

Public-Private Partnership

As the Kingdom of Saudi Arabia embraces privatization and encourages stronger ties between public entities and private enterprises, solutions by stc has capitalized on new opportunities which have created significant and secure revenue streams. The company's newly established Business Diversification Division is a dedicated business unit focusing on Public-Private Partnerships (PPP) Engagements. Its mission is to forge strong, long-term alliances by developing innovative solutions that align with and support the objectives/ goals of Vision 2030.

A commitment to the future

The increasing trend of the government's shift from a client-supplier relationship to PPP and revenue share models has had a significant impact on the ICT sector in terms of innovation, diversification, and client satisfaction – some of solutions by stc's greatest assets.

Through a deliberate emphasis on high-impact projects finely tuned to reflect national priorities, solutions by stc is not only reaffirming its stature as a premier provider of innovative solutions for the public sector but also cementing its commitment to driving progress in society as a whole. This strategic alignment ensures the Company remains at the forefront of forward-thinking initiatives which exceed the evolving needs of the Kingdom of Saudi Arabia, while acting as a pioneer in shaping the landscape of public service solutions.

Supporting government initiatives through PPPs

solutions by stc is leading the way in transforming urban mobility and our groundbreaking collaboration with Remat-Alriyadh, Riyadh's strategic enabler for private sector participation, has created one of the largest and most advanced smart parking projects in the world.

With more than 160,000 parking spaces over 12 zones, this initiative is not only redefining smart city solutions but also setting new benchmarks for innovation and efficiency in urban infrastructure.

In another significant development, the Company joined forces with Jeddah Development and Urban Regeneration Company (JedCo), a key entity under the Jeddah Municipality. The creation of Amanah Tech, a strategic joint venture to lead the technological enablement of all current and forthcoming projects, further supports our commitment to drive progress and digital transformation in the Kingdom of Saudi Arabia's metropolitan areas.

Contractual and financial rewards

As an alternative to the traditional procurement process, the public-private partnership model is based on a recurring revenue stream, adding significant value to solutions by stc's financial standing, including a positive equity outlook for long-term PPP engagements.

Market dynamics have the potential to change significantly through the promotion of PPPs, as private enterprises bid on new government contracts. However, solutions by stc has built unrivalled relationships with the public sector and continues to enable the digital transformation at the heart of Vision 2030. With the Company's technology and network expertise, unrivalled reliability, and constant support, the government already has a strong allegiance to solutions by stc.

PPP plans for the future

As greater opportunities for public-private partnerships continue in 2025, the Company's focused PPP division will build on its portfolio of government collaborations, emphasizing its peerless track record of previous and existing public projects. In creating a specialized PPP unit, solutions by stc has a unique proposition in contracting for government investment, providing an equally distinctive platform for the Company to showcase the most sophisticated and successful technology solutions in the Kingdom of Saudi Arabia. In addition, as solutions by stc continues on its journey of rapid innovation and growth, it will launch new technology, enhance sustainability practices and support key national initiatives.

In alignment with solutions' strategy in expanding its offerings through new business models and innovative solutions, we started in 2024 the deployment of PPP Smart Parking Services in Riyadh being the 2nd largest Smart Parking Project globally with 160K+ Managed Parking Spaces including 24K+ Paid Parking Spaces offering distinguished state of the art Smart Parking Services Management solution.

We managed as well to establish Amanah Tech, a JV with Jeddah Development and Urban Regeneration Company addressing municipality smart services offerings in Jeddah and targeting to contribute to the modernization of municipality services in the Kingdom.

Those engagements are considered part of solutions' strategic directions in partnering with governmental entities to enhance the quality of life and providing unique solutions addressing the community needs and offering unique user experience.

Abdullah Turki Alotaibi
Chief Business Diversification Officer

solutions Strategic Aspirations	PPP supporting the Aspirations
Additional revenue streams Revenue diversification for long-term growth & business resilience	PPP model goes beyond the clients' traditional procurement process adding significantly to the financials of the participating entities
Enhanced financial profile Increased contribution for recurring revenue	PPP model is based on recurring revenue stream strengthening financial position of the organization
Strengthen market positioning Extend solutions success with key clients to cover their emerging requirements for PPP partners	Long-term PPP engagements add positively to solutions equity story-leading to a better market sentiment