

P1/11-PROFILE SUMMARY

INTRODUCTION

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

- Information Technology
- Telecommunications
- Integrated Security Systems
- Process Control and Facilities Management
- Central Alarm Monitoring and Warning Systems
- High and Low Voltage Systems
- 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.

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

And many other information technology services and operations.

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TELECOMMUNICATIONS

As the demand for Digital Transmission Systems and associated telecommunications services grows at an exponential rate, Sout Telco 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 transmission systems
- IP-Based Transmission networks
- Wireless Radio networks
- Communications Towers and antennae

The Telecommunications division has a sub division to supply multiple Telecommunications devices and accessories.

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 & Time Attendance Systems
- Video and Audio Surveillance Systems
- Control and Command Centers

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

PROCESS CONTROL AND FACILITIES MANAGEMENT

Our Division provides solutions that enable the facility managers to better manage resources, improve facility safety, and control virtually every system from a central location.

Our solutions make it possible to integrate building sub-systems, including:

- Security Systems
- HVAC
- Lighting,
- Elevators
- Electricity and Water
- Fire Alarm systems
- Monitoring Systems
- Gas detection systems

CENTRAL ALARM MONITORING AND WARNING SYSTEMS

Sout Telco 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, Control, and computer centers
- Remote sensing

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HIGH AND LOW VOLTAGE SYSTEMS

Sout Telco is involved in **industrial, utility, commercial, and institutional** electrical installations and maintenance. Our partner's staff consists of qualified personnel, thoroughly experienced in electrical systems application to equipment, and structural requirements. Our activities in the high power industry includes:

- Power transformers
- Power generation
- High tension cables
- Power Sub stations

In low voltage industry we are active in:

- Public address system
- CATV
- Fire alarm
- Industrial and Military Gases Monitoring

VEHICLE TRACKING SYSTEM

GPS Fleet Solutions provides real time GPS vehicle tracking systems for fleet owners and dispatchers. We have fleet management tools for tracking vehicles, trailers and heavy equipment to improve fleet productivity, accountability, and profitability. GPS Fleet Solutions carries a variety of vehicle tracking systems that aid dispatching, routing, recovery of lost or stolen vehicles and improving customer service. Fleet tracking software is Web based to enhance fleet Monitoring and control from almost anywhere through internet connection. Sout Telco provides hosting of customer database in assigning a unique IP address for each client.

The system have multiple digital I/O to monitor and control different digital status, and analogue inputs to monitor temperature & Humidity inside the containers and for fuel level.

P5/11- PROFILE SUMMARY**SOUT TELCO RESOURCES**

Sout Telco Divisions is headed by diversified- experienced engineers, who runs their activities in decentralized mode.

The dedicated full-time nine (9) engineers and twelve (12) technicians form the core of Sout Telco 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 staff form a team with multiple experiences in:

- Telecommunications
- Process Control
- Environmental & Safety
- Integrated Security Systems
- Low Voltage systems
- Software & Hardware Solutions
- Power Systems
- Smart Building Systems
- Tracking Systems
- Wireless networks

SISTER COMPANIES

Sout Telco shares Technical & Financial resources with the following companies:

- Telco Trading & Contracting
- Five Systems Trading & Contracting

MAJOR SOUT TELCO STAFF EXECUTED PROJECTS

- Project: Meteorological Network in different area in Kuwait
Client: Kuwait Institute Of Scientific Research- Kuwait
- Project: Upgrade of classified Shelter Environmental System
Client: Al Kharafi International- Kuwait
- Project: Implementation Of Classified Environmental System
Client: Classified
- Project: Video Conference
Client: Classified
- Project: Fiber Optic communications network
Client: Japanese Air Self-Defense
- Project: Control rooms - Access Control & Surveillance System
Client: US Seals
- Project: Air & Water quality Monitoring systems
Client: Environmental Protection Center- SAA
- Project: Loading-Unloading Fuel Monitoring & Control System
Client: MOD- American Arifjan Camp

MORE PROJECTS:

- Project: Communication network
Client: MOD- M/S Mushrif Co.
- Project: MOI shelter - NBC Protection system
Client: Ministry Of Interior- Kuwait- M/S York Al Yusifi
- Project: Financial & Industrial Software
Client: International Building Company- Kuwait

P7/11- PROFILE SUMMARY**LATEST PROJECTS****INFORMATION TECHNOLOGY****Project- ST-048-6**

Sout Telco signed a contract with Industrial Building Constructions Company to design, supply, install, and maintain an integrated finance and projects software serving a network of more than 40 users.

The project includes different finance modules along with special tailored projects management modules. Human resources among other assistant software modules are also included into it.

A hardware network based on IBM servers and clients is a part of the project, to provide different level of services to more than 40 clients.

TELECOMMUNICATIONS**Project ST-090-6**

Sout Telco signed a contract with M/S Mushrif Trading company one of leading companies in Kuwait, to design, supply, install and maintain Copper and fiber optic cable network at a classified site.

The Scope Of Work included civil works to build different types of manhole, hand holes and routes. Copper and fiber cables laying, splicing and distribution were part of the project.

The project included delicate civil works carried out to Drill new entrances to an existing reinforced concrete Bunker.

Project St-0150-5

Sout Telco signed a contract with the Self Defense Japanese Air Force to design, supply, install and maintain a Copper and fiber optic cable network at one of a Military facility.

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The Scope Of Work included civil works to build different types of manhole, hand holes and routes. Copper and fiber cables laying, splicing and distribution were part of the project.

The project included Phase two of the Japanese communication network.

Project St-0250-5

Sout Telco signed a contract with the Self Defense Japanese Air Force to design, supply, install and maintain a Copper and fiber optic cable network at one of a Military facility.

The Scope Of Work included civil works to build different types of manhole, hand holes and routes. Copper and fiber cables laying, splicing and distribution were part of the project.

The project included Phase One of the Japanese communication network.

The project included electromechanical works at the Japanese medical clinic.

Project St-085-5

Sout Telco signed a contract with Al Diwan company to design, supply, install and maintain a Copper and fiber optic cable network at one of a Military facility.

The Scope Of Work included civil works to build different types of manhole, hand holes and routes. Copper and fiber cables laying, splicing and distribution were part of the project.

Project St-075-5

Sout Telco signed a contract with Al Magwa company to design, supply, install and maintain a Copper and fiber optic cable network at one of a Military facility.

The Scope Of Work included civil works to build different types of manhole, hand holes and routes. Copper and fiber cables laying, splicing and distribution were part of the project.

P9/11-PROFILE SUMMARY**ALARM & WARNING SYSTEM****Project St-073-6**

Sout Telco signed a contract with Al Yousifi –York company to 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 spread software module to calculate and create a crisis management plan.

Project St-530-7

Sout Telco has received a Letter Of Intent to supply five NBC shelters with M/S United Gulf Co, a leading company in Kuwait.

Project St- 633-7

Sout Telco has received a Letter Of Intent to supply a High Voltage Link 11KV with M/S Mushrif Co, a leading company in Kuwait.

Project St-021-7

Sout Telco has received a Letter Of Intent to supply a Nuclear Electromagnetic Pulse filters with M/S Al Nafisi Co.

CABLE STRUCTURE**Project St-015-6**

Sout Telco signed an agreement with M/S ATC company to structure a conduit system to their Nurse call system.

The scope of project included the route design, implementation, and maintain a support to laying signal cable done by other contractor.

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ARABIA TELCO COMPANY ACQUIRES SOUT TELCO TRADING & CONTRACTING

Arabia Telco Company "ATC", acquires Sout Telco trading and contracting. Sout Telco trading & contracting has good records in the Hi-Tech industry. Adding the resources and goodwill of Sout Telco to the pool of Arabia Telco will give the company the advantage to explore new business segments in the golf markets.

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Arabia Telco Company is a technical consulting group. The group consists of high-tech engineers and technicians along with an administrative and finance team.

Arabia Telco 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 helps leading organizations to make better business decisions.

Team Structure

The diversified experience engineers are always updated with the new technology. The team explores technology-based business opportunities in the Arabian and neighborhood markets.

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.

P11/11- PROFILE SUMMARY**Technical services**

Our technical 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.

Divisions

- 1. Engineering Management**
- 2. Finance**
- 3. Administrative**
- 4. Planning**
- 5. Legal**
- 6. Logistics**
- 7. Technical Support**

PROFILE SUMMARY

Potential Opportunities

Our team focuses on different technologies expanding in the golf markets. The following potential opportunities are under study:

1. Wimax technology
 - Public Networks
 - Large Organization

2. NBC shelters and warning networks
 - Public Shelter
 - Domestic shelter

3. Multimedia Animation & recording studios
 - Publicities-Movies- Media
 - Voice & Audio recording

4. Healthcare media
 - Corporate Healthcare software package
 - Telemedicine

5. Intelligent systems
 - Building Automation
 - Process Control

Company Profile

Sout Telco Trading & contracting

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Key Persons

-Engineer Adnan Ali Eid B.SC. Telecommunications
Position: Managing Director

-Engineer Mohan Nair B.SC. Electrical
Position: Technical Manager

-Engineer Kishore Kumar B.E. Computers
Position: Technical Support Manager

-Engineer Rida Amin B.E. Computers
Position: Project Manager