



## Telecom & Security Profile



*Visionary Solutions*

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Establishing a  
strong foundation  
of trust is key

with our Employees,  
Partners and most  
importantly our  
Customers.

# ABOUT US

Nasma is a technology based IT and Communications Solutions Provider and Systems Integrator. Nasma is principally involved in providing integrated IT and communication solutions to various industries including Energy, Oil and Gas, Utilities, Telecommunications, Government, Banking and Finance, Industrial and Health Care. Nasma offers its clients a comprehensive range of advanced technology IT and communication solutions to suit various application and requirements involving the following:

- Telecommunication Backbone Systems and Infrastructure
- Networking Infrastructure & Security, Video, Voice, Data and Specialized Systems, Data Centre, Site and Power.
- Servers, Storage, Converged/ Dynamic/Virtualized Infrastructure.
- Audio Visual Solution and Collaborative Working Environment (CWE).
- Safety & Security Solutions.
- Software Applications.

In addition, Nasma, with its partners, have systems and products that can provide solutions and services in Process Control and Management for Oil & Gas and Energy markets. Nasma holds a team of highly skilled and motivated people with a broad range of experiences, focused on providing cost effective, innovative and reliable solutions engineered and supported locally. Nasma is committed to its customers and intends to be the leading solution provider and systems integrator providing advanced and cost effective solutions, engineered and supported locally.

## MISSION

To be the leading provider and high-integrity partner for IT and communications solutions engineered and supported locally enabling to achieve organisations vision and goals.

## VISION

To be the leading solution provider and systems integration and go beyond by delivering the highest value to our customers, employees, suppliers, and shareholders, providing innovative, advanced and appropriate solutions, enabling organisations to deliver their business goals and building long-term relationships based on mutual trust and respect.

## CORE VALUES

**Teamwork** We work as one team in a collaborative environment. We know that everything accomplished relies on the skills, integrity, commitment and dedication of our employees.

### ***Effective People***

Right people doing the right job. We offer challenging, fair, and rewarding employment for our employees and set high expectations for performance. We seek to create an environment where people become dynamic, creative and can make a difference allowing them to realise their full potential.

### ***Honesty & Sincerity***

We do what we say we will do. Everything we do reflects a commitment to the highest standards of personal and corporate ethics.

### ***Rewarding Relationships***

We believe in developing & adopting long term partnerships; focusing on creating values and trust by understanding the fact that relationship building is a process not an event.

### ***Accountability***

Taking ownership and responsibility. We understand your requirement and deliver high quality service by leveraging the resources and know-how of our business.

## Telecom & Security

Nasma is experienced in the design, integration and installation of a range of products and systems including optical and Microwave transmission systems including SDH, PDH, IP Transport, DWDM, tCWDM, RF Survey, RF Planning & Optimization, Multi-service IP/MPLS, Passive Optical Networks (PON), XDSL and Digital Microwave Radio.

Nasma is experienced in supply, installation, testing and commissioning services for fiber optic cables including underground, aerial (ADSS), OPGW, transmission systems and wireless point to point and point to multipoint such as WIFI, WIMAX, MESH and TETRA.

Nasma has vast experience in Power Line Communications (PLC) systems and can implement required systems for power stations and 132kV substations providing voice, data, video, SCADA and tele-protection services.

Nasma provides systems and services for Outside Plant (OSP), Power Supply Systems, Solar Power, Shelters, Passive Cooled Shelters and Towers. Nasma is equipped with competitive resources for the timely execution of projects with good quality standards.

Telecom & Security LOB of Nasma Telecommunications LLC (Nasma) consists of two units:

- Telecom Infrastructure
- Physical Security

## Telecom Unit Portfolio

Nasma's Telecom BU provides end to end solutions that can be broadly categorized as follows:

- DWDM, SDH, GPON, PON Systems
- IP, MPLS, MPLS-TP Systems

### Access Solutions

- SDH, PDH, OTN, Carrier Grade Ethernet Systems
- xDSL Systems
- Satellite Communications Systems (VSAT)
- Point to Point and Point to Multipoint Microwave Systems (SDH/PDH)

### Last Mile Connectivity Solutions

- SDH, PDH, OTN, Carrier Grade Ethernet Systems
- xDSL Systems
- Satellite Communications Systems (VSAT)
- Point to Point and Point to Multipoint Microwave Systems (SDH/PDH)

### Specialized Solutions

- Digital Power Line Carrier and Teleprotection Systems
- Aerial Fibre Optic Systems (OPGW, ADSS, Wire Wrapped Fibre Solutions)
- Pipeline Intrusion Detection and Pipeline Leak Detection Systems (for oil & gas, water, wastewater etc)
- Distributed Fibre Optic Based Temperature Sensing Systems (for oil & gas, electricity, water)
- GPRS based water and power meters
- Solar Based CCTV Systems
- School Bus Monitoring Systems

### Last Mile Connectivity Solutions

- Point-to-multipoint wireless broadband, LTE, WiMax
- GSM-R & GPRS
- VHF/UHF Trunked Radio Systems (Analog, MPT & TETRA)
- VHF ground-to-air radio, VHF marine radio
- EPIRB, AIS, SART
- HF-SSB Radio
- RFID based asset tracking Systems
- PA/GA, PA/VA, intercom/paging
- LAN/WAN
- IPBX/PABX telephony, hotline, DECT
- Structured cabling, outside plant cabling (copper and fibre)
- Network monitoring & management systems
- Master/slave clock systems
- Weather monitoring systems
- Mandown and Person On Board Systems
- Industrial IT Infrastructure Systems (ruggedized switches, converters, routers, gateways)
- Vehicle Tracking System (GPRS/GPS based)
- Equipment Racks, Trunking Systems
- Passive Cooled, Active Cooled and Hybrid Cooled Telecom Shelters
- Power Supply Systems (UPS/Battery-Packs/Solar, DG Sets)
- Telecom Towers and Masts (for microwave, CCTV, solar, PAGA etc)

## Security Unit Portfolio

Nasma's Telecom BU provides end to end solutions that can be broadly categorized as follows:

- Industrial CCTV System & Video Analytics Systems.
- Specialized Long Range Surveillance CCTV Cameras (Thermal/Laser Based)
- Access Control Systems
- Turnstiles, Gate Barriers, Pedestrian Access Gates, motorized Gates, Speed gates
- Under Vehicles Scanning Systems, Number Plate Recognition Systems, RFID based vehicle and personnel Tracking system, XRAY System, Metal Detectors, Baggage Scanners, Motion
- Detection Systems
- Perimeter Intrusion Detection Systems (fiber based/laser based/microwave based)
- Radar based Vessel Tracking Systems
- Video Conferencing, telepresence, SMATV and Enterprise IPTV Systems
- PAGA and PAVA Systems
- Vehicle Tracking Systems
- Structured Cabling and Network Backbone Systems (intelligent/non intelligent)
- Equipment Racks and Trunking Systems
- Video Analytics Solutions
- Asset Tracking Systems
- Person-on-Board and Man Down Tracking Systems
- Geofencing Systems
- Smart Bus Systems (for schools and transport)



# SOLUTIONS

## Physical Security

Nasma carries out design, engineering, supply, installation, testing, commissioning and maintenance activities for end to end execution of physical infrastructure security and life safety systems projects.

Nasma's design and implementation capability ranges from small to medium sized security solutions for offices and residential complexes to large sized security solutions for malls, hypermarkets, large office buildings, large residential/commercial complexes, border security solutions, airport security solutions, port security solutions, oil and gas, refineries, pipelines, oil and gas wellheads etc. The solutions offered encompass a variety of technologies to name a few – IP/Analog CCTV Systems, Solar Powered Independent Wireless CCTV Systems, PAVA and PAGA systems, Access Control and Time Attendance Systems, Intruder Detection Systems, Baggage Scanners, Fire Alarm Systems, Building Management Systems, Horizontal & Vertical Structured Cabling Systems, Vehicle Tracking Systems, RFID Systems,

Person On Board and Man Down Systems, Asset Tracking Systems, Video Analytic Solutions, Weather Monitoring Systems, Metal Detectors, Under Vehicle Scanning Systems, Parking Systems with Bollards & Gate Barriers, Seamless Integration of above multiple systems with each other. Nasma works with the client's/consultants design team, selects the apt technology, conducts a detailed value engineering process and then provides to its customers solutions, which are both suitable and cost effective. Highlights of Nasma's end to end security solutions are as below:

## Installation, Testing & Commissioning

Nasma's dedicated team of senior engineers, engineers, supervisors and technicians has substantial experience in installation and commissioning of converged telecom networks in varied environmental and site conditions. Once the entire system is deployed at site and commissioned, system acceptance testing is conducted in presence of the customer and end to end system operation is verified in conjunction with the project design and specifications.

## As Built Documentation & Handing Over

The final and most important stage of an end to end project delivery is generation and submission of systems as-built documentation. All drawings and documents as submitted during the detailed design phase are updated to reflect as-built situation and submitted to the customer as part of the handover process. Necessary system manuals, operation manuals etc are also prepared and handed over to the customer. Necessary system manuals, operation manuals etc are also prepared and handed over to the customer. Nasma also provides optional services for long term annual maintenance of the installed systems. Interested customer's often sign AMC (Annual Maintenance Contracts) with Nasma for such maintenance services.

A man in a dark blue suit and red tie is sitting at a desk. He is gesturing with his right hand while looking towards the left. On the desk in front of him are several papers, a laptop, and a smartphone. The background is a plain wall.

## Consulting Support Services

We work with the design team of our customer's, identify their functional requirements and tailor a solution which meets the requirement to its fullest. Thanks to our extensive experience in designing end to end telecom solutions, our team's possess substantial skills to evaluate and recommend technology which most suits the functional requirements for telecommunications and surveillance. The networks in Oil & Gas, Power, Transportation, Operators, Water and Defense sectors carry mission critical data and hence the system architecture design at the planning stage plays a very vital role. Having a system architecture which is resilient and provides very high availability is of paramount importance. It is the in-depth understanding of these requirements within Nasma which enables us to recommend our customers with Systems Architectures that are resilient and provide very high availability. As part of these services, we provide comprehensive solution plans for integrated telecommunications and/or surveillance systems, including design options, product evaluations and recommendations, and project implementation methodologies.



## Front End Design and Engineering Services

Nasma's telecom BU also provides detailed engineering services. These services are utilized by consultants, EPCs (Engineering, Procurement & Construction Contractors) and PMCs (Project Management Contractors) who turn to Nasma for telecommunications and security/surveillance systems design. The scope of such services is to complete Front End Engineering Design (FEED) packages covering telecommunications and allied systems. Our design team works on determining the size and scope of telecom networks, evaluate and recommend various technology options, propose suitable architectures and develop specifications for the project. Our engineering team has a large database of functional and architectural layouts, mechanical and electrical drawings block diagrams, technical specifications, interconnection drawings etc. which can be quickly customized for unique project design needs. We also develop project execution methodology, progress reporting practices, quality and inspection test planning plans, HSE compliance method statements, job hazard analysis charts, acceptance procedures etc.

## Detailed Design & Engineering

Upon award of contract, Nasma's engineering team commences the systems detailed design activity which involves development and generation of Functional Design Specification (FDS) document that enables verification against the design and development input and is approved by the customer prior to implementation. The FDS includes appropriate information for purchasing, product and service provision, Product acceptance criteria and Characteristics of the products as well as network engineering such as link analysis calculation and study, system availability calculations, power consumption calculations, detailed bay face and site layout drawings etc.



## Supply Chain Management & Logistics

Upon approval of Functional Design Specification (FDS) documents, Nasma's supply chain management and logistics team procures and obtains deliveries of all the equipment and accessories from multiple global suppliers and partners. The supply chain management activity requires highly specialized skills and knowledge about global procurement process and procedures and the same is deeply embedded into the team at Nasma.

## Factory Acceptance Testing & Integration

Nasma conducts detailed factory acceptance tests of various components of system supplied. The Integrated Factory Acceptance Testing ensures reliable testing of interoperability of multiple systems in a seamless manner. The onsite interconnection of the system is staged at Nasma's system integration center in Muscat to simulate site conditions. Such testing methodology provides the customer with an opportunity to perform all the tests as desired to satisfy themselves of systems functionality. Modifications if any can be easily implemented prior to the dispatch of equipment at sites.



## **GAP Analysis Services**

It's known fact that technology is evolving day by day and so are the needs and technical requirements of our customers. Hence it is imperative for the technology members at Nasma's Telecommunications unit to be abreast of the latest trends and development in the telecom industry. Our offering under this segment involves working with our customer to understand the functional requirement and review the existing system infrastructure.

On thorough and detailed analysis of the gap from the latest to the existing, our technology team can provide our customers with a detailed strategic report on path forward. We perform gap analysis for Telecom Systems and telecom Infrastructure. We specialize in performing detailed studies of existing telecom infrastructure and provide options for expanding the services and capabilities of the existing network through innovative changes in network equipment and design. For example, we explore the option of increasing the bandwidth of legacy optical networks by several fold simply through the installation of newer interface cards that fit into the existing sub-rack, rather than replacing the entire node. Similarly, newer Ethernet services can be carried over legacy TDM networks through simple upgrades. The modified elements of the network are seamlessly integrated into the existing network with minimal modifications on the network schemas or the network management systems thereof.

# BUSINESS PARTNERS



## PROJECT REFERENCES

CLIENT	BRIEF DESCRIPTION	CURRENT STATUS
BP Exploration ( Epsilon) Limited (BP Khazzan Phase 2 Project)	Engineering, procurement, construction, and commissioning of Telecom Systems like CCTV, Networking, Structure cabling, Fiber optic cable infrastructure etc.	Work-in Progress
Petroleum Development Oman (AMAL Solar Steam Generation Phase II OFF PLOT Project)	Engineering, procurement, construction, and commissioning of Telecom Systems like Networking, Structure cabling, Fiber optic cable infrastructure etc.	Work-in Progress
Petroleum Development Oman (Lekhwar Shammar Telecom Project)	Engineering, procurement, construction, and commissioning of Telecom Systems like CCTV, Access Control, Networking, Structure cabling, Fiber optic cable infrastructure etc.	Work-in Progress
Glass Point Solar (Miraah Project Phase 2)	Engineering, procurement, construction, and commissioning of Telecom Systems like Fiber optic cable infrastructure.	Work-in Progress
Petroleum Development Oman (Greater Taliah Phase-2 Project)	Engineering, procurement, construction, and commissioning of Telecom Systems like CCTV, Networking, Structure cabling, Fiber optic cable infrastructure etc.	Work-in Progress
Petroleum Development Oman (Replacement of Marmul Substation Project)	Engineering, procurement, construction, and commissioning of Telecom Systems like Networking, Structure cabling, Fiber optic cable infrastructure etc.	Work-in Progress
Petroleum Development Oman (Qaharir New Control Room Project)	Engineering, procurement, construction, and commissioning of Telecom Systems like CCTV, Access Control, Networking, Structure cabling, Fiber optic cable infrastructure etc.	Work-in Progress

# PROJECT REFERENCES

CLIENT	BRIEF DESCRIPTION	CURRENT STATUS
Petroleum Development Oman (Greater Taliah Phase-2 Project)	Engineering, procurement, construction, and commissioning of Telecom Systems like Fiber optic cable infrastructue.	Work-in Progress
Petroleum Development Oman (New Intruder Detection System for KGP Project)	Engineering, procurement, construction, and commissioning of Intrusion Detection sytem.	Work-in Progress
Petroleum Development Oman (Sadad North EDF P2 Project)	Engineering, procurement, construction, and commissioning of Telecom Systems like Networking, Structure cabling, 60m Telecom Tower, Fiber optic cable infrastructue etc.	Work-in Progress
Glass Point Solar (MMPS Gas Compression Project)	Engineering, procurement, construction, and commissioning of Telecom Systems like CCTV, Access Control, Networking, Structure cabling, Fiber optic cable infrastructue etc.	Work-in Progress
Petroleum Development Oman (Mazkhour RMS Project Project)	Engineering, procurement, construction, and commissioning of Telecom Systems like CCTV, Networking, Structure cabling, Fiber optic cable infrastructue etc.	Completed - 2019
SEEH AI Saraya Engineering (FOC-HPG-SAS Project)	Engineering, Detail Design of Fiber Optic Infrastructure.	Work-in Progress
Arabian Industries (AIP-WPOE-OGC/Sohar/FMS Project)	Engineering, procurement, construction, and commissioning of Telecom Systems like CCTV, Networking, Structure cabling, Fiber optic cable infrastructue.	Work-in Progress

## PROJECT REFERENCES

CLIENT	BRIEF DESCRIPTION	CURRENT STATUS
Petrofac E&C Oman LLC Marmul Polymer Phase 3	Engineering, procurement, construction, and commissioning of Telecom Systems like CCTV, Access Control, Networking, Structure cabling, Fiber optic cable infrastructure etc.	Work-in Progress
Petroleum Development Oman (WPAI - FOC Works - Al Noor 6 Wells Project)	Engineering, procurement, construction, and commissioning of Telecom Systems like CCTV, Access Control, Networking, Structure cabling, Fiber optic cable infrastructure etc.	Work-in Progress
OOCEP (OOCEP-ABB BLOCK 60 Project)	Engineering, procurement, construction, and commissioning of Telecom Systems like CCTV, Networking, Structure cabling, Fiber optic cable infrastructure etc.	Completed - 2018
Petroleum Development Oman (FOC Works - Dhahaban South Well Project)	Engineering, procurement, construction, and commissioning of Telecom Systems like CCTV, Access Control, Networking, Structure cabling, Fiber optic cable infrastructure etc.	Completed - 2018
Arkan Majan (ACS - Elevator, Turnstile & Office Doors Project)	Engineering, procurement, construction, and commissioning of Telecom Systems like CCTV, Access Control, Networking, Structure cabling, Fiber optic cable infrastructure etc.	Completed - 2018
Arkan Majan (Supply & Installation for Landmark Hotel Project)	Engineering, procurement, construction, and commissioning of Telecom Systems like CCTV, Access Control, Networking, Structure cabling, Fiber optic cable infrastructure etc.	Completed - 2018
Galfar (Yibal Khuff on Plot - PDO Camp Project)	Engineering, procurement, construction, and commissioning of Telecom Systems like CCTV, Networking, Structure cabling, Fiber optic cable infrastructure etc.	Completed - 2018

## PROJECT REFERENCES

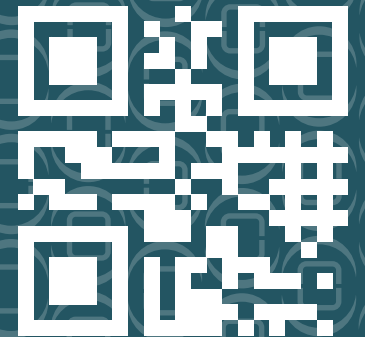
CLIENT	BRIEF DESCRIPTION	CURRENT STATUS
Galfar (Yibal Khuff on Plot - PDO Camp Project)	Engineering, procurement, construction, and commissioning of Telecom Systems like CCTV, Networking, Structure cabling, Fiber optic cable infrastructue etc.	Completed - 2018
Petroleum Development Oman (Hawqa Zauliah Prod phase 1 Project)	Engineering, procurement, construction, and commissioning of Telecom Systems like Networking, Structure cabling, Fiber optic cable infrastructue etc.	Completed - 2018
Petrofac E&C Oman LLC (RHIP and Service Contract Project)	Engineering, procurement, construction, and commissioning of Telecom Systems like CCTV, Access Control, Intrusion Detection, Networking, Structure cabling, 100m Tower etc.	Completed - 2018
Arkan Majan (MOD Shafa- Arakan Majan Voice & LAN Project)	Engineering, procurement, construction, and commissioning of Telecom Systems like CCTV, Access Control, Networking, Structure cabling, Fiber optic cable infrastructue etc.	Completed - 2018
Al Hassan Engineering Co. SAOG (Rabab Harweel Power Plant (RHPP) Project)	Engineering, procurement, construction, and commissioning of Telecom Systems like CCTV, Access Control, Intrusion Detection, Networking, Structure cabling etc.	Completed - 2018
Consolidated Contractors Company (FOC Works- CCC-BP Khazan Project)	Optical Fiber Blowing, pulling, splicing, OTDR/OLTS testing.	Completed - 2018

# PROJECT REFERENCES

CLIENT	BRIEF DESCRIPTION	CURRENT STATUS
Petroleum Development Oman (Al-Noor Control Room Upgrade Project)	Engineering, procurement, construction, and commissioning of Telecom Systems like CCTV, Networking, Structure cabling, Fiber optic cable infrastructure etc.	Work-in Progress
Petroleum Development Oman (Yibal GGP Control Room Project)	Engineering, procurement, construction, and commissioning of Telecom Systems like Networking, Structure cabling, Fiber optic cable infrastructure etc.	Work-in Progress
Al Hassan (Haima West CCPS PDO Project)	Engineering, procurement, construction, and commissioning of Telecom Systems like CCTV, Access Control, Intrusion Detection, Networking, Structure cabling, 100m Tower etc.	Work-in Progress
Petrofac E&C Oman LLC (Supply of Pelco and Flir Cameras Project)	Supply of and installation of Pelco and Flir Cameras	Completed - 2019
Petrofac E&C Oman LLC (Telecom Works - Mabrouk North East Development Project)	Engineering, procurement, construction, and commissioning of Telecom Systems like CCTV, Networking, Structure cabling, Fiber optic cable infrastructure etc.	Work-in Progress



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