads 'Gopal Pai'.A portrait of Gopal Pai, a man with glasses and a mustache, wearing a dark suit jacket over a white shirt.

**Gopal
Pai**

Board of Directors



Aasish Pai



Aneesh Pai



Ashank Pai

Mission

Providing workplace and personal productivity solutions and services, that exceed customer expectations and unparalleled marketing capabilities to our business partners by bringing innovative ideas and products, whilst providing our staff the opportunity for personal advancement with performance-based recognition and rewards to achieve the highest standards in the industry.



Vision



**ALTECH TO BECOME
THE ONE STOP SOLUTION
FOR TOTAL
WORKPLACE
REQUIREMENTS.**

Values

Teamwork is Our Principal

We, at Altech family, respect and support each other in everything we do. We take ownership of all tasks both as a team and individually and are accountable to see them through to completion. When we take up a task, consider it done.

Sense of Urgency

At Altech, we anticipate the needs of our customers, channel members, business partners, staff and other stakeholders and respond with a sense of urgency to fulfill their needs and wants. Meeting the needs of our partners is our priority.

It's a Win-Win

We are committed to creating win-win partnerships with our customers, business partners, channel members, staff and all other stakeholders. Mutual benefit, trust, honesty and care are the cornerstones of these long-term partnerships.

Perfection is Our Hallmark

We benchmark best practices in every sphere of our business and strive to attain new standards through development of competencies and continuous improvement of processes.

Innovation Based Success

The environment and our customer's needs keep changing. We respond to these changes with innovative solutions. Innovation helps us deliver extraordinary value and keep us well ahead of competition curve.

A Passion to Win

We are passionate about winning responsibly. Our spirit is indomitable. We never give up we will never let our partners give up. As a family we all will thrive.

Business Solutions

SHARP

Be Original.

Altech International is the sole authorized distributor for photocopiers and production machines from the world-renowned Japanese brand **SHARP** business solutions, which form the core vertical of Altech International. Under this sector, Altech has evolved from a marketing and distribution office to a total solutions and services provider.

Currently, the company offers a range of copiers, multi-function devices, presentation aids, **SHARP** production machines, and several other value-added services.

SHARP

Be Original.



SHARP has the widest range of printing and imaging devices in the world from basic A4 personal printers to industrial production machines. The range of models comprehensively fits every segment in the product category and continues to dominate the African market with a major market share. The most cost-effective and efficient solutions have given users an edge over the competition.





Banking Solutions

Giesecke + Devrient

Altech International is the authorized sole distributor for the world-renown Giesecke+Devrient banking solutions in the MENA region. Established in 1852, G+D develops security technologies with passion and precision in 4 major playing fields - secure payment, providing trusted connectivity, safeguarding identities, and protecting digital infrastructures. Over the last 170 years, G+D's name has been associated with the excellence and reliability by its partners and end-users. We offer a range of G+D banknote counting machines for homes and offices as well as cash processing solutions for CIT Companies to central banks for maximum efficiency.





Artificial Intelligence

AI TECH

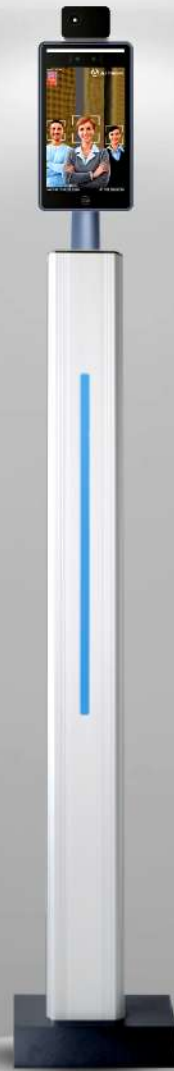
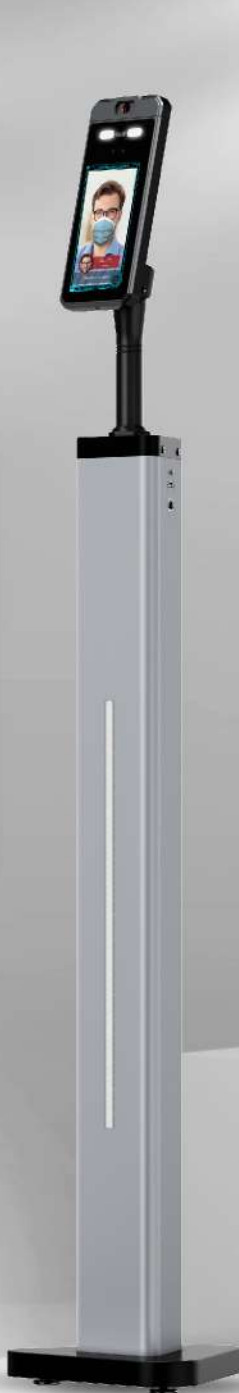
AI TECH Access Control product range is the latest addition to the range of solutions created and owned by Altech. **AI TECH** was launched 2020 to meet the rising need for mask detectors and temperature monitoring systems in the current times.

AI TECH products range from tabletop or wall-mounted contactless thermal detectors to stand mounted surveillance devices that have capability of monitoring the temperature of multiple people in seconds. So far, Altech has successfully distributed and commissioned more than 3,000 access control devices worldwide, becoming the largest distributor in the world for this category.

AI TECH



ALTECH



Our Global Brands

SHARP
Be Original.

RICOH
Digital Duplicator

muratec

BenQ

AI TECH

GD

SCYLLA

myQ

YSOFT.

Gespage

Support & Services

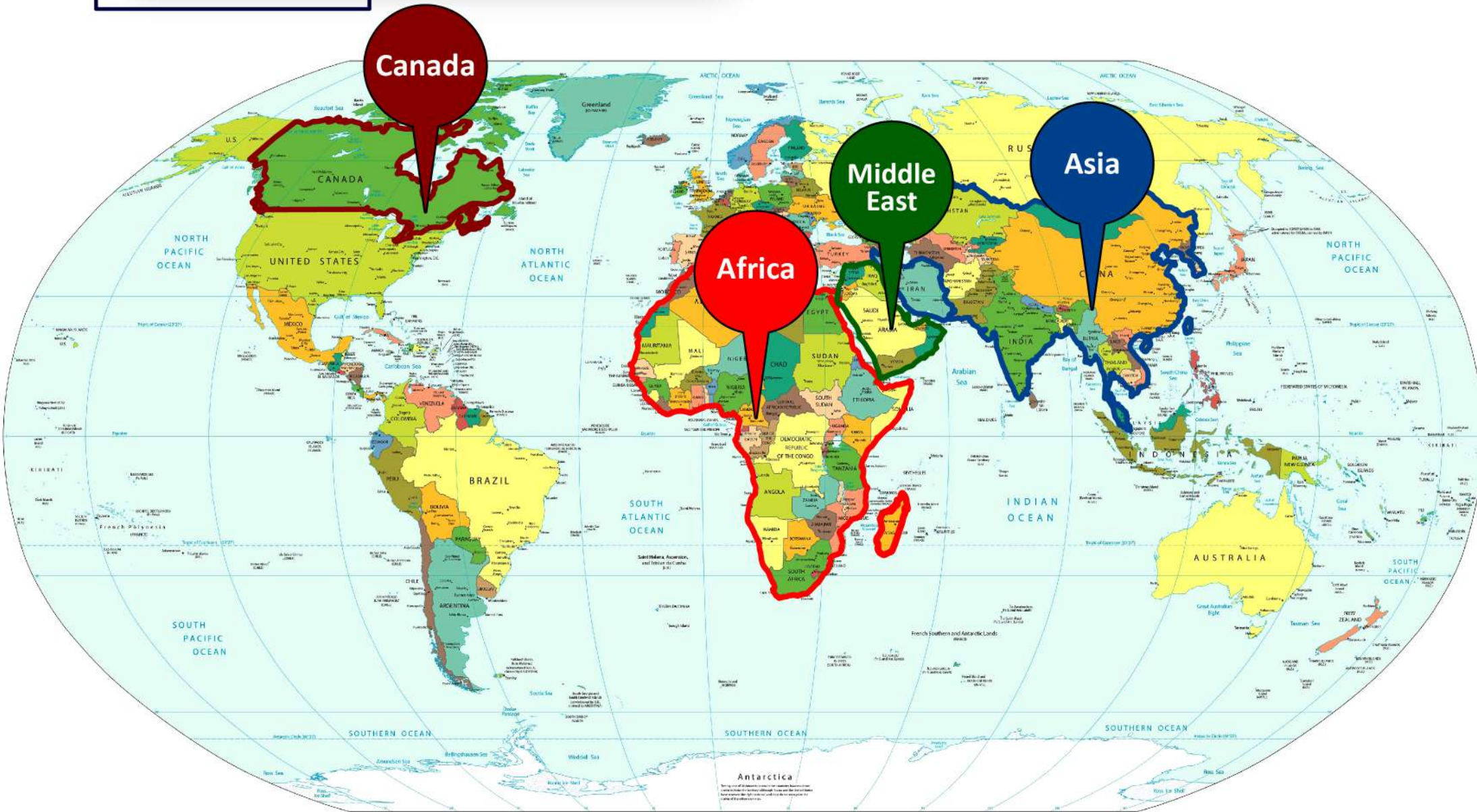
At Altech, our first priority is to deliver the highest quality products, backed with equally excellent aftersales service to our clients and partners.

Whether you choose to simply purchase a unit or integrate your business solution, we are committed to making your experience with us the best it can be.

We ensure that our technical crew is comprised of well-qualified, experienced, and competent engineers and technical-support staff that knows all our products inside out. Our team is guided by our global principals to take care of your machines to ensure long product life.



Global Reach



Pai Holdings



Est. 2003



Est. 1989



Est. 2002



Est. 2015



Est. 2022



Est. 2005



Est. 2008



Est. 2007



Est. 2017



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