HARDWARE AND SOFTWARE DEPLOY AND SUPPORT FOR DIGITAL SIGNATURES

Hardware & software deploy and support are services used for technological transformation to aid a business in its operations and delivery to its customer base

OPPORTUNITY DEFINITION | HARDWARE AND SOFTWARE DEPLOY AND SUPPORT | DOCUMENTS E-SIGNATURE AUTOMATION WITH DOCUSIGN

This initiative is part of the organization's ambition to focus on the development and implementation of digital signatures automation for all types of documents, correspondences and contracts, by both internal and external parties, which leads to time-saving and seamless integrations with application that QRail is already using.

TARGET MARKET

Target Market

QRail is responsible of managing and operating rail transport in Qatar. **In December 2021, the usage of Doha Metro exceeded 2.5 million passengers.**

Target Users
➢ Employees of QRail

ADJACENT OPPORTUNITIES
➢ Digital Signature

STAKEHOLDERS
➢ QRail
➢ Third-party Integration entities (technology partner, clients etc.)

KEY PROBLEM STATEMENT | NEED

Organizations operate today at a fast pace and need to deliver a better customer experience for their customers. Traditional signature methods can slow down businesses 'operations and create pain points.

Therefore, QRail requires to adapt to digital signatures which provides added security, long-term retention and access, independent verification, and paper savings.

OWNER AND SECTOR

Owner QRail

Sector Transportation

PROCUREMENT CYCLE

Identification Stage
The opportunity is yet to be identified.

TIMESPAN

Will be defined during commercialization phase.

BUDGET ACROSS HARDWARE & SOFTWARE DEPLOY AND SUPPORT ECOSYSTEM

The Qatar market for Hardware & Software Deployment and Support is projected to reach **USD 202 million** by 2026, at a compound annual growth rate (CAGR) 5% from 2022 to 2026.