

BUSINESS TOUCH MAGAZINE

March 2023

www.businessstouchmagazine.com

**MOHAMMED MOBIN MALLICK,
FOUNDER & CEO OF KIRAN SMART
PIONEER OF A.I HUMANOID ROBOTS**



Follow Us On





MOHAMMED MOBIN MALLICK, FOUNDER & CEO OF KIRAN SMART PIONEER OF A.I HUMANOID ROBOTS

What comes to our mind when we hear the word “robot”? Do you picture a metallic humanoid in a spacecraft in the distant future? Imagine a dystopian future where humanity is incarcerated by its robot overlords. Or think of an automobile assembly line with robot-like machines putting cars together. Whatever you believe, one thing is sure: robots are here to stay.

Fortunately, robots will likely be more about doing repetitive or dangerous tasks than seizing supreme executive power. Let’s look at robotics, defining and classifying the term, figuring out the role of Artificial Intelligence in the field, the future of robotics, and how robotics will change our lives. Robotics is the engineering division that deals with robot commencement, design, construction, operation, submission, and usage. Let’s dive deeper; we see that robots are defined as automatically operated machines that carry out many actions independently and do the work usually accomplished by a human.

Incidentally, robots don’t have to resemble humans, although some do. Look at images of automobile assembly lines for proof. Robots that appear human are typically referred to as “androids.” Although robot designers make their creations appear human so that people feel more at ease around them. Today we have one such business owner, Mr Mohammed Mobin Mallick, with Business Touch Magazine, who deals in robotics, A.I. Humanoid robots, and many other necessary services connected to the I.T. sector.

OVERVIEW OF KIRAN SMART

Kiran Smart is the first HUMANOID ROBOT SOLUTIONS AND SERVICES company in Kuwait.

Kiran Smart Company WLL is a company in Kuwait having existed in multiple locations, providing I.T.



MOHAMMED MOBIN MALLICK,
Founder & CEO of Kiran Smart Pioneer
of A.I Humanoid Robots

services to business and home users. It effectively combines technical expertise and domain knowledge to offer customers customised computer networking solutions and system integration solutions. Being one of the best I.T. Companies, they provide industry-standard integrated solutions, I.T. consulting, I.T. maintenance, I.T. consultancy and I.T. solutions.

Delivering every project successfully with extra care by our professional experts as per customer requirements is what we do. Our team contacts the customer to discuss and contemplate the project requirement details. Once the project is defined, our solution architect expert prepares the most innovative solution considering the cost and other factors. This solution is then communicated with the customer at every stage of development of the project to show the progress and deliver on time.

KIRAN SMART PRODUCTS

A.I Humanoid Robots	Outdoor LCD Screen	Bandwidth Management	Backup
Disinfection Robots	Networking Devices	HSIA	Migration
Cleaning Robot	Network Wireless	System Servers	LED Party Lights
Digital Signage	Network Security	Network Data Storage	Restaurant Calling System
Interactive Touch Screens	Load Balancer	Anti-Virus	Digital Face Payment

KIRAN SMART SOLUTION

Robotics Solutions	Wireless Solutions	Backup & Disaster Recovery Solution	Interactive Display Solution
Website Development Solutions	IP Telephony Solutions	CCTV Solution	3D Holography Solution
Mobile App Development Solutions	Network Security Solutions	Access Control & Time Attendance Solution	Virtual

REALITY SOLUTION

Software Development Solutions	Hospitality Solutions	Structured Cabling System	Wireless Calling Solution
Network & System Integration Solutions	Call/Contact Center	Audio Visual Solution	

KIRAN SMART RENTAL SERVICE

Robot Rental	IT Equipment
Digital Screens	LED Presentation Screen
LED Furniture	Event Lights / Screens

KIRAN SMART MISSION AND VISION

Our Mission is to provide innovative, reliable, high-quality services to clients throughout GCC and Globally.

Kiran Smart fulfils our Mission by developing highly trained, loyal employees who work as a team to anticipate, identify and respond to the client’s requirements. Operating in a highly competitive environment, Kiran Smart continuously strives for excellence, aimed at fulfilling the maximum needs of the project at the lowest possible costs and passing the benefits to its client.

Our Vision is to achieve global brand recognition as the finest solutions and services provider where customers find the optimal business solutions to their needs.





We are driven to lead the industry by recognising that every detail of a project's design is a step up the stairs to the excellence of innovation and a smart way out.

WHAT'S UNIQUE ABOUT KIRAN SMART

Having the vast experience and techno know-how of robotic solutions. Dealing with multiple mechanical manufacturers and companies worldwide to deliver the right solution to its customers.

a) The robot solutions and services are opted for each day by every industry keeping in mind that Kiran Smart has developed humanoid robot solutions and services for multiple industries like hotels, restaurants, hospitals, clinics, schools, banks, telecommunication, airport, shopping malls, hypermarket, retails chain showrooms, automobiles, corporate offices, oil & gas, museum and many more under development.

b) We aim to provide our clients with state-of-the-art technology within their budget, allowing them reliable systems at a competitive price. We have strategic alliances with different multinational brands for additional solutions per their requirement.

c) Kiran Smart has successfully partnered with Cisco, Surfsonix, Kaspersky, F-Secure, Sophos, Cyberoam, Fortinet, Lenovo, DELL, H.P., Ruckus Wireless, Engenius Wireless, Synology, VEEAM, Vmware, Veritas, Acronis, and many more that assist us in providing custom made Software Development Solutions in Kuwait.



ABOUT MOHAMMED MOBIN MALLICK, FOUNDER & CEO OF KIRAN SMART

Mohammed Mobin Mallick is an MBA graduate from Cardiff University (U.K.). He also has experience with L.G. and Sony manufacturing units in the U.K. Later; he started his business in the U.K. on Asian Ethnic Garments. Still, he had to move to Kuwait due to his plan for the Middle East. He then worked as Business Development Manager and then became an I.T. specialist. He worked with many reputed companies like Cisco, H.P., Microsoft, Kaspersky, Sophos, Fortinet, Engenius, McAfee, and Symantec as partners to sell their solutions in the GCC market. After developing his knowledge in business operations and advancing in the I.T. field, he finally decided to have his own business.

ACCORDING TO MOHAMMED MOBIN MALLICK

"It was always in my mind to start a business at the right time because it needs good capital. But at the same time, my primary concern in starting a business is to help people to get jobs, especially fresher, and help poor people with some profits that the company make. Finally, serve humanity with the latest technology to improve future life."

Later Mohammed Mobin Mallick took a new initiative to build our Dubai Company as Head Quarter for the entire GCC and would like to make it their Global H.O.

We have some strategies built for our company to be the Global Robotics Service and Solution provider for which our team was working to expand and look for partners in different countries. They started with their Global Expansion strategy.

BIGGEST ACHIEVEMENTS, AS PER MOHAMMED MOBIN MALLICK

Mohammed Mobin Mallick was always curious about robots from childhood. So, when for the first time when he saw the robots in 2017 in GITEX Dubai then, he started working on that unfulfilled dream to make it the company product portfolio and expand it. Opportunities were fewer at the beginning of 2019 when the company started, but the Pandemic (COVID-19) opened enormous opportunities for him in robot solutions and services. Till now, they had lots of possibilities from different industries. So, the key opportunities to mention are Robots with Ai, Robots in Hospitality, Robots in Food and Beverages, Robots Rental for Events and Robots for Education. Nowadays, there are lots of opportunities for cleaning robots as well.

It isn't easy to highlight any particular achievement for Mohammed Mobin Mallick that gave the feeling of being great because he had so many of them to mention. Still, one of them, which he loved to discuss with us, was to say deploying his robots during COVID-19 to save humanity locally and internationally. This is one of his most outstanding achievements that GOD had helped him to help and support humans when they needed his services to save a life in the Pandemic with different model of robots, whether you talk about the delivery robot, disinfection robot, cleaning robot, teleconferencing robot, education robot, etc.

BIGGEST CHALLENGES OF KIRAN SMART AND HOW THEY SUCCEEDED

The biggest challenge for any business or company is finance, but sometimes there are multiple challenges as Founder, CEO, and Entrepreneur. Those challenges were:

1. Finance
2. Right Team
3. Retaining the Loyal Customers

To overcome the financial challenges, they had to increase effort to deliver the services to the customer immediately so that we get the payment promptly. They stopped giving customers credit for an extended period to protect their investments and return them ASAP. They had to reduce our profit margins to get continuous and more business.

Kiran Smart has always faced high challenges in recruiting the right person for the company. For this, the company started always outsourcing the selection by agent, and a final interview was taken to get suitable candidates who could be an asset to the company.

Generating customers is easy, but keeping an ongoing is challenging because there is new competition and new competitors every day. They had to give our best solution to customers, which is to their budget and maintain quality. But at the same time, we are keeping our team on high alert to serve the customers 24/7 round the clock.

First of all, the company name, "Kiran Smart", has got a fantastic story as the brand behind the title. It has strived hard with quality services and promises to our customers on time, which helped us gain customers' trust. This trust of the customers helped us build a strong brand not only locally but internationally. Lastly, the company participated in many marketing events, summits, exhibitions, etc. So that people recognise us.





CHALLENGES OF KIRAN SMART DURING COVID

“Covid 19 was exciting because we were supposed to collapse as we had massive investments in robots before COVID-19, August 2019. Then lockdown started in March 2020 in Kuwait, which affected the business. But I just took my team to meet and said we would launch our robots to fight the PANDEMIC. The team was also shocked and wondered how to move ahead?”
- Says Mohammed Mobin Mallick.

Mohammed Mobin Mallick suggested being a Pioneer and an example of using robots during this Pandemic. The company had a manufacturer from China and Russia, so and discussed with them to clarify which environment and scenario this robot could work in.

Mohammed Mobin Mallick had this idea to put on a live scenario like using the robots for COVID-19 center for transporting the food and medicine to the patient rooms, doctors using the teleconferencing robot to speak to nurses and the patients, using the cleaning robot for mopping and vacuum, using the UVC robot for disinfection the area to make it hygiene, using the air purification robot for the crowded places and finally using the humanoid robot to maintain the social distance among human.

This has turned the table positively. The company started renting their robots, sold robots, and even provided social services where they did not charge for the robots as a rental. COVID-19 helped the company establish itself in the market and brand it. At the same time, they ran their business and helped others to run the industry with robots.



LEADERSHIP STYLE AND COMPANY CULTURE OF KIRAN SMART

Mohammed Mobin Mallick is simple and likes keeping things simple: “I keep everything very simple. Therefore, my Leadership Style is straightforward. I keep myself humble and kind towards people, whether it is my team, customers, vendors, or any community I am dealing with. On the other hand, I also try hard to keep myself up-to-date on my robotics field to successfully lead my team, my customer, and the people around me in this domain.”

Whether you’re deciding to accept a job proposal from a novel employer or you’re looking for a job, one of the most critical aspects of your professional life will be the workplace culture. The office or organisation’s atmosphere or “vibe” is so powerful that it can make or break your job experience and affect your long-term employment or, in the nastiest circumstances, your speedy retreat back to the job market. But what sorts of things determine or reflect a good company culture? It’s often difficult to articulate, but tangible, measurable factors to watch out for indicate the health of a company or workplace and employees’ happiness stages at work.

Good work culture is crucial as it affects the team’s productivity. How your employees are being treated directly affects the way they perform also. Therefore, they are given freedom on their timings, working from home and office. At the same time every week, they keep 1st day of the week lunches at work for the team where they all can have fun, crack jokes, and open up about their personal life; if someone needs any help or support, they can talk, and we company try their best possible way to help. Everyone enjoys the fun time they spend together in the office.

THE BEST PIECE OF ADVICE BY MOHAMMED MOBIN MALLICK

“Live for others, and others will LOVE you”. The father of Mr Mohammed said it.

“His mother said to spend the money wisely but on people because people will respect and care for you.”

The mother of Mr Mohammed said it.

“LIFE IS HARD, SO BE HARD.” SAYS MR MOHAMMED.

