



# COMPANY PROFILE



# Defensa

Project Support & Supply

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DOCUMENT

**Company profile**

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## Defensa Project Support and Supply Co.

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## 1. INTRODUCTION

**Defensa Project Support & Supply** provides one stop solution for your Defense Projects in Qatar. Depending on the size and field of your project, we offer different services to meet your requirements. We provide the optimum and customized solutions made for your organization.

“Defensa” (formerly Kidde Qatar) began its business operation as a Fire and Security Solutions providing company in December 2008 and it is a 100% Qatari company.

“Defensa” is focusing exclusively in high quality and cost-effective services for Projects in the Defense Industry as well as the Fire and Security business sectors. We are currently employing a pool of highly skilled and experienced people working in the organization. “Defensa” is currently doing business with Qatar Armed Forces, Civil Defense, Oil & Gas, Petrochemicals and Power Generation Market Sectors.

## 2. DEFENSA: YOUR KEY INDUSTRIAL PARTNER

The company has been formed by a group of professionals having vivid experience and wide exposure in the Fire & Security Industry. Recently the main focus has turned into the Defense Industry. People involved here are qualified business graduates and qualified engineers with an exceptional educational background and ample working experience.

The resource personnel working in the company have been consistently providing reliable support services and consultancy to a wide variety of business cases either in the capacity of executive or as business partner or consultant. Bottom line of the company philosophy is building a long-term business partnership with its clients where interpersonal relationship, reliability, assured quality and target oriented services are the major building blocks.

It is a company where professionals from both technical and functional fields, group together with an objective of providing appropriate business partnering solutions. It realizes the importance of functional knowledge and its impact in developing business solutions. We constantly strive to be a local firm with profound business and functional knowledge. The key to the company's success is the maintenance of a close working relationship with its clients through ensuring the best possible solutions for their needs. Establishing thorough knowledge and understanding of client's objectives, we are helping our clients to maximize their benefits from engaging into a partnership with us.

We want to establish ourselves as the best local choice in Project Support and Supply Services, by offering the full spectrum of local support services.



### 3. OUR MISSION & VISION

**Our Mission** is to achieve the reputation of a quality, high standard & reliable project services Provider Company in the Local Civil and Defense markets.

**Our Vision** is to achieve highest customer satisfaction by delivering quality services at an affordable cost. Our forward vision is to strive to become an entity in Project Services solutions. We also believe that for our scope of services, sky is the limit and we are always ready to take our achievements to the next level.

**Our keys for development:**

- Desire for Excellence
- Trust and confidence build-up
- Striving for Innovation
- Knowledge via continuous search of the local market
- Continuous Training of our people
- Transparency
- Teamwork

**We believe in**

- Motivation
- Optimization
- Collective responsibility and leadership
- Professionalism and ethics
- Adding value to our client by responding to their needs



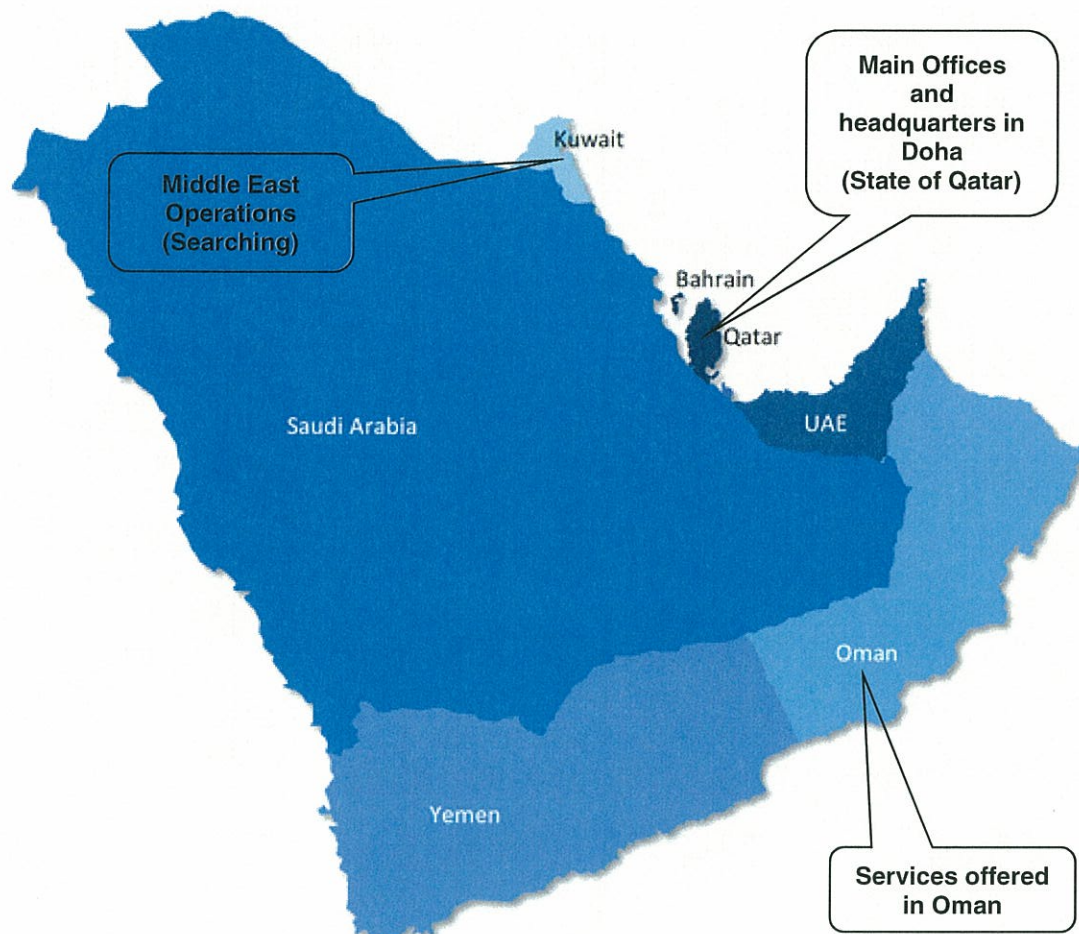
## 4. OUR JOURNEY

2008-2009	2010-2011	2012	2013
Kidde Qatar is founded in December 2008.	Secured Contract to protect Al Jazeera Network Facilities with FM200 Systems	Barzan Project is signed with Thales Netherlands.	Barzan Project is initiating.
During 2009, Kidde Qatar is organized and resources are recruited.	Secured Contract to provide Specialist Fire Training Props at QP Dukhan Facility	Resources are recruited from SSMART SA in Greece, key industrial partner with Thales Netherlands.	Secured Contract for NOVEC1230 System Supply for QP IT Building in Dukhan
	Secured Contract to protect Woqod Doha Depot Facility with FM200 Systems	Secured Contract to Supply Fire Fighting Equipment to Nakilat Shipyard Facility in Ras Laffan	Secured Contract for Supply of Deluge Skids to Qatar Gas JBOG Project.
2014	2015	2016	2017
SAT Comms Project is signed with Thales France.	Secured Maintenance Contract for Fire Training Props at QP Facility in Dukhan	New opportunities with QENF in Qatar are being investigated.	"Defensa" is born. Kidde Qatar is renamed to <i>Defensa Project Support &amp; Supply</i> .
Secured Contract for Supply of Specialist Tank Foam System(Floatafoam) for 2 QP Tanks in Halul Island	Secured Contract for Supply of Specialist Tank Foam System(Floatafoam) for 3 QP Tanks in Mesaied	SSMART SA becomes a key partner company via an M.O.U. agreement.	Secured Contract for Supply of Fire Fighting Equipment for Treated Industrial & Process Water Plant(Ras Gas Facility)
Secured Contract for Supply of FM200 Fire Suppression Systems for Qatar University Student Accommodation Facilities.	Secured Contract for Supply of Fire Fighting Equipment to Qatar Gas Canteen Project in Ras Laffan	Secured Contract for Replacement of Remote Controlled Monitor Systems at Berth 2 & 3 in Ras Laffan	"Defensa" is certified for ISO 9001, ISO 18000 and OHSAS14001.
2018	2019	2020	2021 ...
Secure business opportunities with the Armed Forces of the State of Qatar.		Work towards establishing business cases at other GCC countries.	



## 5. OPERATIONS ABROAD

“Defensa” works on pursuing business cases primarily in Qatar. On request of its clients “Defensa” have offered services in Oman, as well. Located in Qatar, it is currently only operating within the State of Qatar while searching for opportunities with the Armed Forces of other GCC countries, namely Oman and Kuwait.





## 6. OUR INVOLVEMENT

### ■ Consultancy and Project Management Services

We consult our clients for investments on new high-end technology or services according to the clients' requirements. Potential alternatives are studied and presented to our clients' based on commonly identified needs. "Defensa" offers a full range of consulting services to help analyze your business requirements for effective implementation of optimum solutions.

Our consulting services cover:

- Business case analysis
- Strategy planning
- Assessment of alternatives
- Planning, audits, best practices etc.

Our Project Management Team can take over the management of complex technical tasks or prolonged projects on behalf of our clients, ensuring successful retrieval of contractual benefits and cost optimization. "Defensa" guarantees the achievement of expected results by reaching the required milestones for our clients, at minimum involvement from our clients.

### ■ Technical Expertise

Our engineers being highly trained and locally available, are capable of providing first line support, responding promptly to our clients' technical issues, minimizing the need for overseas travelling of OEM experts. Our clients' can rely on our long working experience and our remarkable educational background that allows us to perform up to Intermediate Level Maintenance issues, covering a wide spectrum of tasks, from operation, troubleshooting and repair cases.

Having long experience with a world class Naval Systems and Satellite Communication Systems provider, we are capable to cover the needs of our customers in a full scope of on-board activities as well as any on-site support tasks.

Defensa Project Support & Supply Co. is a Fire Protection Engineering Specialist fully capable of developing detailed Design Drawings and our Contracting capabilities enable us to undertake site service requirements like Installation and Commissioning of Fire Protection Systems.

### ■ Supply, Sales & Logistics Support Services

Procurement of parts from the international as well as the local market are routine tasks for our Commercial and Financial departments. We can offer hassle free supply of parts to our clients' through transparent and cost effective, standardized, procurement procedures that ensure the prompt delivery of the purchase order at optimum cost for the services provided.

"Defensa" is an official Distributor of quite a few well-known brands in the Fire & Security market worldwide. Our Sales personnel are well aware of the local market and are competent enough to offer the right product for the right application at the right price tag.



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Logistic support services are our strong competitive advantage as we can interact efficiently with local authorities (and/or other companies) and facilitate any potential issue that delays your products transportation or is making it a challenge to reach final destination.

### ■ Local Market Knowledge

Our knowledge of the local market provides additional benefits to our clients, minimizing delivery times and risks, as compared to international procurement methods. Local market knowledge provides fast and cost effective solutions to the supply of critical or non-critical parts and tools.

Awareness of the local market provides to our partners the possibility of a workaround solution, permitting to respond to clients' requirements that would otherwise be impossible or cost-inefficient to address.

Being local, "Defensa" avails ample time to build strong and trustful relationships with our clients' that could very well constitute the vehicle to future business cases for our partners and ourselves.





## 7. STRENGTHS & CAPABILITIES

Main Strength of “Defensa” lies in the blend of professionals that are highly specialized and certified by operation. Increasing customer’s awareness is the strength where our company excels over its potential competitors and capitalizes on for its future. Our strength lies in our ability to blend current management practices and technical expertise into cost-effective Services. “Defensa” understands the need for skill transfer to client personnel and offers on-the-job training routinely.

Our capabilities cover the following areas:

- Business case development
- Commercial Services
- Procurement and Supply Services
- Logistics and Transportation Support
- HR Services (residency, visas, etc)
- Knowledge of local processes and rules
- Ability to liaise with local administration
- Local market accessibility
- Administration Services
- Provision of building facilities
- Training facilities
- Training assistants – instructors
- Project support
- Perfectly blended multi-cultural resource pool
- Increased teamwork spirit with individuals performing independently, if and when required
- Clean Agent Fire Suppression Systems (FM200/NOVEC1230)
- Foam Systems for Large Product Storage Tanks
- Specialist Fire Training Props/Simulators
- Installation/de-installation of equipment
- Setting to Work (STW)
- Harbor Acceptance Testing (HAT)
- Subsystem Integration Testing (SIT)
- Sea Acceptance Trials (SAT)
- Live Firings Trials (LFT)
- Preventive Maintenance
- Corrective Maintenance
- Troubleshooting, Fault finding
- Repair by replacement
- Commissioning
- Warranty Services
- In Service Support Services
- Project Logistics Support
- Technical Documentation Maintenance
- Project Management
- Contract Management
- Change/request implementation
- Fire Fighting Systems/Equipment for High Risk Applications/Oil & Gas Sector
- Fire Fighting Products Supply
- Passive Fire Protection Solutions



## 8. AREAS OF EXPERTISE

The team of “Defensa” is equipped with proper human resources specialized in a diverse portfolio of skills with different systems. The key areas are:

### ■ ON BOARD ACTIVITIES

A full spectrum of activities on board (for details pls. see paragraph 7 above) can be offered for a long list of Thales subsystems, namely:

#### Surveillance Radars:

- MW08
- VARIANT
- SCOUT
- MRR
- LW08

#### Trackers:

- STING EO
- MIRADOR
- LIROD
- WM25 CAS
- STIR

#### Combat Mqnt:

- TACTICOS CMS

#### Supporting Systems:

- Tactical Training Systems
- WG VSWR Measurements
- Wave Guide Drier (WGD)

Other OEM systems: FLIR IR Camera Systems

### ■ ON SITE ACTIVITIES

“Defensa” team is capable to provide expertise on a full spectrum of site activities, namely:

- Help Desk and First Line Support
- Configuration maintenance
- Spare parts management and logistics
- Pre-Post mission system checks
- Repairs by replacement (LRU level)
- Technical Documentation Training
- Tools and Test Equipment management
- On the job Training

### ■ OTHER FIELDS OF EXPERTISE

“Defensa” through its industrial partnerships could offer services on the following Thales systems through outsourcing or with own resources after short familiarization courses by the OEMs:

ESM Systems: DR3000 S1

Jamming Systems: Salamandre

Telecommunications: Full internal and external scope of Barzan Vessels Communications

In addition, “Defensa” could assist in the execution of Subsystem Operator and/or Maintenance Courses, offering experienced assistants or instructors for the execution of the training.



## ■ FIRE & SECURITY

- Design of Fire Protection Systems
- Supply of Fire Protection Equipment
- Site Supervision of client's Installation
- Installation of Fire Protection Systems
- Room Integrity Testing of Protected Enclosures
- Commissioning of Specialist Fire Protection Systems
- Training for End Users
- Maintenance for Installed Systems
- Turnkey Solutions for Fire Training Simulators/Props



## 9. PRODUCTS and/or SERVICES (as Distributor)

### ■ ANGUS FIRE UK

- Layflat Fire Hoses
- Foam Concentrates
- Foam Equipment (including proportioning & delivery devices)
- Fire Extinguishers (Portable & Mobile)
- Monitors (Foam & Water, Manual, Portable)
- Dry Powder (Monnex)

### ■ ANGUS FIRE ENGINEERING

- Deluge Skids
- Foam Systems
- Floatafoam (Automatic Foam System for Large Storage Tanks)
- Helijectors (Foam System for Helipads)
- Remote Controlled Monitor Systems
- Fire Hydrants
- Bespoke Engineered Systems for High Risk Applications

### ■ KIDDE FIRE SYSTEMS

- Clean Agent Fire Suppression Systems (FM200, NOVEC1230, Argonite, Nitrogen)
- Detection & Alarm Equipment (Fire Alarm Panels, Detectors including Linear Heat Sensors, High Sensitivity Smoke Detection)
- Kitchen Hood Fire Suppression Systems

### ■ KFT FIRE TRAINERS

- Broad array of Fire Training Solutions / Fire Simulators including Structural, Modular, Industrial & Portable Outdoor Systems

### ■ WALTER FRANK

- Pressure Regulating and Non Pressure Regulating Landing/Hydrant Valves
- Fire Hose Fittings

### ■ MVL Firestop/INCA Products

- Firestop Sealants
- Passive Fire Protection Solutions



## 10. PROFESSIONAL PARTNERSHIPS

“Defensa” is proudly associated with the following local & international companies & organizations:

### MEMBER



### KEY INDUSTRIAL PARTNER



### OFFICIAL DISTRIBUTOR





## 11. LIST OF CLIENTS (as END USERS)

“Defensa” has several clients using its array of products and services. Our team members have the distinguished experience and association with different national and international organizations in different sectors. A list of these clients includes:

### ■ GOVERNMENT



Qatar Emiri Naval Forces



Qatar Armed Forces



Qatar Civil Defence



قطر للبترول  
Qatar Petroleum



قطر غاز  
QATARGAS



راس غاز  
RasGas

### ■ OTHER ORGANIZATIONS



وقود  
WQOD



SEEF



QP - SASOL joint venture  
أوريكس لتحويل الغاز إلى سوائل المحدودة  
ORYX GTL Limited



QSTec  
Qatar Solar Technologies  
تقنيات الطاقة الشمسية



كفاك  
QAFAC  
شركة قطر للمواد التزويبة المحدودة  
Qatar Fuel Additives Company Limited



DOLPHIN ENERGY  
Positive Energy.  
دولفين للطاقة  
مطاقة بناة