



Advanced Communications and Electronic Systems Co., Ltd.  
(A subsidiary of Sumitomo Corporation)

# CORPORATE PROFILE



ISO 9001:2000 Certificate no. 1429



## ACES - INTRODUCTION



- Subsidiary of Sumitomo Corporation
- Established in early 90s.
- HQ in Riyadh, Saudi Arabia.
- Class 1 Contractor
- ISO-certified Telecom Company
- 28<sup>th</sup> Ranked among 100 Fast growing companies of KSA for 2008
- Quality products & Professional services.
- Around 1000 employees
- Excellent Project Management
- 4 permanent & 21 Operational offices
- Global presence (as Sumitomo Corporation)

# ACES VALUE ADD

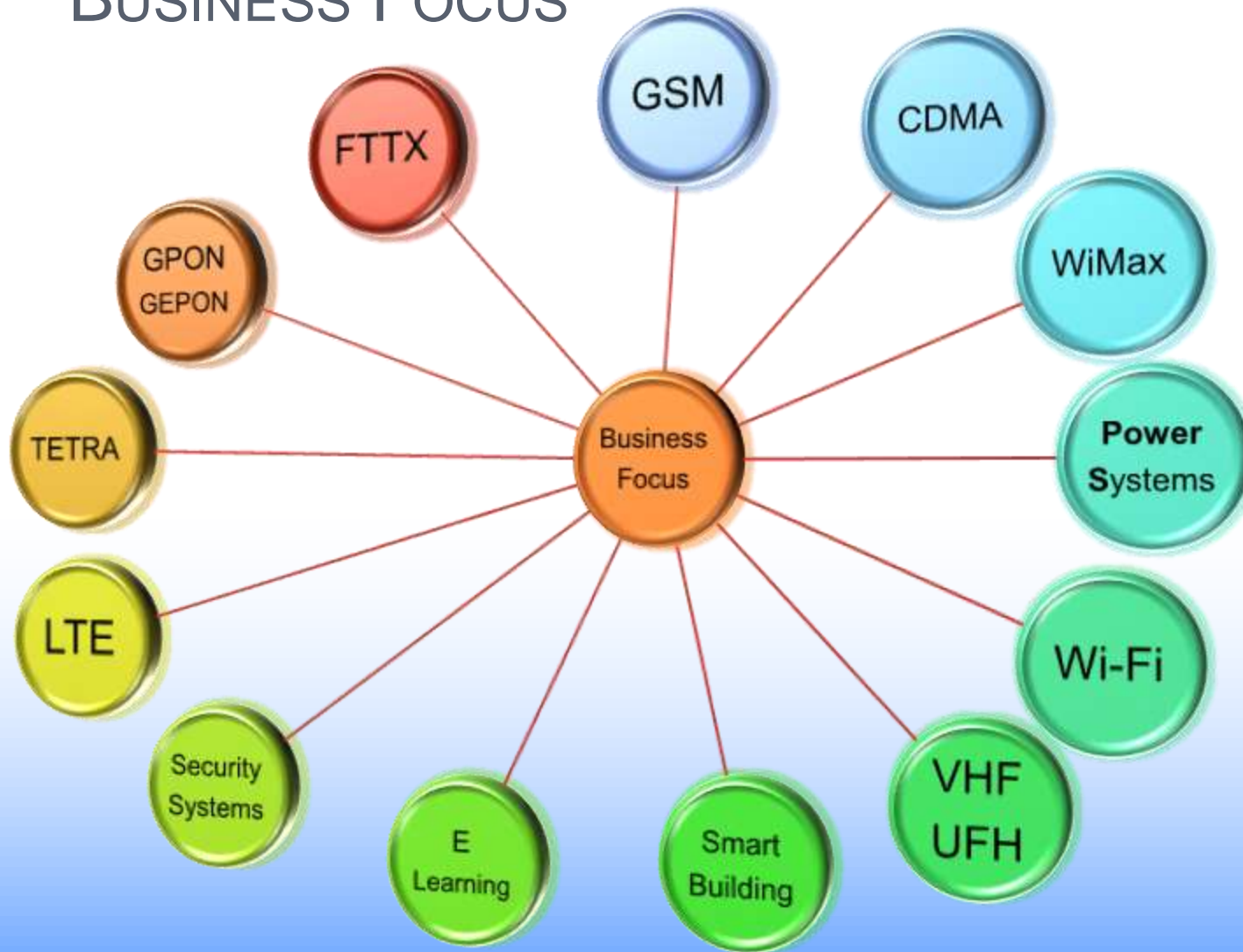
## ONE STOP TELECOM SHOP

(Civil + RF + RF Indoor + TX + FO + EM + IT + R&D + O&M)

- System Integration Company
- Customized solutions (we don't sell boxes but solutions)
- Full Turn Key Solutions and Managed Services
- Wide Spread Existence over the kingdom
- Excellent Support
- Design, Optimization and Consultancy Services
- Around 20 Years of experience in ME telecom market
- Excellent Quality Products (ACES & Partners)
- R&D Department (Riyadh)
- Local Repair Centre
- Global Presence (as a subsidiary of sumitomo corporation)



# BUSINESS FOCUS



## INDUSTRIES SERVED

- Telecom
- Education
- Government
- Health
- Banking
- Oil and Gas

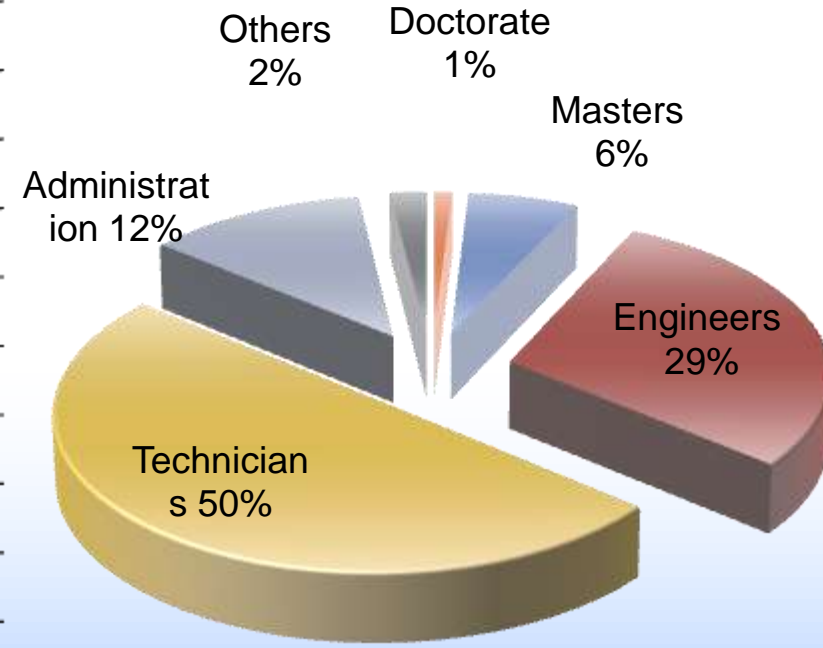
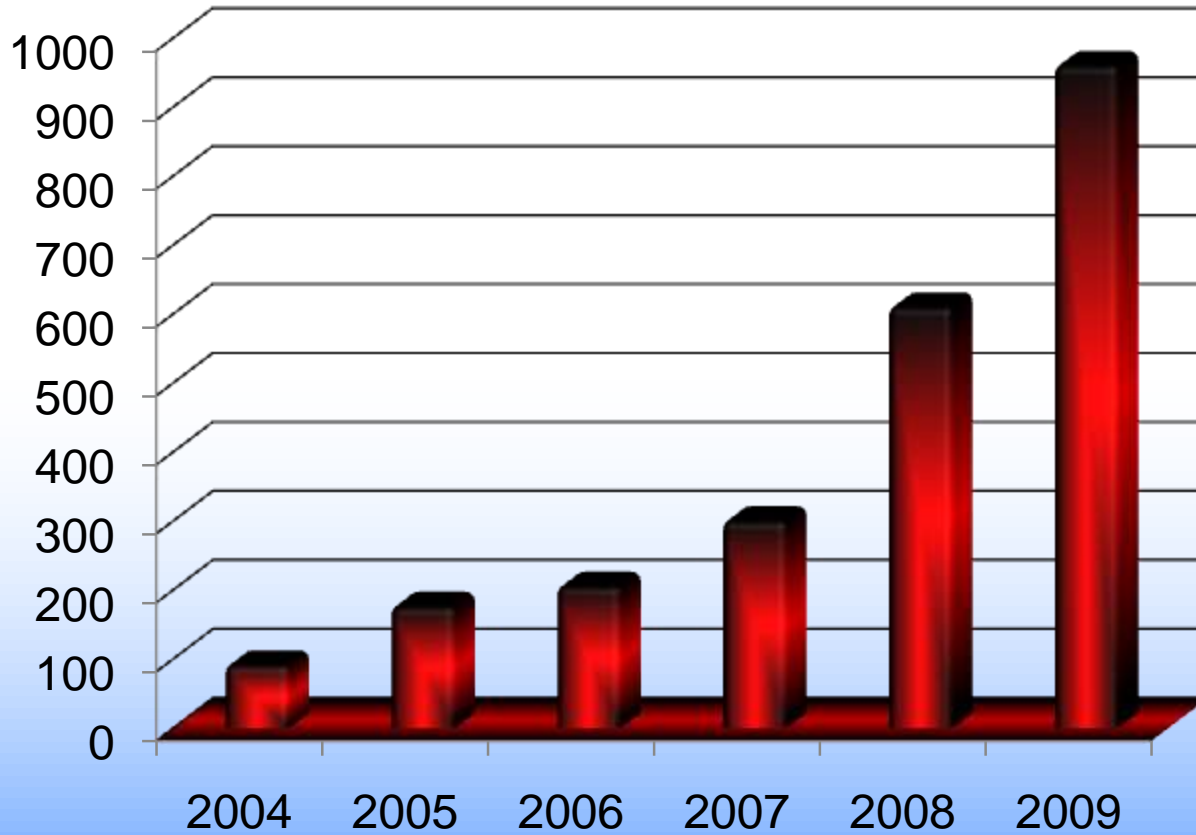
## STC



## Mobily



# PROFESSIONAL RESOURCES



28<sup>th</sup> Ranked among 100 Saudi Fast Growth Companies



Class 1



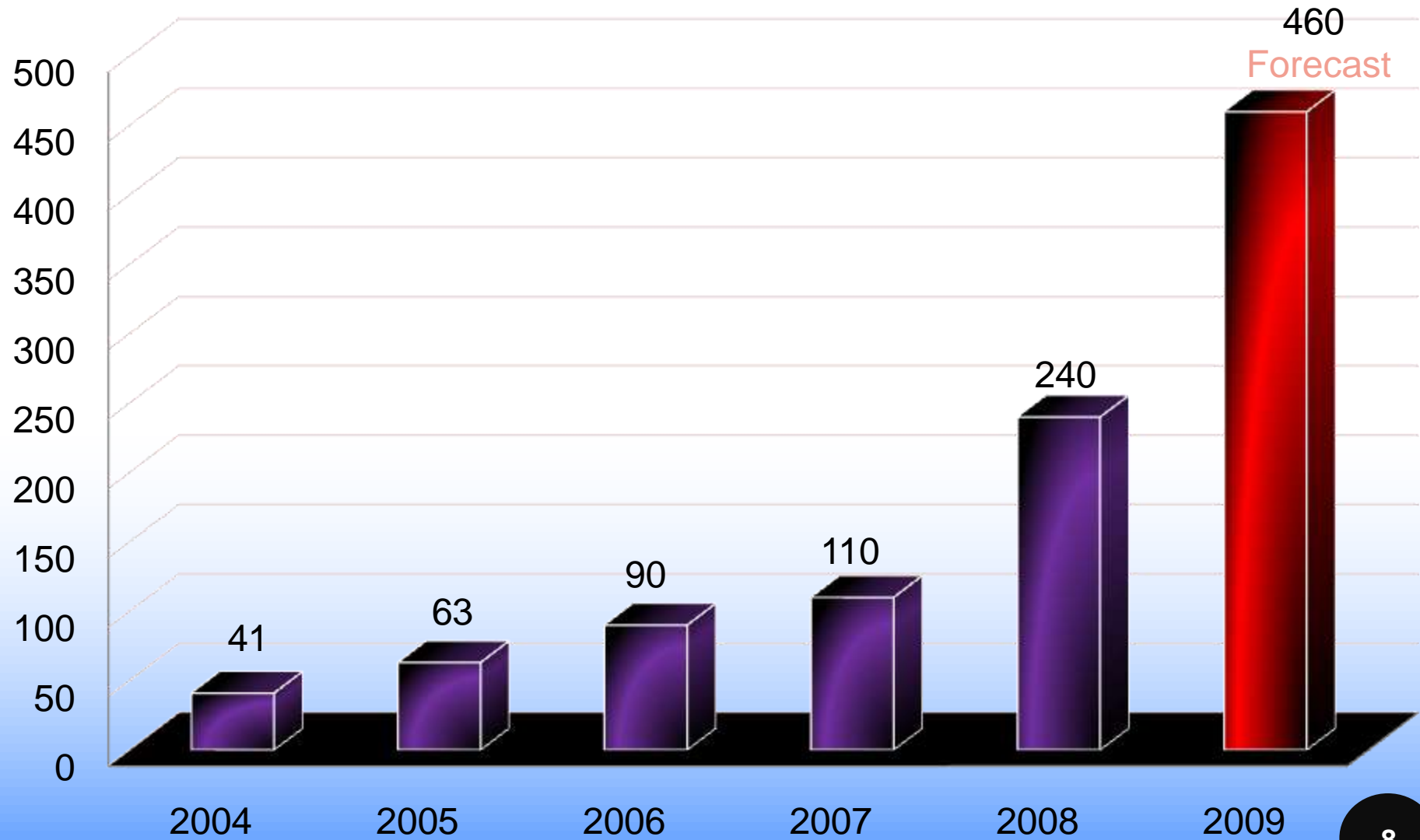
ISO 9001- 2008



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# Turnover in Million Saudi Riyals



# CIVIL DEPARTMENT



## ○ Products

- COW/RDV
- RDS
- Palm Trees
- Shelters
- Towers & Monopoles
- Air Craft Warning lights
- Pre-Cast Foundations & Solutions



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## ○ Services

- Fixed/Mobile sites/exchanges - complete civil work
- Site Acquisition
- Survey & Design
- Municipality & SCECO Permission
- Foundation works
- Tower Erection
- Tower Analysis
- Consultancy Services
- Fiber Optics Civil Works
- Implementation of COW/RDV & RDS
- Operations & Maintenance



# ELECTROMECHANICAL DEPARTMENT

## ○ Products

- Inverters
- Rectifiers + Cabinets
- Batteries
- Generator
- Accessories
- UPS



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# ELECTROMECHANICAL DEPARTMENT

## ○ Services

- Electrical design study
  - Existing electrical network Site Survey
- Electrical design Solutions for
  - DATA CENTERS
  - TELEPHONE EXCHANGES
  - Commercial & Technical buildings
- Load Flow Analysis
- Implementation
- Consultancy
- Operations & Maintenance



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## Operations and Business Support Systems OSS/BSS

- Network Management
- Performance Monitoring
- Provisioning and Fulfillment
- Revenue Assurance & Fraud Management
- Asset Management
- Customer Care
- Billing

## Information and Communication Technologies

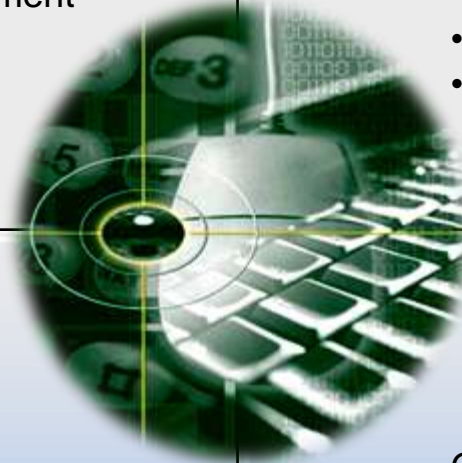
- Video Conferencing
- IP Telecommunication & VoIP
- Broadband Audio Video (IPTV)
- Wireless Networking
- Central control and monitoring
- Building management and security

## Value Added Services

- Enhanced messaging solutions
- Voice service platforms
- Multimedia and content services
- Location based services
- Roaming services
- Enterprise and SMB solutions

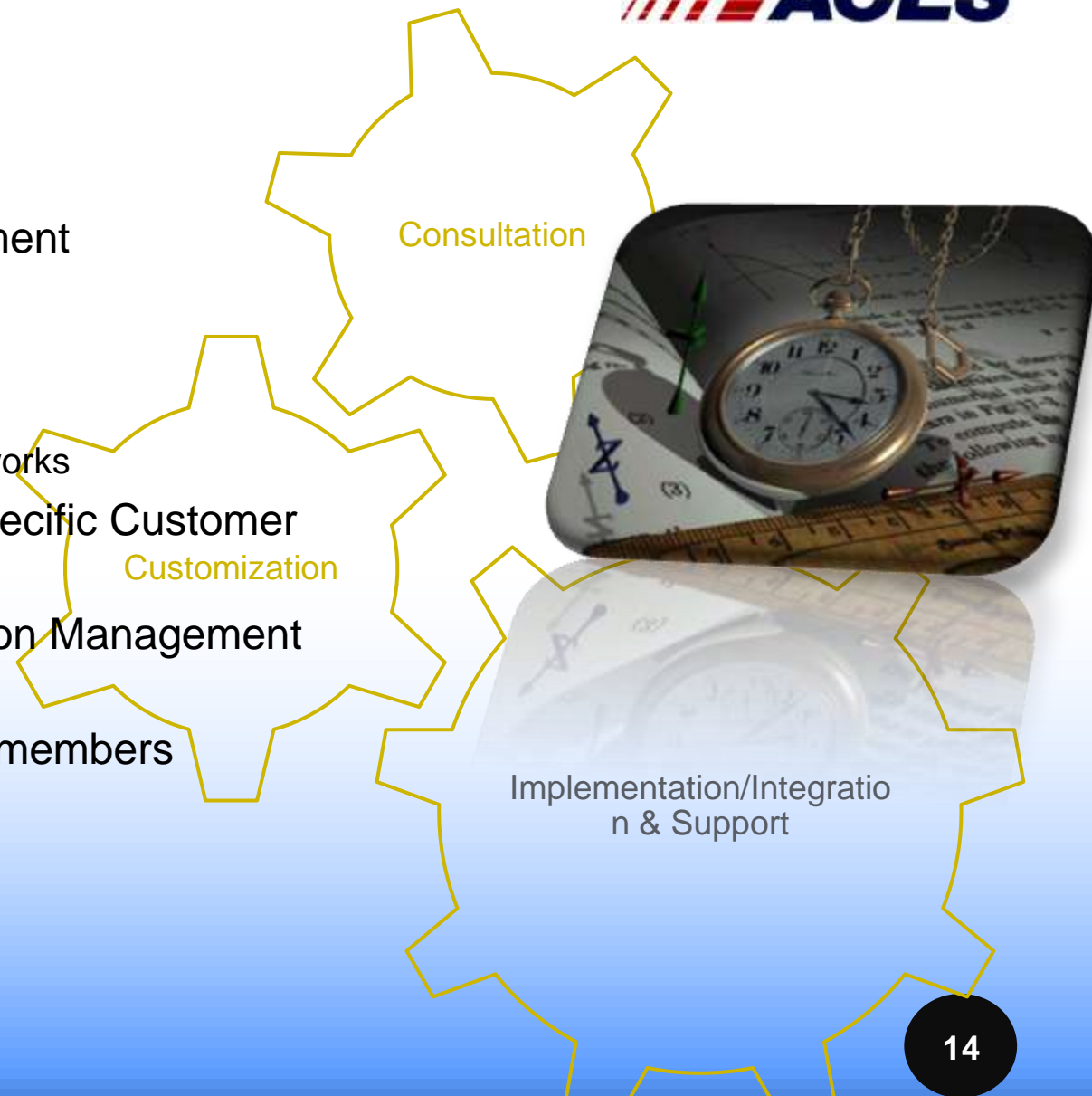
## Software Development

- GSDAT (GSM Data Audit Tool)
- Aggregation and Integration
- Device applications development
- Web based Mobile applications
- Customized solutions
- GSM based IT solutions



# R&D DEPARTMENT

- Pro-Active Research & Development
- Core research activities
  - Speech Quality Evaluation
  - Speech Recognition
  - Quality of Experience in mobile networks
- Customized Solutions to meet specific Customer requirements.
- Complete Spectrum of Information Management Activities
- Experienced and Certified Team members
- Consultancy Services



# RF OUTDOOR DEPARTMENT



## ○ Products

- Filter
- RF Antennas
- Cell Enhancer
- Clean Site Solution
- Qvoice (QoS) & Benchmarking
- Cell Booster & Repeaters
- WiMax
- VHF/UHF & TETRA



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# RF OUTDOOR DEPARTMENT



## ○ Services

- RF Planning
- Optimization
- Benchmarking
- Drive Test
- Consultancy Services
- Site Survey
- RF Node B Implementation
- BSC Implementation
- Operations & Maintenance

# FIBER OPTICS DEPARTMENT



- GPON/GEAPON/10GEAPON
  - Full Turn Key Solutions
- FTTX
  - Full Turk Key Solutions
- Complete ISP & OSP Works
- Supply
  - Active & Passive Components
  - Accessories
  - Splicing & Testing Tools
- Services
  - Design & Consultancy
  - Fiber Laying
  - Commissioning & Testing,
  - Splicing & Terminations
- Operations & Maintenance



# MICROWAVE DEPARTMENT

## ○ Products & Services

- PTP Microwave Radios
  - PDH
  - SDH
  - Long Haul SDH
  - NMS
- Nodal Solutions



# MICROWAVE DEPARTMENT

## ○ Services

- Network Planning & Design
- Technical Consultancy
- Site Survey
- LOS & Link Budget (Design)
- Installation & Commissioning
- Integration
- Dismantling
- NMS & DCN Services
- Operations & Maintenance



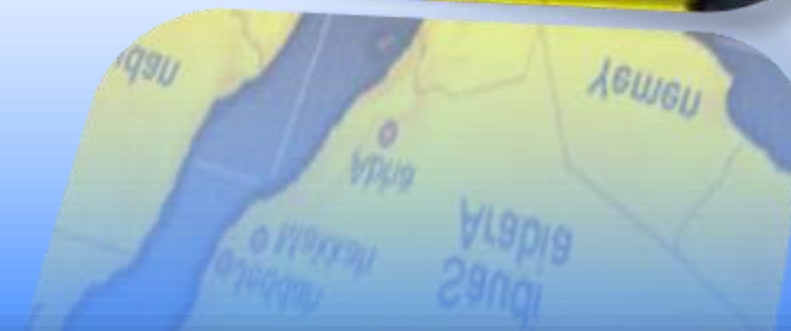
## ○ Full Turn Key Solutions

- Design & Consultancy
- Walk Test
- Indoor Active Solutions
- Indoor Passive Solutions
- Antennas & Accessories
- Testing & Commissioning
- Optimization



# OPERATIONS & MAINTENANCE DEPARTMENT

- Wide Spread Existence throughout KSA
- 4 Permanent Offices  
( Riyadh, Jeddah, Alkhobar and Madina)
  - Includes Warehousing Facility
- 21 Operational Offices
  - Distribution Centres



# OPERATIONS & MAINTENANCE DEPARTMENT



## Offerings

- 24 X 7 X 365 Support
- Managed Services (FLM & SLM)
  - GSM/WiMax/Fixed
    - RF, EM, CW and TX
- Helpdesk services
- Supply of spares
- Repairs of faulty equipments



# CLIENTS (PARTIAL LIST)



# LATEST REFERENCES (PARTIAL LIST)



- STC MW Swap Project
  - Phase 1 & Phase 2 --- around 500 MW Links
- STC MW O&M Project
  - Around 12,000 sites exclusively
- STC Power Systems
  - 1000s of systems deployed and counting...
- Mobily Power Systems
  - 1000+ systems deployed and counting
- Mobily Cell Enhancer
  - All sites exclusively
- Mobily Indoor Coverage
  - All sites exclusively (as of 2008)
- Mobily Civil Works
  - L+3, L+4 & L+5...
- ITC MW Project
  - All sites exclusively (as of 2008)
- Zain Interconnect Billing
  - Exclusively with 5 yrs LOI
- Zain Fraud Management Systems
  - Exclusively with 5 yrs LOI
- Zain Asset Management System
  - Exclusively with 5 yrs LOI
- Zain Microwave
  - NEC Microwave
- Zain RF Antennas
  - Powerwave Antennas
- Zain 400+ sites O&M Through NSN in KSA Western Region
- Zain Benchmarking Solutions
- Atheeb WiMax Outdoor Power Systems
  - 100s of systems through Motorola



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# PARTNERS & PRODUCTS

- Delta
  - Inverter & Rectifiers
- EnerSys
  - Batteries
- Oerlikon
  - Batteries
- Ascot
  - Generators
- PCE
  - UPS



# PARTNERS & PRODUCTS

- Powerwave
  - GSM & 3G , IDEN Repeter, Clean site, boosters, antennas etc
- Avitec
  - GSM Repeaters only
- Ascom
  - Qvoice and Companion Benchmarking
- Comba
  - Out door GSM Repeaters and Microwave



# PARTNERS & PRODUCTS

- Gamma
  - Asset/Inventory Management
- Subex
  - Interconnect Billing/Fraud & Revenue Management
- ACES
  - GSDAT (GSM Database Audit Tool)
- Teligent
  - Value Added Services



# PARTNERS & PRODUCTS

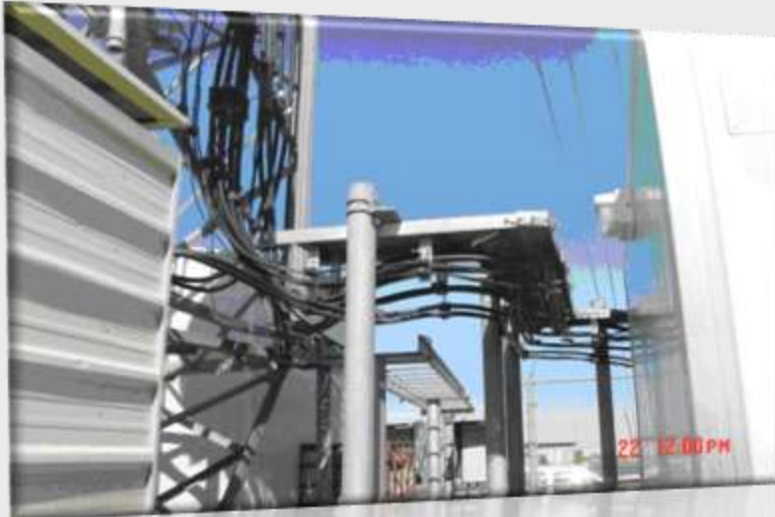
- NEC
  - Microwave
- Honeywell
  - Security Systems & BMS
- Prysmian
  - Fiber Passive Solutions
- Knock
  - COW/RDS/RDV

The logo for NEC, consisting of the letters "NEC" in a bold, blue, sans-serif font, set against a white background with a slight 3D effect.The logo for Honeywell, featuring the word "Honeywell" in a red, italicized, sans-serif font, set against a white background with a slight 3D effect.The logo for Prysmian, featuring a stylized graphic of three red and white diagonal lines to the left of the word "PRYSMIAN" in a bold, black, sans-serif font, with "CABLES & SYSTEMS" in a smaller, red, sans-serif font below it, all on a white background with a slight 3D effect.The logo for Knock, featuring a blue circular graphic with a white stylized "K" inside to the left of the word "KNOCK" in a bold, black, sans-serif font, all on a white background with a slight 3D effect.

# IMAGES GALLERY



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# Thank You

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