

**ENTREPRENEUR FIRST**  
Inspiring Entrepreneurship to the world  
**THE MOST INNOVATIVE  
ENTREPRENEURS  
TO WATCH IN 2022**

THE FUTURE WITH  
**MOHAMMED  
MUBIN MALLICK**

FOUNDER AND C.E.O OF KIRAN SMART



## KIRAN SMART

Kiran Smart is a humanoid robotics solutions and services company in Kuwait. It is the most innovative solution and service company in the UAE. Kiran Smart has existence in multiple locations in India and Gulf Countries.

## KIRAN SMART - THE FUTURE

Kiran Smart is providing a wide range of robotics services and solutions worldwide. Kiran Smart does rent robots for the event and sells robots with complete solutions. Kiran Smart customize robotics solutions for different customers as per their industry's requirement. Kiran Smart has restaurant robots, school robots, bank robots, warehouse robots, coffee-making robots, cleaning robots, disinfection robots, airport robots, shopping malls robots, swimming pool cleaning robots, children robots, hotel room delivery robots, and many more. Kiran Smart is not limited to robotics solutions but also provides hospitality solutions that provide for every hotel guest WiFi access solution (HSIA). As the world is going towards digital mode, Kiran Smart provided digital Transformation Solutions, especially with Digital Face Payment Solutions. Kiran Smart effectively combines technical expertise and domain knowledge to offer customized Innovative and Smart Solutions. Kiran Smart is an award-winning company globally and locally.

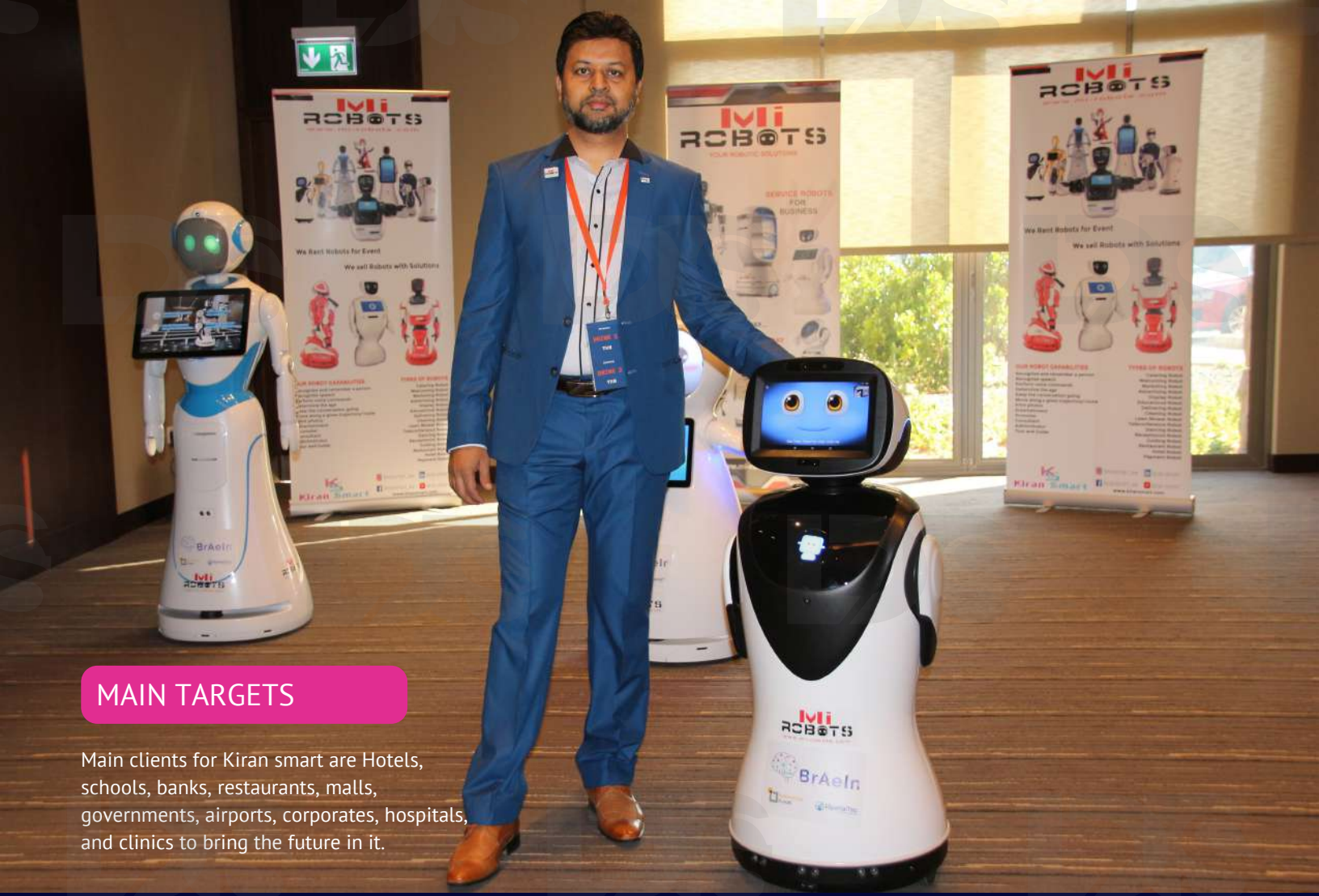
## MOHAMMED MALLICK - THE BACKBONE OF THE FUTURE

Mohammed M Mallick, the CEO, and Founder of Kiran Smart company in Kuwait. He is an innovator of Humanoid Robot Services and the Founder of Mi-Robots Company registered in India. Holding a Master's Degree MBA from Cardiff University, UK. He has several professional certificates under his name. Mohammed also has vast experience starting from the manufacturing unit in LG., Sony, with expertise in the distribution channel management for Asian ethnic's garments in Wales (Cardiff – U.K.). He founded Kiran Smart as an IT company to serve the market with cost-effective solutions without compromising on quality and then took it to the next level by partnering with major IT companies around the world.

Mohammed M Mallick delivered many public presentations and live demos on Robots in Smart City, Robots in Real Life, Robots in our future life, Robots in Education, and Robots in Health Care. He has continuously demonstrated for two years ( 2019 & 2020 ) Hospitality Robotic Solution at Stakeholder Conference organized by T-H-N in Dubai (UAE) under the Mi-Robots banner.

He is not limited to this as being the mentor, he was been a mentor in one of the GLOBAL VIRTUAL HACKATHON called ROBOCON 2020 the event that took place in Canada. He was interviewed recently by Michael Overstreet from the USA on Robot News as Mohammed influenced the market of robots globally.





## MAIN TARGETS

Main clients for Kiran smart are Hotels, schools, banks, restaurants, malls, governments, airports, corporates, hospitals, and clinics to bring the future in it.

## MOHAMMED IS DIFFERENT FROM OTHERS WHO ARE WORKING IN THE SAME FIELD, HE IS THE FUTURE

Indeed he is, they work with innovations where they follow the latest technology trend to provide the best solutions for their customers, so being innovative enough it has kept Mohammed being unique in their domain as well as being the backbone for the future.

## GOALS AND FUTURE ACHIEVEMENTS OF KIRAN SMART

Their goal is very simple "Making Customers happy is their BUSINESS" They are trained in such a way that customers are not ignored and taken care of properly.

- Training the employees on robots
- Getting the robots on time from the manufacturer
- Logistics issues during COVID 19
- Storage
- R&D on different models of robots and then failed few where invested are wasted
- Getting investors on board

## THERE WERE CHALLENGES BUT THEY OVERCOME

There are many, they are facing different kinds of challenges. But there are two types of challenges that they have faced so far :

### Challenges as a Company ( Internal Part )

- Financial Investment
- Getting the right robotics engineers

### Challenges in the market ( Customers )

- Lake of Awareness
- Did not accept the Robots Technology
- High prices so no budget to purchase
- Threat to Jobs
- Scared of Robots

So we had a tough time overcoming these challenges because most of the time I had to involve myself to train my team and share the knowledge on robotics and make them ready as per the latest trend in the market.

For customers, we arranged seminars, webinars, and physical exhibitions to educate, create awareness and explain the benefits of robots in business and it is not the threat but the advantages.

## WE ARE LOOKING FOR MORE NEW TECHNOLOGY, THERE ARE MANY UNDER MOHAMMED

The new immersive technology is making a positive impact on enterprises which varies from industry to industry. Artificial intelligence is being used 80% in every solution, product, and service because it is playing a major role in data science, in conclusion, Mohammed says that innovation is a real impact.

## MOST REWARDING THING ABOUT MOHAMMED'S INDUSTRY?

He says "for myself being the founder, CEO and Entrepreneur is having a freedom is the most rewarding for me" he also states that being able to generate employment for people and being able to contribute to a country's economic growth indirectly.

## "SUCCESS"

### FROM THE PERSPECTIVE OF MALLICK

"For me, success is a journey and not a destination" the journey must move on with more success.

## WHAT IS HE LOOKING FORWARD TO IN 2022?

Building their own team and stronger and activating their operation in Dubai.



## WHAT ARE THE CHALLENGES MALLICK OVERCOME?

He says "The challenges were many" he continues "mainly if you overcome and can handle family matters then the rest of the challenges will be automatically overcome." He states that in the second place comes Financial challenges and that goes with market competition, hiring the right people for the company, and so on.

## NEW STRATEGIES FOR DEALING WITH CYBER SECURITY

They have their own network security system that is protecting their digital devices on clouds as well on the premise. They have multiple network security products to secure the data.



## SOME OF MALLICK'S FUTURE ENDEAVOURS?

For making Kiran smart a Multinational Company

- Build Kiran Smart a global brand
- Be the best company in robotics solutions and services



## ADVICE BY MUBIN MALLICK

The best advice by him is to form concepts with deep analysis and meaning which others need to understand well.

"MARRIAGE IS HARD. DIVORCE IS HARD. CHOOSE YOUR HARD. OBESITY IS HARD. BEING FIT IS HARD. BEING IN DEBT IS HARD. BEING FINANCIALLY DISCIPLINED IS HARD CHOOSE HARD. COMMUNICATION IS HARD NON COMMUNICATION IS HARD TO CHOOSE YOUR HARD. LIFE WILL NEVER BE EASY IT WILL BE ALWAYS HARD. BUT WE CAN CHOOSE OUR HARD, CHOOSE WISELY"

"LIFE IS BEAUTIFUL Life is beautiful and you will enjoy the beauty of life only when you stop complaining in life.