



A Division of Allied International Support

# An Overview

## Profile Of Capability

*“an Effective Security Shield”*

[www.AISecuritySolutions.com](http://www.AISecuritySolutions.com)

# AIS International

- ❖ A GCC **Defense Solutions** company,  
in business for 10 yrs.
- ❖ A division of Allied International Support
- ❖ In Defense, Aviation & Security sectors
  - ✓ Supply Chain Management
  - ✓ System Integration Support
  - ✓ Defense Program Management
  - ✓ Integrated Security Solutions
  - ✓ Integrated Training Solutions

*AIS Oman - Ruwi*



*AIS International – Dubai Silicon Oasis*



# AIS International – core business & expertise

One of the fastest growing companies in GCC:

- ✓ Over 30 key customers
- ✓ Over 250 major OEM's represented
- ✓ Real value-added services
- ✓ True commitment to local skills development



## Key Partners



**Honeywell**



**BETAFENCE**



**SIEMENS**



# Key Facts - AIS

## Strategic Programs:

- ✓ Maritime Surveillance & Security
- ✓ Coastal / Port Protection, Port Management
- ✓ VIP Protection
- ✓ Ground-based Air Defense

## Key to Success:

- ✓ Thorough Understanding of **Customer Mission** / Security Threat
- ✓ Diverse Workforce with Strong **Program Management**
- ✓ Dedication to **Customer Support** through project life cycle

Mix of **Ex-Military** (*Oman, Europe, North America*), **Engineers & Logistic Support** specialists

ISPS – Port Security Officer Certified

PSIM Solution Engineer certified





# Key Facts - AIS

## Key DAHRA/AIS Facts:

- ✓ Order intake 2013-2015 ~\$300m
- ✓ Staff in Oman and UAE – 68 (Engineers, Technicians, Programs, mix of skills)
- ✓ Delivering 85% Omanization, goal 90% by 2013
- ✓ ISO 9001:2008, QC100 Certified
- ✓ Export license from state department- USA. TRACE membership, Broker Registration

**Only** Omani defense & security company operating outside of Oman (Qatar, Bahrain, Libya, Turkey, Holland, USA, UAE)



# Our Team



**Ray Minhas**  
*Managing Director*

MBA, MSc (Mech), MSc (Aero),  
BSc (Hons)  
25 years experience – Defense,  
Security and Aerospace.



**General (r) Younis Al-Balushi**  
*Operations Director*

MSc, BSc  
Royal Air Force of Oman. 33  
years experience - Military  
Operations, Security ConOps.



**Prarthana Kaluarachchi**  
*Market Development Director*

MBA, BA  
12 years experience in defense  
and aviation business  
development in Gulf



**Lee Wagstaffe**  
*Lead Engineer*

BSc (Eng)  
10 years experience in  
Command & Control & security  
systems development.



**Soofwan Minhas**  
*Lead Engineer*

BSc (Eng), MSc  
12 years experience in security  
systems development:



**Bob Bartsch**  
*Program Manager*

36 years experience with Security  
Systems; CCTV, Access Control,  
Radar, Sonar, PIDS



**Mary Ann Lumang**  
*Marketing Assistant*

BSc  
Software Development, Business  
Analysis and Marketing

## AIS – 3 core businesses



## AIS INTERNATIONAL Global Coverage





# Integrated Security Solutions

We have the resources and expertise to provide a turnkey solution for any complex security application: from large scale military, commercial, industrial and border security to local and VIP security.



## Airport Security

wide-area surveillance  
multi-layered security approach  
full airport operations maintained  
access control and screening



## Port Security

Maritime & land surveillance  
access control and screening  
intrusion detection multi-layered  
security



## Border Security

x-ray & baggage screening  
container screening and tracking  
narcotics & explosives detection



## Power/Utilities Security

intrusion detection  
ID and access control  
day/night persistent surveillance  
Immunity to EMI/RFI



## Oil & Gas Security

On-shore & Off-shore protection  
ID and access control  
day/night persistent surveillance  
continued operation



## VIP Security

protection of VIP palaces  
perimeter security of aircraft  
Personnel & vehicle security

# Security Services

## SECURITY DESIGN & CONSULTANCY

Our team of military experts, system engineers, and program delivery specialists are able to design a security solution tailored to your specific needs.

### Designed for maximum peace-of-mind

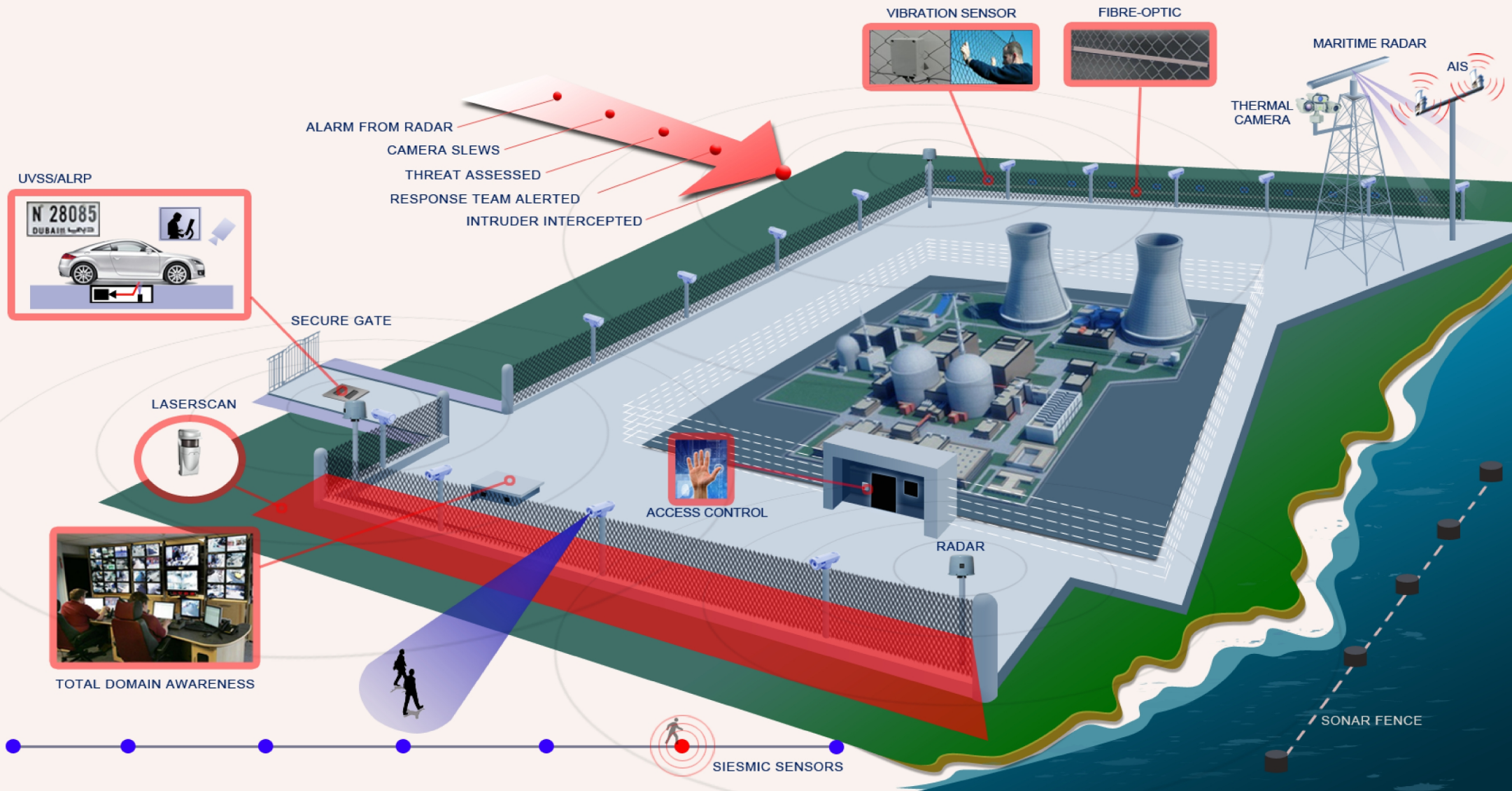
AIS will undertake a full evaluation of your exact requirements, carry out site surveys as required, produce detailed reports, technology specifications and drawings to design a **complete security solution**.

## SECURITY TRAINING & DEVELOPMENT

Our diverse team will design & implement tailored Security Training to national and international standards covering all aspects of safety & security, optimal use of technology, and tactics.



# MULTI-LAYERED SECURITY





# A Common Operational Picture

Select individual best-of-breed COTS-based technologies

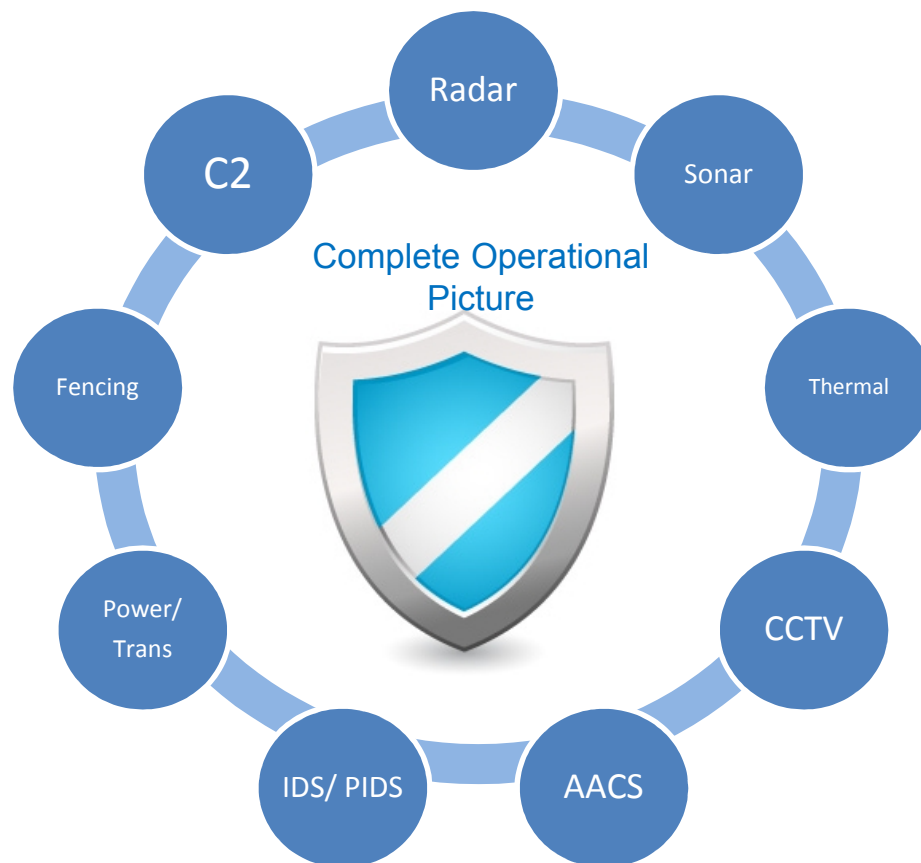
→ *make work in harmony*

→ *Open-architecture – designed for growth*

→ multi sensor fusion

**All sensors working seamlessly**

**Integrated Command & Control** → *Total Domain Awareness*





# Guaranteed Long Term Operational Availability

- ✓ Security infrastructure managed in one program
- ✓ Pro-active Security Environment
- ✓ Comprehensive on-site Support
- ✓ Logistics & Training
- ✓ Compliance with International Standards



# Key Facts – AIS/ Dahra

## Strategic Programs – AIS/Dahra

- Support for Ground-based Air Defense system (GBAD) – sub to Raytheon (US)
- Turnkey Training Solution to Qatar Air Force - supply of simulators & embedded training (prime with s/c Havelsan, Turkey)
- Selected for Oman Port Security for Royal Oman Police/ Coast Guard (turnkey security project integrating Radar, Sonar, CCTV, PIDS, Access Control, BMS, screening, etc)
- Supply and Integration of Screening and Security systems (access control, screening) to Royal Guard of Oman (RGO) (prime with s/c L3)
- National Maritime Security Project – only Omani company downselected for national security project

## Strategic Partners:

- Kelvin-Hughes Radar – the leading maritime radar company in Middle-East
- Sonardyne Sonar – foremost sonar provider in region
- Orion Systems – Joint-Venture partner for Middle East market
- CNL – leading PSIM provider - Technology Alliance Partner & Preferred Integrator
- Schneider-Electric (Pelco) – Middle-East's largest security camera provider - preferred integrator
- FLIR – world's premier provider of specialist EO/IR equipment – technology partner
- L-3 – preferred partner for Oman, exclusive distributor of screening equipment
- Ultra Electronics – Joint-Venture partner for National Maritime Security project

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