

Date: March 06, 2023
Time: 10:00 am - 12:00 pm
Location: Dubai Chambers - Level 2, Delegation Room
Attendees: 18 Pax

ATTENDEES

1. Omid Mahboubi (MENACA - Dubai Chambers)
2. Rami Muhanna (Dubai Chambers)
3. Nicolas Gresser (AWS)
4. Ezzat Sayegh (Cloud for Work)
5. Fionnuala Morris (Kyndryl)
6. Mark Beaumont (Independent Contributor)
7. Mohammed Owais (PwC)
8. Nadim Hasbani (Microsoft)
9. Selim Abid (Snowflake)
10. Majid Heshmatian (Independent Contributor)
11. Tim Aldrige (HPE)
12. Sandor Fulop (Orixcom)
13. Ahmed Ibrahim (Intel)
14. Arjan Oudekotte (Crayon)
15. Evren Aker (Gensesys)
16. Manuel Rodriguez (Schneider Electric)
17. Vineet Shukla (HCLTech)
18. Ghazanfar Ali (IBM)
19. Chris Cooper (Independent Contributor)

COMMENTS FROM ATTENDEES

- Involving the relevant government agencies including TDRA, DESC and Cybersecurity Council.
- Gov agencies cannot sit on the board but we can engage them from the get-go to convey the message that we wanted your thoughts. Not to be preachers.
- Involving end-users as we are only a group of vendors - Also let's not just reach out to CIOs, let's get CMOs and CFOs involved too
- Reaching out to relevant business groups to coordinate activities
- Financial regulation and healthcare regulations are pending - we can proactively contribute
- If we are talking to end-users , we need to go beyond cloud we need to talk AI, Edge, 5G and relevant technologies
- We need to challenge the regulators
- Reset and go back to the meaning of Cloud Computing to avoid creating an illusion that we are only talking about public cloud - there are regulatory blockers for hybrid/ multi-cloud too
- Bringing other global successful use cases to learn from i.e. UK Government
- Importance of focusing on PPPs
- Sustainability and education on top of the list
- Picking top 2-3 major pain points in Dubai and focusing on them
- The importance of defining the Problem Statement and the group's charter
- Dubai Chambers does weekly workshops bringing end-users together - Maybe we can contribute
- What are the important cloud ecosystem stakeholders

- Who has not been invited to the group?
- What can we do at Dubai level - what is also a federal-level concern? - As there is no such entity in Abu Dhabi, we can propose policy recommendation on the federal level too
- Looking at the business group as a startup - implementing the startup methodology when formulating our pitch / vision / mission / objectives etc.
- Three pillars of focus: Data Residency & security / Sustainability / Training, awareness, and education
- Focus on Dubai's Competitiveness
- Maturity level analysis - customers need to understand the landscape in Dubai - connectivity, skillsets, and security - maybe we can create a maturity model and score Dubai on that basis so customers can navigate the ecosystem better - are you mature enough and what takes you from one stage to the next ?
- Outsourcing issues in Dubai
- Change management methodology and using RTA's use cases - users resistant , specific methodologies
- The narrative of: Today the UAE is no 1 but is it going to remain the same? (based on MENA Cloud Alliance's CCI2023)
- Barriers to entry is a real problem - if we are not getting any returns on our significant investments in Dubai and UAE, we are going to have to shut off our assets and leave
- Adoption issues on our platforms are real - Contradictions in Government policies and messaging
- We want to be utilising our assets and continue to invest in Dubai
- Missing UAE's strengths - telcos are a strength - the infrastructure is there but it is not being used properly
- What are the threats?
- 5G adoption (especially in Healthcare) - not many use cases - We keep the 5G running hoping for it to get utilised
- When we bring folks like Cleveland hospital - what is it mean to be competitive in healthcare if you are not embracing hybrid or public cloud in healthcare?
- Strategic view : how do we enable people to have the right demand for the business case to make sense or how do we challenge the regulatory issues - but there is also a tactical view: my ability to go to the cloud is limited by my finance, my IT, my procurement, etc. - my people are not ready
- From a provider's perspective - In the future what is my growth prospect?
- We need to be cautious and speak about our challenges as well as the challenges when it come to Dubai - not just those blockers for us as businesses
- Be bold and even propose regulations that do not even exist yet - talk about issues but focus on opportunities

NEXT STEPS

- Group to gather for a decision making session (after Ramadan)
- Survey to be shared to receive feedback
- Articles of Association & Bylaws to be shared for internal review