

# **Qatar Building Automation & Control Systems Market Segmented by Product (Heating, Ventilation & Air Conditioning, Electronic Security & Safety, and Lighting Controls & Energy Management Systems), By Communication Protocol (Wired, Wireless), By End User (Commercial, Industrial, and Residential), By Region, Competition, Forecast and Opportunities, 2018-2028F**

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## **Abstracts**

The Qatar Building Automation & Control Systems market was valued at USD 2.16 Billion and is anticipated to project robust growth in the forecast period with a CAGR of 8.14% during the forecast period. The Building Automation and Control Systems (BACS) market in Qatar has experienced remarkable growth and transformation over recent years. This evolution is primarily attributed to Qatar's rapid urbanization, driven by economic diversification efforts and a strong commitment to sustainable development. The adoption of advanced BACS solutions is instrumental in achieving key objectives related to energy efficiency, operational optimization, and occupant comfort, aligning perfectly with the country's vision for sustainable growth and development. One of the driving forces behind the expansion of the BACS market in Qatar is the significant emphasis on constructing smart buildings and infrastructures. Qatar's booming economy and infrastructure development projects have fueled the demand for intelligent systems capable of enhancing operational efficiency and reducing resource consumption. These smart technologies offer a comprehensive approach to managing and controlling various building systems, including heating, ventilation, air conditioning (HVAC), lighting, security, and access control.

The commercial sector stands out as a major contributor to the growth of the BACS market in Qatar. As the country attracts numerous businesses and industries, the need for efficient and cost-effective building management solutions has surged. Commercial enterprises recognize that BACS not only improve energy efficiency but also provide enhanced occupant comfort, making them an integral component of modern office spaces and facilities. BACS solutions enable businesses to monitor and control building systems remotely, optimize energy usage, and reduce operational costs, all of which are crucial factors in maintaining a competitive edge. In addition to the commercial sector, the residential segment has experienced significant growth in BACS adoption. Homeowners in Qatar are increasingly embracing home automation systems that offer convenience, security, and energy savings. These systems enable residents to control lighting, climate, security, and even entertainment systems from their smartphones or other connected devices. The demand for smart homes in Qatar reflects the broader global trend towards connected living spaces, and it has been met with a surge in innovative products and services from both local and international companies.

To meet Qatar's ambitious sustainability goals, there has been a concerted effort to incorporate eco-friendly solutions into BACS implementations. The integration of renewable energy sources, such as solar panels and wind turbines, has become a common practice. Furthermore, energy-efficient HVAC systems, intelligent lighting controls, and other BACS components play a pivotal role in reducing energy consumption and greenhouse gas emissions. Qatar's commitment to sustainability is further exemplified through its participation in global initiatives like the Paris Agreement and its efforts to mitigate climate change by reducing carbon emissions.

Government initiatives have played a crucial role in driving the growth of the BACS market in Qatar. The Qatar National Vision 2030 serves as a comprehensive roadmap for the nation's sustainable development, encompassing various sectors, including construction and infrastructure. Within this framework, the National Smart Program has been established to promote the implementation of smart technologies and the creation of smart cities across Qatar. These initiatives encourage collaboration between the public and private sectors to develop and deploy BACS solutions that align with the nation's specific requirements and regulatory standards. As Qatar prepares to host major global events like the FIFA World Cup, smart infrastructure and building automation have taken center stage in ensuring the country's readiness and success in hosting these events.

The competitive landscape of the BACS market in Qatar reflects a mix of international

and local players. Globally renowned companies specializing in automation and control technologies have established a strong presence in the market. These companies offer a diverse range of solutions tailored to Qatar's unique needs, addressing the complexities of the local environment and climate conditions. Simultaneously, local companies have demonstrated adaptability and innovation in delivering customized BACS solutions that cater to the specific requirements of Qatar's diverse building projects. This blend of international expertise and local knowledge contributes to the overall growth and development of the BACS market in Qatar.

In conclusion, the Building Automation and Control Systems market in Qatar is on a trajectory of sustained growth, fueled by the nation's steadfast commitment to sustainable development, energy efficiency, and smart infrastructure. As Qatar continues to invest in modernizing its built environment and expanding its infrastructure, the demand for advanced BACS solutions is expected to escalate. This presents both local and international companies with significant opportunities to contribute to Qatar's vision of becoming a smart and sustainable hub in the Middle East. The ongoing collaboration between public and private sectors, combined with a growing awareness of the benefits of BACS, positions Qatar as a promising and dynamic market for building automation and control systems.

## Key Market Drivers

### Qatar's Commitment to Sustainable Development

One of the primary drivers fueling the growth of the Building Automation & Control Systems (BACS) market in Qatar is the country's unwavering commitment to sustainable development. Qatar, like many other nations, recognizes the importance of environmental conservation and energy efficiency in achieving long-term prosperity. To this end, the government has implemented policies and initiatives that promote sustainable building practices and energy conservation. One of the key aspects of Qatar's sustainability efforts is the integration of BACS solutions into both new construction projects and existing buildings. BACS plays a pivotal role in reducing energy consumption, optimizing resource utilization, and minimizing carbon emissions. These systems enable centralized control and monitoring of various building components, including HVAC systems, lighting, and security. By efficiently managing these systems, BACS contributes significantly to Qatar's goal of reducing its carbon footprint and promoting a greener future.

In addition, Qatar's participation in international sustainability agreements like the Paris

Agreement underscores its commitment to mitigating climate change. As a result, there is a growing emphasis on adopting energy-efficient technologies, and BACS has emerged as a key tool in achieving these objectives. This strong commitment to sustainability serves as a fundamental driver of growth in the BACS market in Qatar, encouraging both public and private sector stakeholders to invest in smart and eco-friendly building solutions.

### Rapid Urbanization and Infrastructure Development

Qatar's rapid urbanization and ambitious infrastructure development projects are another significant driver of the BACS market. As the country continues to experience substantial population growth and urban expansion, the demand for advanced building automation and control systems has surged. These systems are essential for managing the complex needs of modern urban environments, including commercial buildings, residential complexes, and industrial facilities. One of the key drivers of BACS adoption in this context is the need for efficient resource management. Qatar's infrastructure projects aim to create smart cities and sustainable urban environments that optimize energy usage, reduce operational costs, and enhance the overall quality of life for residents and businesses. BACS solutions are integral to achieving these objectives by providing centralized control and monitoring capabilities for building systems, ensuring that resources are used efficiently. Furthermore, the country's commitment to hosting major global events, such as the FIFA World Cup, has accelerated infrastructure development. These events necessitate state-of-the-art facilities that prioritize security, comfort, and sustainability. BACS is an indispensable tool in meeting these requirements, leading to increased demand in the market as Qatar prepares to host these significant international gatherings.

### Government Initiatives and Regulations

The proactive stance of the Qatari government in promoting BACS adoption is a crucial driver for the market's growth. Qatar has established various initiatives and regulations aimed at fostering smart infrastructure and sustainable building practices. One of the most prominent initiatives is the Qatar National Vision 2030, which outlines a comprehensive roadmap for the nation's sustainable development across various sectors, including construction and infrastructure. Within the framework of the Qatar National Vision 2030, the National Smart Program has been launched to drive the implementation of smart technologies and the creation of smart cities. This program encourages collaboration between the public and private sectors to develop and deploy BACS solutions that align with the nation's specific requirements and regulatory

standards. As a result, public buildings, commercial properties, and residential developments are increasingly incorporating BACS into their designs and operations to meet these regulatory expectations. Moreover, Qatar's commitment to reducing energy consumption and greenhouse gas emissions is reflected in its participation in international agreements and its development of energy efficiency standards. BACS solutions play a pivotal role in achieving these targets by optimizing energy usage and resource management. Government incentives and regulations that encourage the adoption of BACS are a driving force behind its proliferation in the Qatari market.

### Demand for Enhanced Operational Efficiency

The need for enhanced operational efficiency across various sectors in Qatar is a compelling driver of the BACS market. Businesses and organizations in the country are continuously seeking ways to streamline their operations, reduce operational costs, and improve overall productivity. BACS solutions provide an effective means of achieving these objectives. In the commercial sector, BACS offers centralized control and monitoring of building systems, allowing businesses to optimize energy usage, reduce maintenance costs, and create more comfortable and productive working environments. This level of control and automation is invaluable for businesses seeking to remain competitive and efficient in a dynamic market. Likewise, in the industrial sector, BACS solutions enable the efficient management of complex manufacturing and production facilities. They play a critical role in ensuring the smooth operation of equipment, minimizing downtime, and enhancing safety and security measures. In the residential segment, the demand for BACS is driven by homeowners' desire for convenience, security, and energy savings. These systems empower residents to control various aspects of their homes, such as lighting, HVAC, and security, through smart devices, providing a heightened level of comfort and convenience.

### Key Market Challenges

#### Limited Awareness and Adoption of BACS in Qatar

The Building Automation and Control Systems (BACS) market in Qatar faces several challenges, and one of the most prominent among them is the limited awareness and adoption of BACS technology. BACS encompasses a wide range of systems and technologies designed to enhance the efficiency, security, and comfort of buildings. These systems can control and monitor various building functions such as HVAC (Heating, Ventilation, and Air Conditioning), lighting, security, and energy management. Despite their potential benefits, the adoption of BACS in Qatar has been relatively slow



for several reasons. Firstly, there is a lack of awareness among building owners, developers, and operators about the advantages of implementing BACS. Many stakeholders in the construction and real estate industries in Qatar may not fully understand how BACS can contribute to energy savings, reduce operational costs, and enhance occupant comfort. This limited awareness often leads to hesitation when it comes to investing in BACS technology.

Secondly, the cost of implementing BACS systems can be substantial. While these systems can result in long-term cost savings through energy efficiency improvements, the initial investment can be a significant barrier for many building owners. In a market where construction and real estate development are booming, some stakeholders may prioritize minimizing upfront costs over long-term benefits, which can hinder the adoption of BACS. Thirdly, the BACS market in Qatar faces challenges related to regulatory and standardization issues. The absence of clear and comprehensive regulations or standards governing BACS implementation can lead to uncertainty among stakeholders. Building codes and standards often lag the rapid advancements in BACS technology, making it challenging to ensure compliance and quality control.

### Intense Competition and Fragmentation

Another significant challenge facing the Qatar Building Automation and Control Systems (BACS) market is the intense competition and fragmentation within the industry. While competition is a natural aspect of any market, the BACS sector in Qatar faces unique dynamics that pose challenges to market players. The competitive landscape of the BACS market in Qatar is characterized by numerous players offering a wide range of products and services. This fragmentation can make it challenging for customers to navigate and select the most suitable BACS solution for their specific needs. The presence of numerous small and medium-sized enterprises (SMEs) alongside larger multinational corporations contributes to this fragmentation.

Furthermore, intense competition often leads to price wars and margin pressures. To gain a competitive edge, some BACS providers may engage in aggressive pricing strategies, which can erode profitability and hinder innovation. Price-centric competition can also result in suboptimal solutions being implemented, as customers may prioritize cost savings over the long-term benefits of high-quality BACS systems. Another aspect of the competitive challenge is the need for differentiation. With many players offering similar BACS products and services, it becomes essential for companies to distinguish themselves through innovation, service quality, and added value. However, achieving differentiation can be particularly challenging in a market where customers may not fully

understand the technical nuances of BACS technology.

## Key Market Trends

### Increasing Adoption of Smart Buildings and IoT Integration

In Qatar, there is a growing emphasis on creating smart buildings that leverage the Internet of Things (IoT) and BACS technologies to optimize operations and enhance sustainability. Smart buildings are designed to integrate various systems such as HVAC, lighting, security, and energy management into a unified platform, allowing for centralized control and monitoring. One of the key drivers of this trend is the government's commitment to sustainability and energy efficiency. Qatar, like many other countries, has set ambitious targets to reduce its carbon footprint and energy consumption. BACS plays a pivotal role in achieving these goals by enabling the efficient use of resources and minimizing waste. As a result, both new construction projects and retrofitting of existing buildings are incorporating BACS solutions.

IoT integration is at the forefront of smart building development in Qatar. BACS systems are being designed to connect with a wide array of sensors and devices, allowing for real-time data collection and analysis. For example, sensors can monitor occupancy levels in a room and adjust lighting and HVAC accordingly, optimizing energy usage and enhancing comfort. These innovations are driving the demand for advanced BACS solutions that can seamlessly integrate with IoT ecosystems. Moreover, the COVID-19 pandemic has accelerated the adoption of smart building technologies in Qatar. Building owners and facility managers are increasingly looking for BACS systems that support touchless controls, air quality monitoring, and occupancy tracking to create safer and more hygienic indoor environments.

### Emphasis on Cybersecurity in BACS Systems

With the increasing connectivity of BACS systems in Qatar's buildings, there is a growing concern about cybersecurity. The integration of IoT devices and cloud-based platforms introduces new vulnerabilities that could potentially be exploited by malicious actors. As a result, the market is witnessing a heightened focus on enhancing the cybersecurity of BACS systems. The government of Qatar, in collaboration with industry stakeholders, is developing stringent regulations and guidelines to ensure the security of BACS installations. These regulations include mandatory cybersecurity audits and compliance checks for BACS vendors and integrators. Building owners and operators are also being encouraged to prioritize cybersecurity when selecting BACS solutions.

To address this trend, BACS vendors are investing in robust cybersecurity measures. This includes encryption of data transmitted between devices, regular software updates to patch vulnerabilities, and the implementation of multi-factor authentication for system access. Additionally, the adoption of AI and machine learning in BACS systems allows for the detection of anomalous behaviour that may indicate a cyber-attack.

### Demand for Energy-efficient BACS Solutions

Energy efficiency remains a top priority in Qatar's construction and real estate sectors, driven by both environmental concerns and economic factors. Building owners and operators are constantly seeking ways to reduce energy consumption and operating costs. This has led to a growing demand for energy-efficient BACS solutions. In response to this trend, BACS vendors are developing innovative technologies that optimize energy usage in buildings. For instance, advanced algorithms are used to predict energy demand based on occupancy patterns and weather conditions, allowing for proactive adjustments to HVAC and lighting systems. Additionally, BACS systems are increasingly incorporating renewable energy sources such as solar panels and energy storage solutions to further reduce reliance on traditional power grids. Government incentives and regulations also play a significant role in promoting energy efficiency in buildings. Qatar has introduced various initiatives and standards that encourage the adoption of energy-efficient BACS systems, including LEED certification and Qatar Sustainability Assessment System (QSAS) compliance.

### Segmental Insights

#### Communication Protocol Insights

Based on communication protocol, the wired segment emerges as the predominant segment in the Qatar building automation & control systems market, exhibiting unwavering dominance projected throughout the forecast period. The wired segment encompasses a variety of communication protocols, including Ethernet, BACnet, and Modbus, which are well-established and trusted in the BACS industry. These protocols offer unparalleled reliability, security, and stability, making them the preferred choice for connecting and controlling various building automation systems. Furthermore, wired communication ensures consistent and robust data transmission, which is paramount in managing critical functions such as HVAC, lighting, and security within modern buildings. The reliability and consistent performance of wired communication protocols make them the preferred choice for architects, engineers, and building owners, contributing to the unwavering dominance of the wired segment in the Qatar BACS



market, and highlighting its pivotal role in shaping the future of intelligent and efficient building management systems in the country.

### End User Insights

Based on end user, the commercial segment in the Qatar building automation & control systems market emerges as a formidable frontrunner, exerting its dominance and shaping the market's trajectory throughout the forecast period. This supremacy of the commercial segment is attributed to the remarkable surge in commercial construction projects, including office complexes, shopping malls, hotels, and entertainment venues, which are increasingly recognizing the indispensable role of BACS in optimizing operational efficiency and enhancing occupant comfort. As businesses and organizations in Qatar seek to maximize energy efficiency, minimize operational costs, and provide an optimal environment for employees and customers, BACS solutions have become indispensable. Furthermore, the Qatar government's stringent regulations and sustainability initiatives have spurred the adoption of BACS in commercial buildings to achieve green certifications and align with international standards. This collective momentum has positioned the commercial segment at the forefront of the Qatar BACS market, cementing its dominant status and driving the industry towards a future where intelligent, energy-efficient, and sustainable commercial spaces are the norm.

### Regional Insights

The Al Dawhah (Doha) region in Qatar has undeniably etched a commanding presence within the country's Building Automation & Control Systems (BACS) market. This preeminent status can be attributed to a convergence of factors that make Doha the epicenter of BACS innovation and adoption in Qatar. As the capital city and the country's economic heart, Doha houses a plethora of commercial, residential, and institutional complexes, each with a growing awareness of the significance of BACS in optimizing operational efficiency, energy management, and occupant comfort. The rapid urbanization and infrastructural development, including preparations for the FIFA World Cup 2022, have further fueled the demand for advanced BACS solutions in Doha. Moreover, the Qatari government's commitment to sustainable development and environmental stewardship is prominently showcased in the capital region. Stringent regulations, incentives, and green building certifications have galvanized the integration of BACS technologies into both new construction and retrofit projects. Doha also serves as a hub for technological innovation, hosting numerous industry events, conferences, and exhibitions that foster knowledge exchange and BACS system advancements.

## Key Market Players

Schneider Electric Qatar

Johnson Controls International Plc

Siemens W.L.L.

Honeywell Qatar WLL

ABB Electrical Industries Co. Ltd.

Delta Electronics, Inc.

Mitsubishi Electric Corporation Qatar

Hitachi, Ltd. (Qatar)

Legrand Gulf Countries LLC

Beckhoff Automation Qatar

## Report Scope:

In this report, the Qatar Building Automation & Control Systems market has been segmented into the following categories, in addition to the industry trends which have also been detailed below:

### Qatar Building Automation & Control Systems Market, By Product:

Heating, Ventilation & Air Conditioning

Electronic Security & Safety

Lighting Controls & Energy Management Systems

Qatar Building Automation & Control Systems Market, By Communication Protocol:

Wired

Wireless

Qatar Building Automation & Control Systems Market, By End User:

Commercial

Industrial

Residential

Qatar Building Automation & Control Systems Market, By Region:

Al Shamal

Al Rayyan

Al Daayen

Al Wakrah

Al Khor

Umm Salal

Al Dawhah (Doha)

Competitive Landscape

Company Profiles: Detailed analysis of the major companies presents in the Qatar Building Automation & Control Systems Market.

Available Customizations:

Qatar Building Automation & Control Systems market report with the given market data, Tech Sci Research offers customizations according to a company's specific needs. The following customization options are available for the report:

*Qatar Building Automation & Control Systems Market Segmented by Product (Heating, Ventilation & Air Conditioni...*

## Company Information

Detailed analysis and profiling of additional market players (up to five).

## Contents

### **1. PRODUCT OVERVIEW**

- 1.1. Market Definition
- 1.2. Scope of the Market
  - 1.2.1. Markets Covered
  - 1.2.2. Years Considered for Study
  - 1.2.3. Key Market Segmentations

### **2. RESEARCH METHODOLOGY**

- 2.1. Objective of the Study
- 2.2. Baseline Methodology
- 2.3. Key Industry Partners
- 2.4. Major Association and Secondary Sources
- 2.5. Forecasting Methodology
- 2.6. Data Triangulation & Validation
- 2.7. Assumptions and Limitations

### **3. EXECUTIVE SUMMARY**

### **4. IMPACT OF COVID-19 ON QATAR BUILDING AUTOMATION & CONTROL SYSTEMS MARKET**

### **5. VOICE OF CUSTOMER**

### **6. QATAR BUILDING AUTOMATION & CONTROL SYSTEMS MARKET OVERVIEW**

### **7. QATAR BUILDING AUTOMATION & CONTROL SYSTEMS MARKET OUTLOOK**

- 7.1. Market Size & Forecast
  - 7.1.1. By Value
- 7.2. Market Share & Forecast
  - 7.2.1. By Product (Heating, Ventilation & Air Conditioning, Electronic Security & Safety,



and Lighting Controls & Energy Management Systems)

7.2.2. By Communication Protocol (Wired, Wireless)

7.2.3. By End User (Commercial, Industrial, and Residential)

7.2.4. By Region (Al Shamal, Al Rayyan, Al Daayen, Al Wakrah, Al Khor, Umm Salal, and Al Dawhah (Doha))

7.3. By Company (2022)

7.4. Market Map

## **8. AL SHAMAL BUILDING AUTOMATION & CONTROL SYSTEMS MARKET OUTLOOK**

8.1. Market Size & Forecast

8.1.1. By Value

8.2. Market Share & Forecast

8.2.1. By Product

8.2.2. By Communication Protocol

8.2.3. By End User

## **9. AL RAYYAN BUILDING AUTOMATION & CONTROL SYSTEMS MARKET OUTLOOK**

9.1. Market Size & Forecast

9.1.1. By Value

9.2. Market Share & Forecast

9.2.1. By Product

9.2.2. By Communication Protocol

9.2.3. By End User

## **10. AL DAAYEN BUILDING AUTOMATION & CONTROL SYSTEMS MARKET OUTLOOK**

10.1. Market Size & Forecast

10.1.1. By Value

10.2. Market Share & Forecast

10.2.1. By Product

10.2.2. By Communication Protocol

10.2.3. By End User

## **11. AL WAKRAH BUILDING AUTOMATION & CONTROL SYSTEMS MARKET**

## **OUTLOOK**

### **11.1. Market Size & Forecast**

#### **11.1.1. By Value**

### **11.2. Market Share & Forecast**

#### **11.2.1. By Product**

#### **11.2.2. By Communication Protocol**

#### **11.2.3. By End User**

## **12. AL KHOR BUILDING AUTOMATION & CONTROL SYSTEMS MARKET OUTLOOK**

### **12.1. Market Size & Forecast**

#### **12.1.1. By Value**

### **12.2. Market Share & Forecast**

#### **12.2.1. By Product**

#### **12.2.2. By Communication Protocol**

#### **12.2.3. By End User**

## **13. UMM SALAL BUILDING AUTOMATION & CONTROL SYSTEMS MARKET OUTLOOK**

### **13.1. Market Size & Forecast**

#### **13.1.1. By Value**

### **13.2. Market Share & Forecast**

#### **13.2.1. By Product**

#### **13.2.2. By Communication Protocol**

#### **13.2.3. By End User**

## **14. AL DAWHAH (DOHA) BUILDING AUTOMATION & CONTROL SYSTEMS MARKET OUTLOOK**

### **14.1. Market Size & Forecast**

#### **14.1.1. By Value**

### **14.2. Market Share & Forecast**

#### **14.2.1. By Product**

#### **14.2.2. By Communication Protocol**

#### **14.2.3. By End User**

## **15. MARKET DYNAMICS**

15.1. Drivers

15.2. Challenges

## **16. MARKET TRENDS AND DEVELOPMENTS**

## **17. COMPANY PROFILES**

17.1. Schneider Electric Qatar

17.1.1. Business Overview

17.1.2. Key Financials & Revenue

17.1.3. Key Contact Person

17.1.4. Headquarters Address

17.1.5. Key Product/Service Offered

17.2. Johnson Controls International Plc

17.2.1. Business Overview

17.2.2. Key Financials & Revenue

17.2.3. Key Contact Person

17.2.4. Headquarters Address

17.2.5. Key Product/Service Offered

17.3. Siemens W.L.L.

17.3.1. Business Overview

17.3.2. Key Financials & Revenue

17.3.3. Key Contact Person

17.3.4. Headquarters Address

17.3.5. Key Product/Service Offered

17.4. Honeywell Qatar WLL

17.4.1. Business Overview

17.4.2. Key Financials & Revenue

17.4.3. Key Contact Person

17.4.4. Headquarters Address

17.4.5. Key Product/Service Offered

17.5. ABB Electrical Industries Co. Ltd.

17.5.1. Business Overview

17.5.2. Key Financials & Revenue

17.5.3. Key Contact Person

17.5.4. Headquarters Address

17.5.5. Key Product/Service Offered

17.6. Delta Electronics, Inc.

17.6.1. Business Overview

17.6.2. Key Financials & Revenue

17.6.3. Key Contact Person

17.6.4. Headquarters Address

17.6.5. Key Product/Service Offered

17.7. Mitsubishi Electric Corporation Qatar

17.7.1. Business Overview

17.7.2. Key Financials & Revenue

17.7.3. Key Contact Person

17.7.4. Headquarters Address

17.7.5. Key Product/Service Offered

17.8. Hitachi, Ltd. (Qatar)

17.8.1. Business Overview

17.8.2. Key Financials & Revenue

17.8.3. Key Contact Person

17.8.4. Headquarters Address

17.8.5. Key Product/Service Offered

17.9. Legrand Gulf Countries LLC

17.9.1. Business Overview

17.9.2. Key Financials & Revenue

17.9.3. Key Contact Person

17.9.4. Headquarters Address

17.9.5. Key Product/Service Offered

17.10. Beckhoff Automation Qatar

17.10.1. Business Overview

17.10.2. Key Financials & Revenue

17.10.3. Key Contact Person

17.10.4. Headquarters Address

17.10.5. Key Product/Service Offered

## **18. STRATEGIC RECOMMENDATIONS**

## **19. ABOUT US & DISCLAIMER**

## I would like to order

Product name: Qatar Building Automation & Control Systems Market Segmented by Product (Heating, Ventilation & Air Conditioning, Electronic Security & Safety, and Lighting Controls & Energy Management Systems), By Communication Protocol (Wired, Wireless), By End User (Commercial, Industrial, and Residential), By Region, Competition, Forecast and Opportunities, 2018-2028F

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