KISH SPARK®
Global Technology Delivers Locally

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Kish Spark® Company Profile
Rev 1.4
7/4/2011
Kish Spark Company

As a telecommunications EPC (Engineering, Procurement and Constructions) contractor working specifically in the industry area, we have targeted our expertise to fulfilling our client’s unique requirements to the highest global standards. We have had the privilege to work hand in hand with our foreign strategic partners to provide vendor-neutral solutions to the energy, power, and transportation industries. Since our establishment in 2003, our telecommunication solutions have been providing services to major operators in power plants, offshore platforms, refineries, compressor stations, pipelines, and factories across Iran. Kish Spark is in technology partnerships with a number of leading service providers and equipment manufacturers including S nef Groupe, Radio Holland, Synectics, Alcatel-Lucent, OTN Systems, and LeLas. The company is certified to ISO9001:2008 by TUV Rheinland for Project Management, Telecom Integration, and Digital Oilfield Services and holds a team of young, energetic, and dedicated people with a broad base of experience, focusing in providing cost effective, innovative and, reliable solutions. Part of our company is dedicated to post sale services such as system upgrades, periodic preventive maintenance, troubleshooting, and manpower to keep our clients satisfied.
Vision Statement:
Our vision is to become the number one system integrator company in Iran. By achieving this target we will expand our market to the entire Middle East region within the next 5 years. Our staff plays a key role in this path.

Mission Statement:
As a Telecommunication EPC company, Kish Spark is dedicated to providing system integration solutions to the industry. Backed by our in-house expertise, our foreign partners and by utilizing the latest technology, products, and best practices we are committed to fulfilling our clients’ unique requirements down to the smallest detail. We thrive on delivering quality products and services to satisfy our clients both technically and economically.
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Our Company > Quality

Quality

ISO9001:2008 – Quality Management System
Kish Spark is a Quality driven company that employs quality management for its processes whether it applies internally or externally. Since its establishment in 2003, it has deployed an ISO 9001:2000 compliant Quality System.
Kish Spark is certified to ISO 9001:2008 by TUV Rheiland and accredited to IAF. This ensures our clients that any work we undertake for them will not only meet Kish Spark high standards but also the requirements of ISO standards. The Quality System requirements also extend to our equipment suppliers.
Quality Standard Link

PDMP – Our Unique Project Management Methodology
Kish Spark has developed a unique methodology for delivering its projects based on past experience and best practices. The PDMP (Project Delivery Management Process) method is founded on two internationally recognized project management systems. The process model has been adapted from the UK based Office of Government Commerce’s (OGC) PRINCE2 method (P ROjects IN Controlled Environments, version 2), whilst many of the techniques and best practices have been derived from the US based Project Management Institute’s (PMI) PMBoK 3rd Edition (Project Management, Body of Knowledge). In both cases these standard methods have been extensively tailored to meet the controls and governance requirements of Kish Spark.
The PDMP method will ensure a professional delivery of customer-facing projects by:
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- Ensuring the timely and appropriate participation between operations management and project management in the project life cycle.
- Effectively identifying, analyzing and managing appropriate responses to project risks.
- Ensuring business benefits are identified at the outset, monitored for change throughout the life of the project, and used as a baseline by the Project Manager to ensure the defined benefits are realizable during the project or after project closure.
- Ensuring the core parameters of quality, time, and cost are effectively managed through the use of a project management method and the application of appropriate best practices.

ITIL – IT Service Delivery Management
Our Services Management processes are based on ITIL (IT Infrastructure Library) methodology for the applicable processes (partial ITIL compliance) e.g. Incident Management, Change Management Configuration Management. Please see www.itil.org for more information. Kish Spark is taking advantage of ITIL certified personnel to carry out the service management design and delivery of the service based the agreed SLA (Service Level Agreement) and the service contract requirements of our clients. That ensures the quality of our services to the client.
All of our personnel are under continuous and systematic training and development on Quality based on their responsibilities.
Solutions and Services

Kish Spark is proud for being considered as the preferred Telecom Integrator in the region. We offer our services to clients and contractors who wish to outsource their communication network requirements whether at the design stage or at the commissioning stage. We also help our customers to apply and implement digital technology at their sites for optimisation and information management of their operations.

Kish Spark has developed its Project & Maintenance Services capability through many years of working in different major projects. This collective experience and knowledge is now available to help you manage your projects efficiently and economically by providing you with either dedicated project staff or subcontracting of the work.

Kish Spark telecommunication Solutions and Services includes:

- Telecom Integration Service
- Detailed Design and Engineering
- Project Management
- Consulting and Telecom FEED
- Support and Maintenance
- Installation and Training
- Manpower and Outsourcing Managed Services
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Telecom Integration

Kish Spark is the first and only local Telecom Integrator Company focused on industry backed with international expertise in Iran.

Majority of industrial EPC companies wish to engage a telecom integrator in form of EPC telecom contractor for designing, engineering, procurement, project delivery, installation and commissioning of the entire telecommunication network in form of a single integrated package, instead of hiring several vendors or contractors to do the job individually. This ensures interoperability of all applied telecom sub-systems in the field or platform as an integrated system.

Kish Spark, as a telecom integrator, is well established to perform integration projects based on its past experience of delivering similar service, its technical understanding of technologies and using best practices of the industry through its unique integration facilities and partnership venture with major international telecom service providers and leading vendors.

System Integration Test (SIT)

Systems Integration Test is carried out in a dedicated custom integration center equipped with the necessary tools and equipment to assemble, interconnect and integrate the systems based on the approved engineering design drawings by our client. In addition, our integration center is fully equipped to stage full scale System Integration Tests (SIT) witnessed by our client prior to the shipment of the equipment to project site.

System Integration Facility

Kish Spark operates from its modern office and workshop facilities in Iran.
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The systems integration center is a customized facility located in a dedicated area of the building and comprises of a number of designated areas for the various stages required by the integration process of storage, build, system testing and the integration process itself.

This facility has been specifically customized to facilitate the end to end process of systems mechanical fabrication, build and assembly through to final integration testing. The workshops are fully provisioned with all the tools, equipment and with the skilled engineers and technicians necessary to complete all operations in house, maintaining total control of both engineering and quality all the processes involved in the completion of the project.

**System Integration Process**

Equipment arriving from our suppliers is first deposited in stores holding area at our partner company which operates a line of warehouse across Kish Island until the equipment is issued for the commencement of the project build phase. The assigned equipment then enters the assembly workshop area where mechanical assembly and electrical interconnection takes place in accordance with the approved project specific schematic diagrams and drawings.

When the equipment is fully assembled both mechanically and electrically the equipment is transferred to the test area where it’s inspected prior to the commencement of the system electrical testing, programming, configuration, and then functionally tested.

Once systems have been fully electrically and functionally tested in accordance with the project technical specification, only then will any applicable system integration and testing be undertaken in accordance with the project technical specification.

Systems are then tested in accordance with System Integration Test (SIT) that has been previously agreed with the customer. The equipment will be fully tested again at the SIT with the customer or representatives.

Finally the equipment is packed for export, crated and then containerized ready for shipping to site for deployment accordingly.
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Detailed Design & Engineering

Kish Spark is practically experienced in all aspects of detailed engineering design and is capable of developing all of the documentation and drawings necessary for the professional implementation of small and large telecommunications systems. We can fast track this process to a technically optimised and cost effective final design due to our detailed understanding of the requirements and engineering standards of most of the major corporations in the region.

This is also supplemented by our extensive experience with and knowledge of performance characteristics of most of the key equipment vendors in the industry and venturing with well-known industrial service providers.

Our engineering design team is tailored to specific project scope requirements, whether for new telecom or digital infrastructure establishments or for plant unit revamps and upgrades.
Project Management

To help our clients achieve their goals for their industrial ICT solutions, Kish Spark has developed PDMP, a unique way of ensuring business value remains of paramount importance through the project delivery life cycle. Our goal in such is simple, to deliver the business value behind the technology solution.

PDMP – Project Delivery Management Process
The PDMP is a unique Project Delivery Management Process based on sound project management principles with a business perspective.
The PDMP effectively combines the two leading and proven global project management methods PRINCE2 and PMBoK and maps these into our organisation’s own business systems.
Coupled with Kish Spark’s extensive knowledge of ICT solutions technology and the industry vertical, this provides our Project Managers with the necessary competencies to be highly focused on delivering successful business outcomes for our clients.
Consulting and Telecom FEED

Kish Spark is available in assisting clients meeting their emerging telecommunications systems need from the outset. We can initially develop the system concept design in a vendor neutral manner to allow for the most cost effective solutions.

Further consultancy would be to develop the detailed Front End Engineering Design (FEED) documentation to facilitate the tendering process.

Whether it’s a large, complex project or a small upgrade Kish Spark delivers a multi-disciplinary approach across different market segments.
Support and Maintenance

ICT Support
Kish Spark’s 24/7 Enterprise Management Center (EMC) is equipped with the tools, procedures and processes to support the requirements of ICT operations such as Network Operation Center (NOC), Helpdesk and Remote Support.
Our Services Management processes are based on ITIL (IT Infrastructure Library) methodology for the applicable processes (partial ITIL compliance) e.g. Incident Management, Change Management Configuration Management. Please see www.itil.org for more information. Kish Spark is taking advantage of ITIL certified personnel to carry out the service management design and delivery of the service based the agreed SLA (Service Level Agreement) and the service contract requirements of our clients.

Maintenance
The maintenance service includes:
- Regular and preventative on-site visits for maintaining reliability and performance of the telecom and IT infrastructure.
- Remote diagnostic and report via dial in from the EMC to the Network Management System.
- Management of a critical spares inventory located in the Kish Island to reduce any system downtime.
Installation and Training Services

Installation
Kish Spark is experienced with telecom construction works and on-site installation of products for backbone transmission networks, voice & data systems or safety & security solutions. We are familiar with the specific site safety and work permit requirements of the senior corporations in the region.

This facilitates efficient and trouble free site works with assured on time scheduling and delivery. Where required, Site Acceptance Test (SAT) or other field performance or reliability is performed in the field and can be subject to client or Testing Authority witnessing and approval.

Where required during projects or at client’s request, we are also competent to conduct site assessments and consequently generating professional reports. Example of site assessments are:

- Constructions Surveys
- Acoustic Coverage Studies
- Radio Coverage Studies

Training
We have experienced trainers who can conduct all aspects of training from Solutions Basics to Operation & Maintenance. Such training courses are conducted either in house or at the customer’s premises.
Manpower and Outsourcing

Kish Spark provides the ability to deliver technical resources to your organization quickly and efficiently by giving you access to highly-trained technical contract staff reliable, experienced and innovative professionals. Kish Spark will take on your immediate needs, giving you the flexibility to tackle your greater day-to-day challenges – without the expense, delay or inconvenience of lengthy recruitment and assessment processes.

In today's industrial world, our human resource service development could be handled dramatically easier and cheaper. Lower costs of overseas operations in the market of Iran, where qualified and experienced personnel are available at very special rates.

We have established a reputation for quality, professionalism and integrity based on long-term relationships with both clients and candidates which gave us the power to support your needs in a variety of different sectors in Energy industry for:

- **Management Staff**: Project Manager, Field Supervisor, Maintenance Superintendent, Logistics Manager, Drilling Superintendent, Rig Company Man, Operation Manager, Production Supervisor, Process Supervisor, Finance Manager, etc.
- **E&I Staff**: Electrical & Instrumentation Engineers & Technicians, Electrical Cable Man, Instrument Calibration Engineer, etc.
- **Mechanical & Utilities**: Mechanical Engineers & Technicians, Rotating Equipment Engineer, Workshop Supervisor, HVAC Engineer & Technicians, Utility Supervisor & Operators, Utility Panel Operator, etc.
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- **Production & Process**: Process Engineers & Superintendents, Production Supervisors & Shift Supervisor, System Engineers, etc.
- **Civil & Construction**: Civil & Hydraulics Engineers & Technicians, Surveyors, etc.
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Products

Kish Spark is a distributor and/or value added reseller for a large range of telecommunication and digital industrial systems products from leading manufacturers around the world. We work in partnership with our suppliers promoting and supporting their products during every step of the sales and warranty cycle. Our staff are trained on the products and as part of our "value added" we offer telephonic support and repair services to our clients. Kish Spark is able to offer a complete range of advanced communication equipment suitable for different industries.

Kish Spark Solution Partners

In addition, Kish Spark is the exclusive representative of few major telecommunication and technology based companies in the region for sales and support:

Snef – Telecom Integration Projects and Services [link]

Synectics – CCTV and Security Systems [link]

LeLas – Paging, Public Address & General Alarm Systems [link]
Transmission Systems

Transmission Systems are the main part of a telecom infrastructure at any industrial network for carrying critical data, voice and telemetry information between sites, instrumentation and control systems. Therefore, reliability and performance of the transmission system shall be designed and implemented the way that it responds to the current and future growing demands of an industrial installation. Kish Spark has developed local knowledge and expertise for provisioning of mission-critical and vendor-independent Transmission Solutions based on international standards and best-practices in the industries.

The main Transmission Systems and practices are:

- Optical & Carrier Ethernet Transport
- Digital Cross Connect
- Coarse Wavelength Division Multiplexing (CWDM)
- Multi Service Provisioning Platforms (MSPP)
- Passive Optical Networks
- OFDM & WiMax
- Point to Point & Point to Multi-Point
- Metro and Regional Transport Network
- Multi Protocol Label Switching (MPLS) and ATM
- Digital Microwave Radio (DMR)
- Next Generation SDH and Legacy PDH Systems
Voice and Data Systems

Voice and Data communication systems, known as business telephone and Local/Wide Area Network retain as the main business and operation enabler in any commercial entity. Kish Spark offers Voice and Data Communication Systems as part of integrated telecommunication package throughout projects or as an individual requisition.

The main Voice and Data Communication Systems that we offer are:

- Local & Wide Area Network (LAN/WAN)
- Point-to-Point, Point-to-Multiport and Mesh Wireless Network
- Packet and Circuit Switching Private Branch Exchange (PBX)
- Outdoor Telephones (Weatherproof and Explosion-proof)
- Network Management System
- Marine Radio
- Aeronautical Radio
- Conventional and Trunk Radio
- Radio Digital Paging
- Entertainment sub system
- Structured Cabling Systems (SCS)
- VSAT Communication (SCPC, TDMA, IPVSAT)
Safety Systems

Safety is the main focus of the energy and transportation industries and hence is set as one of the key areas of Kish Spark expertise. We are in partnership with some of the major European safety systems vendors for offering robust, reliable and accurate solutions.

- Public Addressing & General Alarm (PAGA)
- Electrical Substation Tele-protection Solutions
- Power Line Carrier (PLC)
- Fire & Gas Alarm
- Weather Monitoring System
- GMDSS
- Crane Radio
Security Systems

Security Systems play an important role where access to the site and data is of paramount of agenda for the operators and the facility owners. Kish Spark has well-established strategic partnership with major global security solution providers and has developed in-house expertise in order to address this need. The security systems that are mainly applied in the energy industries are:

- Closed Circuit Television (CCTV)
- Physical & Electronic Access Control Systems (ACS)
- Fence Intrusion Detection Systems (FIDS)
- Vehicle Tracking System (VTS)
- Telecom Supervisory System
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Telecom Cables

Kish Spark offers a wide range of industrial cables and respective passive accessories for all the telecommunication systems throughout projects or as individual material requisition.

- Fibre Optic Cable – direct burial, duct, marine, OPGW, etc
- Structured Cabling – LAN and telephone
- Optical/UTP Patch Panels
- RF Cable
- Patch Cords
- Optical Distribution Frames
- Digital Distribution Frames
- Main Distribution Frames
- Rack Enclosures
- Industrial Control and Instrumental Cable
- Industrial Composite Cables
- Industrial Power Cables
Navigation Systems

Navigation aid solutions for aeronautical and marine transportation are one of the key deliverables of Kish Spark to the energy industries for on and offshore fields.

- Non Directional Beacon (NDB) Navigation Aid
- VOR / Doppler VOR Navigation Aid
- Instrument Landing System (ILS)
- Distance Measuring Equipment (DME) Navigation Aid
- RACON and SART
- GMDSS Radio Systems
- Control Tower
- Radars and others
Other Telecom Systems

Other telecommunication systems that we offer throughout projects are as below:

- Meteorological System
- Uninterrupted Power Supply (UPS)
- Solar Power
- Passive Cooled Shelters and Stevenson Screen
- Telecom Towers
- Network Management Systems
- Computing Servers and Workstations
- Other
Partners

Kish Spark has entered into business partnership with some major European companies. Due to the nature of Kish Spark activities, we have elected some of them as our strategic partners for longer-term business relationship.

Our partners are classified as:
- Strategic Partners
- Suppliers
Our Strategic Partners

Snef – Telecom Integration Projects, Engineering and Services
(link)
"Groupe SNEF" is specialized in the trades of telecommunication integration, high voltage, low voltage, industrial processes, HVAC and maintenance.
Its services cover design engineering, installation, development, and maintenance. They are addressed to the industry, tertiary sector, telecommunications operators, Marine sector as well as public administrations.
Created in 1905 in Marseilles where its head office is maintained, the "Groupe SNEF" today employs nearly 9000 people.
Kish Spark is exclusive representative and joint partner of Groupe SNEF in Iran.

Synectics – CCTV and Security Systems (link)
Synectics Industrial Systems, manufacturers of COEX™ Camera Stations, has more than 20 years experience, designing, and delivering complex, highly versatile, value added CCTV solutions to Industrial sectors.
Synectics offers an unrivalled depth of seamless third party integration and control, with an unrestricted choice of major brand equipment and systems software. Synectics interfaces also provide practical, yet powerful solutions to maximize operational and systems control, both on land and at sea.
Kish Spark is the exclusive representative of Synectics in Iran for sales and after sales services.
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LeLas – Telephone, Paging, Public Address & General Alarm Systems [link]
Since its creation in 1909, LE LAS has been dedicated to solving the problems of communications in the most difficult environments. Beginning with equipment of the French national navy fleet and to the firedamp mines, LE LAS extended its experiment and its dynamism to the most varied environments. Sea transports and railways, ports and airports, industrial sites or quite simply urban, laboratories and hospitals, civil administrations and etc...
Kish Spark is a partner of Groupe LeLas in Iran for sales and after sales services.
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**Partners > Major Suppliers**

**Kish Spark Major Suppliers**

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