



telco arabia

*Be Connected Globally*

Company Profile

## EXECUTIVE SUMMARY

Telco Arabia Company (TAC) is a consultancy, trading and contracting company. TAC has good records in the Hi-Tech industry and exploring new business segments in the Kuwait market. The company consists of high-tech engineers and technicians along with an administrative and finance team.

Telco Arabia Technical Advisor role is a technical business consultant that takes responsibility for technical and strategic account management at assigned markets. The company provides integrated analysis, business intelligence, reporting and monitoring tools that help leading organizations to make better business decisions. Telco Arabia presents recommendations that maintain investments, forecasted value and minimize risk.

### Vision

To be the company that understands customer requirements and provides best reliable solutions using cutting-edge technology.


### Mission

Constantly monitor international developments in new technology and innovative products to meet customer's present and emerging requirements.

## Optimus Solutions for the engineering technology

Telco Arabia Trading & Contracting is specialized in the field of engineering that encompasses design, supply, installation and commissioning of systems within the industries of:

- ***VSAT Communications***
- ***Information Technology***
- ***Telecommunications***
- ***Integrated Security Systems***
- ***Central Alarm Monitoring And Warning Systems***
- ***Fire System Services***
- ***Instrumentation Solutions***
- ***Automatic Vehicle Tracking System ( Avts )***



The Company prides itself of being able to provide excellent after sales service and technical support for all its products and systems. Every project is studied as technical feasibility and finance feasibility, success and risks factors are demonstrated and analyzed. The team extend its support in the project implementation and maintenance, using On-Board resources, local subcontractors, and technology partners.

## VSAT Communications

Telco Arabia provides large portfolio of satellite services and integrated telecom solutions to meet the needs of our customers in Kuwait and middle east.

### Complete End-to-End Communication Solutions Portfolio

#### Satellite Connectivity Services

- Space Segment
- Shared Services (Ku, Ka bands)
- Dedicated Services (C, Ku, Ka bands)
- Turnkey Satellite Network Project

#### Pre-Engineered Satellite Terminals

- Remote Office Terminal
- Video Contribution Terminal
- Emergency Response Terminal
- Remote Surveillance Terminals
- Rural Education / Telephony Terminal
- Maritime terminal



#### Professional & Technical Services

- Site Survey
- Network Design
- VSAT Hub and Remotes Installation
- Line up and commissioning
- Maintenance and Troubleshooting
- Retrofit/upgrade of earth station

#### Manage Services

- Teleport Uplink
- Play out for TV Channel Distribution
- Equipment colocation

### ***Satellite connectivity:***

Telco Arabia will deploy the latest generation of proven, 2-way satellite-based access platforms to provide high speed internet applications to our target markets (i.e., Middle East, Africa). The Telco Arabia hub will be located in a Cyprus based teleport that is strategically located and offers state of the art teleport facilities including 9m. and 7m. antennas and major undersea fiber backhaul infrastructures. Telco Arabia will operate its services on two different satellite to ensure a global coverage of Africa and Middle East.

### ***Flexibility***

Our Satellite network will manage both voice and data along with high-speed Internet access that can be integrated into existing networks and delivered to the client wherever they have a network connection.

### ***Deployment and Expandability***

Using VSAT, our Satellite services can be deployed instantly and expanded as required by simply installing an antenna and a satellite receive-transmit unit at each location. Further, increased bandwidth can be provisioned on demand without additional installation or re-configuration of customer equipment.

### ***Greater Efficiency***

The ability of Satellites to broadcast or multicast data delivery, results in reduced time and expense of delivering time-sensitive information to multiple locations simultaneously.

### ***Speed and Bandwidth***

Our services will offer bandwidth options ranging from 128Kbps to 18Mbps with minimal delay.

### ***Cost***

In comparison to broadband services with International links and Internet connectivity available from wired service providers, our satellite based services will be much more cost effective especially for international links and in areas where there are no wired or cabled services available.

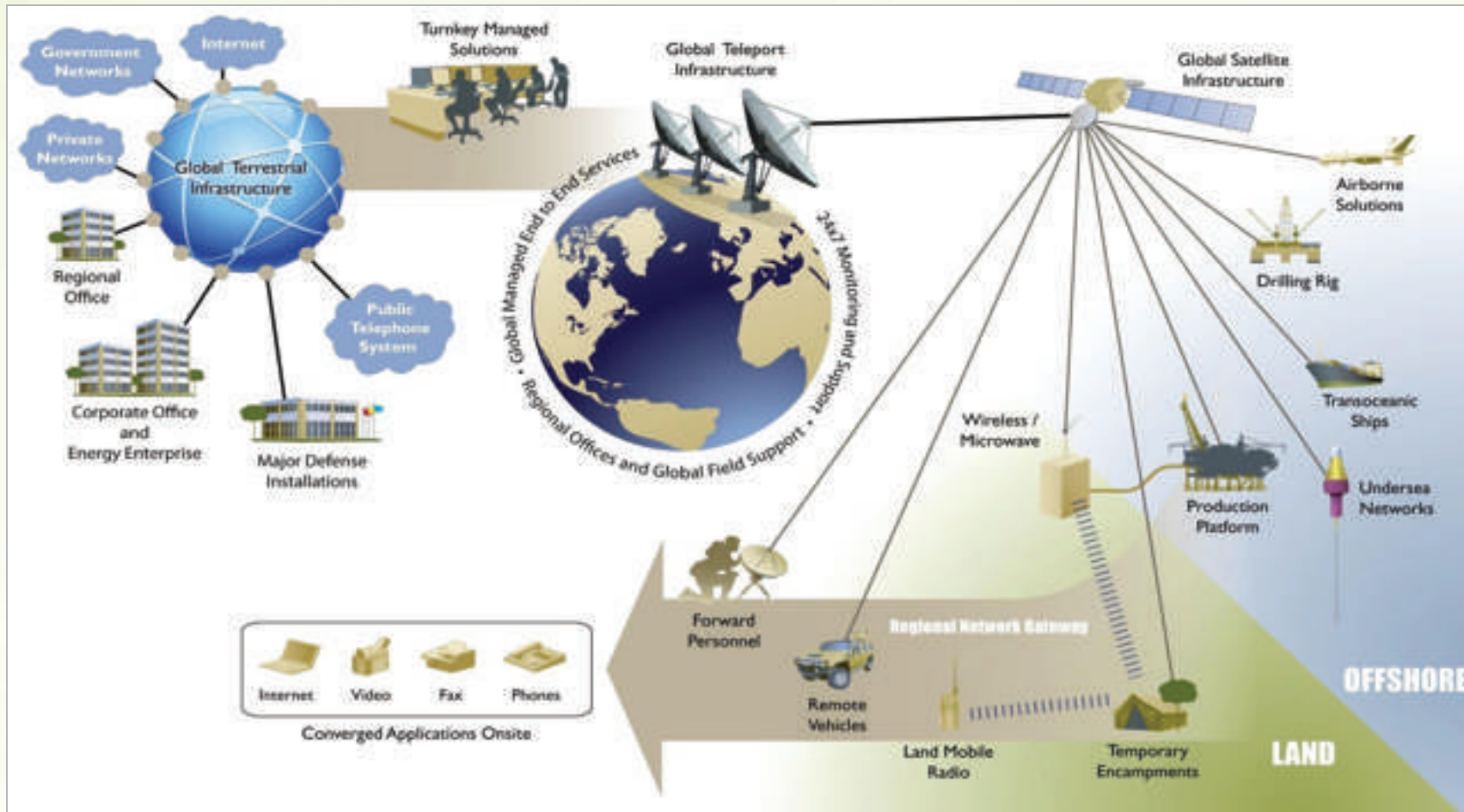
### ***Coverage***

Our Satellite networks will reach hundreds of locations simultaneously giving organizations the ability to deliver data to all of the locations using a single satellite channel. Our Satellite networks will be able to broadcast wherever the footprint of the Satellite is able to reach and therefore whether on land or sea, remote or local, all locations can be reached with the same speed and efficiency.

Currently, Space segment (i.e. Satellite transponder capacity) is an extremely scarce resource. Telco Arabia, through its strategic relationships with Satellite operators will be able to secure the necessary satellite capacity on the chosen satellite, which when combined, can footprint the whole Africa and Middle East region.

## True End-to-End Communications

*Putting It All Together Into A Managed Network*



- End-to-End Solutions

- Self-owned & Operated Infrastructure

### **IP Television:**

Internet Protocol Television, or IPTV, refers to television that is distributed over an IP network— the same kind of network people use to surf the internet and exchange emails. In reality, IPTV technology enables an organisation's IP network to carry much more than just television. With IPTV, you can easily distribute terrestrial and satellite television and radio, videos/DVDs, digital videos on-demand (VoDs), digital signage, information boards, and web content throughout your facility. All of this multimedia content can be viewed on standard and high definition TVs and various kinds of AV display equipment, as well as PCs on every desktop.

In the past, this technology has been restricted by low broadband penetration and by the relatively high cost of installing wiring capable of transporting IPTV content reliably in the customer's home. Nowadays, however, residential IPTV is expected to grow at a brisk pace as broadband was available to more than 200 million households worldwide in the year 2005, telecommunications providers are exploring IPTV as a new revenue opportunity from their existing markets and as a defensive measure against encroachment from more conventional Cable Television services.

Also, there is a growing number of IPTV installations within schools, universities, corporations and local institutions.

### **Target Services:**

In focusing on two way satellite services markets, the higher profile emerging contenders for satellite services are:

- Telephony – GSM and Telco Voice Services operators.
- IP Trunking – ISP and Internet Café and corporate connectivity.

### **Key Future Strategies**

This is a summary of some of the Key Future Strategies:

- To expand and develop our strategic business partner alliances in key markets. in order to further enhance our reach, market penetration and opportunities.
- To ensure that we are responsive to the changing landscape of telecommunications technology, services and solutions and that we continue to develop our capabilities, guided by our customer requirements, competitive landscape and economic realities.

### **Telco Arabia VSAT Vendors Experience**

- Comtech EF Data
- NDSatcom SkyWAN
- Idirect
- ViaSat
- Cobham Tracstar Antenna Products



## Information Technology

Our IT Division (ITD) specializes in a wide range of information technology solutions,

Including:

- Network design
- Network implementation
- Network management
- Integration and security
- Application development
- Web based applications



## Telecommunications

As the demand for Digital Transmission Systems and associated telecommunications services grows at an exponential rate, Telco Arabia is always examining new technologies that will enhance its capabilities in this domain.

The Telecom Division (TD) specializes in Designing, Implementation, and commissioning of different Telecommunications technologies, including:

- Voice, Data, and Video networks
- Land line (Fiber & Copper) transmission systems
- IP-Based Transmission networks
- Wireless Radio networks
- Communication Stations, Towers and antennae
- FTTH Networks



## Professional & Technical Services : Expertise

### Connectivity

- Satellite
- Microwave
- Wireless Broadband
- Wireless Voice
- LAN/WAN

### Satellite Connectivity Services

- Space Segment
- Shared Services (Ku, Ka bands)
- Dedicated Services (C, Ku, Ka bands)
- Turnkey Satellite Network Project

### Security and Monitoring

- CCTV
- Sensors / General Alarm
- Intrusion detection and access control
- Personnel and asset tracking
- Navigation systems

### Communications

- Space Segment
- Shared Services (Ku, Ka bands)
- Dedicated Services (C, Ku, Ka bands)
- Turnkey Satellite Network Project

*Telco Arabia solutions are based upon proven state-of-the-art communications and Internet technologies and will continue to maintain a leading edge in this regard so as to ensure that our clients are benefiting from the latest advances in technology. In addition, Telco Arabia can offer applications based upon the ASP model thereby insulating the client completely from having to develop, implement and maintain their own technology infrastructures.*

## Integrated Security Systems

The Integrated Security Division (ISD) is fully synchronized with the IT division to provide integrated packages and solutions in the most demanding security industry. ISD provides network-enabled security systems that add a whole new dimension of intelligence. Including

- Facilities Physical Security systems
- Access Control & Surveillance Systems
- Control and Command Centers
- Public Address System and CATV

The Division encompasses multiple applications for both military and commercial sectors.



## Central Alarm Monitoring and Warning Systems

Telco Arabia provides solutions to monitor events in real time and for multiple users. We have international partners that construct command centers for the military and commercial sectors. Different types of designs can be provided locally as well, to serve the following activities:

- Disaster and Emergency Management System
- Pollution Dispersion Models
- Communications, Command and Control Centers
- Remote Sensing

## Fire Systems Services

Telco Arabia offers various specialized Fire Alarm, Fire Protection services including Halon management Services, Design, EPC and Maintenance services related to Fire Systems in Industrial and Commercial Sectors.

Fire Fighting/Fire Alarm - EPC Services for :

- Power Stations,
- Electrical Substations,
- Oil Refineries,
- Plants Hotels,
- Complexes, etc.

Services includes Design, Engineering , Supply , Install , Test, Inspection, and maintenance of Fire Alarm Gas Detection , Portable, Semi-Fixed and Fixed Fire Extinguishing and Security Systems including :

- Fire & Gas Detection and Alarm System
- CO2 Fire Suppression System
- Sprinkler Systems
- Foam System and Foam Quality Test
- Fire Pumps Performance Test
- Fire Water Grid/Hydrant Flow Test
- Dry/Wet Chemical Fire Extinguishing Systems
- Portable Fire Extinguishers Testing, Servicing and Certification
- Hydro-Static Testing and certification of Fixed Fire Systems Cylinders.



## Instrumentation Solutions

Typically consist of instrumentation hardware delivered through premier services such as consulting, specification, procurement, configuration, installation, commissioning and start-up.

- Instrument and control maintenance
- Hydraulic and pneumatic tubing
- Custom tubing layout and installation
- Calibration and bench testing services
- System evaluation and testing
- Distributed control system (DCS)
- Programmable logic controllers (PLC)
- Microprocessor-based system control
- Instrument panel and rack fabrication
- Startup and checkout assistance



## Vehicle Tracking & Fleet Management System

Telco Arabia company specializing in automated systems for remote tracking, monitoring and management of fleets of mobile assets.

The company provides complete solutions for real-time GPS fleet management and vehicle security applications.

# SERVICES

## Our Consultancy services provide the following values:

- Consulting support to achieve account objectives.
- Engineering services to enhance products marketing, installation and implementation.
- Information gathering, systems needs assessment, auditing and recommendation of appropriate business systems.
- Apply Service Level Agreement for highest availability of systems. Identify Information Technology tools and systems to optimize the technology and processes needs, to projects and organizations.
- Reduce Risk by identifying and minimizing vulnerable areas, where the project implementation is not meeting original business expectations.
- Reduce Cost by identifying over-resourced areas, to reduce support costs and maintain efficiency.
- Apply approved standards: Quality Control, Safety & Security, Environmental. Apply technology International standards.

## Team Structure

The dedicated full-time nine (9) engineers and twelve (12) technicians form the core of Telco Arabia resources pool. Based on projects need, many technical resources are available to join our staff, and we were together in different projects since 18 years.

The diversified experience engineers are always updated with the new technology. The team explores technologybased business opportunities in Kuwait.

## Divisions

- Engineering Management
- Finance
- Administrative
- Legal
- Planning
- Logistics
- Legal Support
- Logistics
- Technical Support



# PROJECTS

## Software Application & Network Solutions

### **Client : Industrial Building Construction Company**

Design, supply and maintenance of integrated software solution which performs:

- ✦ Finance Management
- ✦ Project Management
- ✦ Human Resources

## Network Infrastructure

### **Client : Mishref Trading Company / Ministry of Defence**

Design, Supply , installation and commission of Integrated Fiber and Copper Network including Civil works,

## Network Infrastructure

### **Client : Al Diwan Company / Ministry of Defence**

Design, Supply , installation and commission of Integrated Fiber and Copper Network

## Network Infrastructure

### **Client : Al Magwa Company / Ministry of Defence**

Design, Supply , installation and commission of Integrated Fiber and Copper Network



## GSM Monopole Towers

### **Client : Viva Telecom**

Supply , installation of GSM monopole towers (30 meter and 60 meter) erection and site implementation.

## Network Infrastructure

### **Client : Self Defence Japan Airforce Base**

Design, Supply , installation and commission of Integrated Fiber and Copper Networks Including duct routing and manholes.

## Structure Conduit System

### **Client : ATC Company / Al Seef Hospital, Salmiya**

Route Design and implementation of conduit system for nurse call system for the hospital

## Electro Mechanical Works

### **Client : Self Defence Japan Airforce Base**

Design, Supply , installation and commission various electrical and mechanical facility needs of the military base.





## Alarm Monitoring & Early Warning System

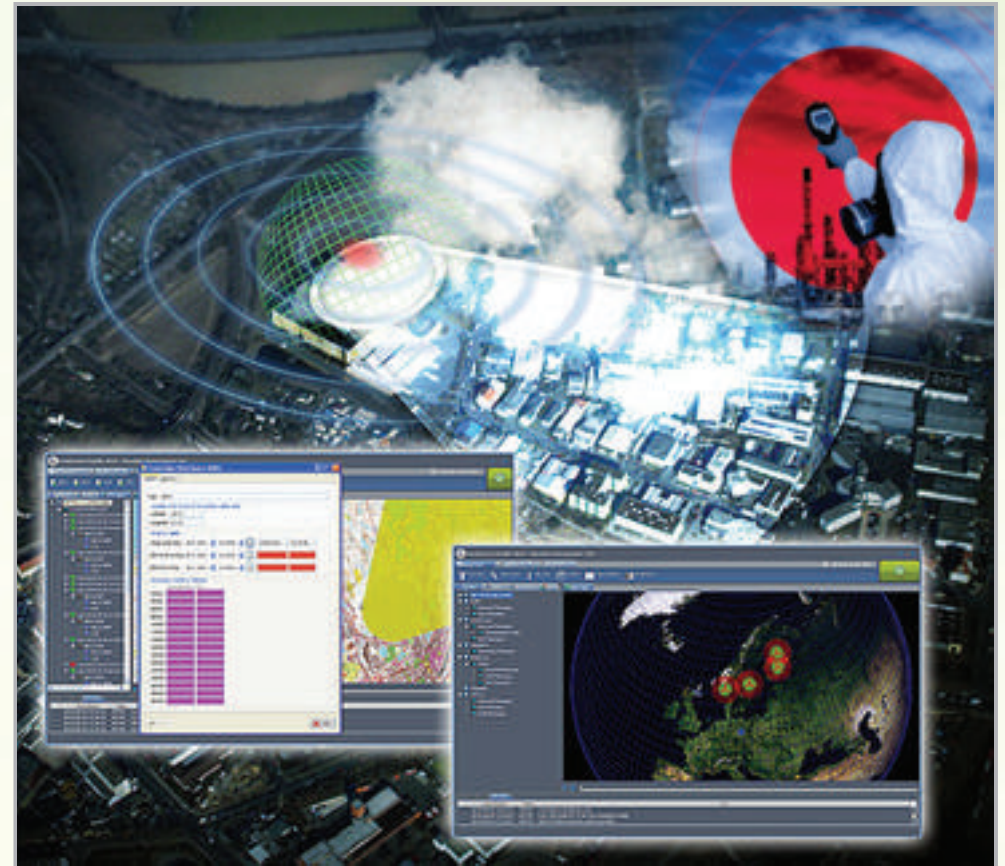
**Client : Ministry of Civil Defence, Subhan**

Design, supply, install and maintain an NBC shelter detection and warning system.

The scope includes the integration of Monitoring-Detection-Warning & Control system for the following Warfare and toxic Agents:

- Nuclear Radiation,
- Chemical Warfare Agents, Toxic
- Industrial gases.

The detectors are integrated into a map-based alarm and control software, that uses a customized database to inform and orient the user of the applicable code of standard services. The system is supported by a meteorological system to supply information about the wind speeds and directions, ambient temperature & humidity. Among other vital sensors values, the meteorological data help the radiation and pread software module to calculate and create a crisis management plan.



*Thank you for taking the time to go through our business profile.  
If there are any questions or comments, please feel free to contact.*



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