



مؤسسة
خط الفلك
AL-FALAK LINE

AL-FALAKLINE TRADING ESTABLISHMENT (FLK)
(Telecom(OSP-ISP) Data-Network Electrical & Industrial Hardwares)

Company Profile

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INTRODUCTION

The Company

Al Falakline Trading Establishment is in business with supply and services of all the range of communications, Industrial and electrical products over the last fifteen years in the Kingdom of Saudi Arabia. Our company's most concentrated efforts has been carried out to support of almost all the government organizations and private sectors. The most important principle of our Company is the success depend upon the satisfaction of our valid customers. Falakline is a telecom company based in Saudi Arabia offering fully integrated end-to-end telecom services and products.

Al Falakline was created in June 1990 from the successful growth and expansion of Telecommunications industry. With its debut, we offers exceptional telecom, enterprise software, and broadband services and products. With the support of vendors and strategic Partners, Falakline provides people and businesses with total end-to- end telecom solutions.

Specialization

Al Falakline Trading Est. is dedicated to supply and apply the complete range of Communication, Industrial and Electrical including consumables and several quality products, which will meet the standard requirements of Saudi Aramco / Saudi Electric Company, KFUPM, Royal Commission Jubail & Yanbu included several Government and private sectors in Saudi Arabia.

Commitment

Al Falakline Trading Est. is committed to accept your any valid requirements with quality product supplies and services with value added approach to our customers on time.

Strategy

The focus of high performance products gives us a market leadership with the reputation of unrevealed support services. The extensive industrial and trading experience is brought into practice while discussing the customer's needs enabling correct and accurate advice on the optimum use of our offered products.

Brief History

Al Falakline is an independent Saudi owned company which was established in 1990. Our head office is located in Al Khobar and branches are over Dammam and Jubail industrial city.

Falakline has played an essential role in building KSA's telecom infrastructure over the past 25 years. Today Falakline Communications is regarded as one of the leading Network rollout and Managed Services providers in Saudi Arabia. Communications has gained the trust and respect of the leading operators and vendors in the Kingdom. Soon became a leading distributor and System Integrator for Unified Communications, Transmission, and Broadband Solutions operating in 12 countries throughout the MENA region.

Code of Ethics

Falakline is dedicated in revitalizing its people, resources, knowledge and experience committed to serve the community in which it is engaged. This is achieved by providing premium quality services at fair rates, being responsive to the client's needs in a responsible and efficient manner, and producing a sustained growth posture that will secure its dominant position in the fields of construction and telecommunications for years to come. Falakline is devoted to maintaining high quality standards and upholds work ethics that empower employees and ensure better working conditions requisite for top quality production and customer satisfaction.

Vision

The vision of Al Falakline is to seek the highest levels of expertise in order to empower people and businesses with premier telecom, software, and broadband solutions. Above all else, Al Falakline makes this possible through its commitment to make access to technology Simple and highly accessible. We promise a relentless commitment to becoming the best among the telecommunication companies. Our company is determined to meet the demand of our clients, overcome any challenge and adapt in its quest to be the very best. Full efforts are being undertaken to make the company a symbol of high quality and excellence.

Mission

Falakline empowers people and businesses with the telecom technologies of today and tomorrow. We remain at the forefront of the industry by investing in our workforce's professional development and constantly seeking knowledge and expertise outside of our own company experiences. We give projects the utmost attention by meticulously planning their process from start to finish, and we ensure the quality of our services by creating partnerships with 1st class vendors.

Aiming towards Total Quality and Excellence, Al Falakline will continuously inform, train and motivate its manpower; make clear agreements and honor them; improve services provided within the scope of such agreements; work according to effective, efficient and integrated methods; and measure the quality of its workmanship and discuss this openly with everyone concerned as these are the foundation stone of continuity and probable growth, and as the means to fulfill the expectations of our clients.

Total Quality and Excellence are considered the outcome of constant and systematic improvement of Al Falakline organization, its manpower and services. Al Falakline adheres to the requirements of society as expressed in laws, statutes, rules and regulations with regards to environment, safety, health, energy and social aspects.

Network Rollout & Managed Services Division

The Network Rollout & Managed Services division is dedicated to providing construction, Installation, testing, and implementation services to the industry, such as but not limited to:

- ❖ Intensive Site Surveys and Line of Sights (LOS) Surveys
- ❖ Supply and installation of telephone systems & communications platforms.
- ❖ Configuration, Commissioning and Integration of BTS/RBS units to the network
- ❖ Network Optimization and Network Analysis
- ❖ OSP (Outside Plant), ISP (Inside Plant), NGN, FTTx, MSAN
- ❖ Indoor Base Stations (IBS) Solutions, WiMAX

Products & Services

Al Falakline provides state-of-the-art open real-time building automation products, deliver reliable connectivity and functionality based on world's international standards. We are proud to offer a complete product line that is taken to the highest level in the industry. Our multiple ranges of products allow us to lead the way in serving our clients' interoperability needs.

We offer intelligent building solutions that meet demands in:

- ❖ Integrated Buildings
- ❖ Building Management (Automation) Systems BMS
- ❖ Energy Management Systems.
- ❖ IPTV system
- ❖ Fire Alarm System

Vendor Accreditation

Organization Vendor No.

Saudi Arabian Oil Company (Saudi Aramco) - 10039198

Royal Commission for Jubail & Yanbu (RCJY) - RCR000117

SATROP Vendor ID - 11143



Manufacturer / Clients

Al Falakline Communications' profound experience, expertise and professionalism have gained them the respect and recognition of most of the industry's key players.



Thomas&Betts



LIST & SCOPE OF SERVICES

Outside Plant (OSP) Services

Falakline provides Outside Plant services as follows:

- ❖ Cost Analysis/Budget Planning
- ❖ Route Feasibility Analysis
- ❖ Project Management
- ❖ Project Implementation
- ❖ Complete fiber optic testing and DWDM characterization
- ❖ OTDR testing at several wavelengths
- ❖ Power meter testing
- ❖ Optical return loss (ORL)
- ❖ Fibre optic fusion splicing and termination services
- ❖ Network documentation maintenance and fibre assignment engineering
- ❖ Horizontal Directional Thrust Drilling
- ❖ Manhole & Conduit Validations
- ❖ FOC Pulling & Laying
- ❖ Copper Cable Pulling & Laying
- ❖ Cable Recovery
- ❖ Cable Protection

Inside Plant (ISP) Services

Falakline provides Inside Plant services as follows:

- ❖ Survey & Design
- ❖ BOQ (Cost Estimations)
- ❖ Submittals & Approvals
- ❖ Access Permits
- ❖ Duct Installations
- ❖ Wiring & Cable Pulling
- ❖ Testing, Commissioning & Integration
- ❖ Riser Cable Distribution Systems
- ❖ Sub Structure
- ❖ Telephone System Cutover Services
- ❖ ISP Material Acquisition
- ❖ Backbone Distribution Systems
- ❖ Telecom Rooms
- ❖ Telecom Entrance Facilities & Termination
- ❖ Data Center Build-Outs
- ❖ Relay Rack & Server Installations
- ❖ Cable Management Systems

Physical Inventory Count

Falakline provides Physical Inventory Count Services as follows:

- ❖ Inventory for Core Sites which contains Core, BSS, and Transmission Equipment
- ❖ Inventory for Fiber Network Sites
- ❖ Inventory for IT Equipment



COMPANY ORGANIZATION & RESOURCES

Company Organization and Resources

It is the policy of Al Falakline to provide the highest quality of services that conform to the requirements of society as expressed in laws, statutes, rules and regulations with regard to environment, safety, health, energy and social aspects.

Al Falakline guarantees that every requirement is clearly and specifically defined in terms that can be measured and communicated undoubtedly to those responsible for its execution. However, if any requirement cannot be met, Al Falakline will then request for the requirement to be officially amended.

Operational Objectives

Al Falakline operations are the mechanisms by which all company objectives are achieved. Project success is defined through cost & profit, timely completion, and quality which directly contribute to the success of the company and its employees.

Efficient operation dictates the need for line and staff communications, decision-makers, and authorities. Each component of the entire process is crucial to the success of the whole company, and likewise can carry with it extreme liabilities for the entire project staff and the company itself if that function is not performed properly – “on time, every time”.

“Teamwork” and “co-operation” must consistently be applied in the truest sense if the company objectives are to be met. Those who insist on operating with the idea that they are somehow individually more important to the effort than the others will reach the limit of their effectiveness very quickly. On the other hand, those who continually help others to do their jobs better will grow quickly both through their own personal and professional development and through the support of their colleagues.

Fiber Connections



Fiber Connections is a full engineering service group that offers complete solutions to meet any customer's fiber optic needs. Our reputation in the industry is unmatched for providing highly reliable fiber optic connectors and cable assemblies for use in demanding ground, shipboard, aircraft and space applications. Together, clients conceptualize and engineer prototypes leading to the manufacture of final assemblies.

In addition to high-performance cable assemblies and pigtailed, the specialty commercial services include fiber bundling, fiber polishing, termination of optical backplanes and polarization maintaining (PM). Falakline certified for highest quality assembly standards. We also implemented a strict ITAR controlled program to protect customers' products and documentations.

Falakline offers an enormous range and depth in the areas of fiber optics cabling, fiber optic test and measurement instrumentation and fiber optic components. This includes both single mode and multi-mode optical transmission technology.

Why Fiber Optics?

- ❖ Safe, secure and reliable alternative to copper wire
- ❖ No spark hazard
- ❖ Secure transmission
- ❖ RFI, EMI, and EMP immunity = total electrical isolation
- ❖ Expandable capacity = higher bandwidth
- ❖ Weight and space reductions provide significant cost savings Military/Aerospace Applications
- ❖ Aircraft-Ground Service Communications
- ❖ Avionics Flight Cables
- ❖ Missile Control Systems
- ❖ Fighting Vehicle Radar and Communications
- ❖ Satellite System Electronics
- ❖ Fighter Avionics Upgrades
- ❖ Shipboard Data Communications, Electronic Warfare and Radar Systems
- ❖ Satellite Communications and Surveillance Commercial Applications
- ❖ In-Flight Entertainment Systems (Commercial Airlines)
- ❖ Telecommunications Infrastructure
- ❖ Optical Switch, MUX/DEMUX Equipment in Central Office

- ❖ FTTH: Fiber to the Home Installation and Service
- ❖ Geophysical Exploration
- ❖ Laboratory Equipment and Networks
- ❖ Wind Power Generation
- ❖ Medical Equipment
- ❖ Building and System Controls

"Cradle to Grave" Capabilities

Fiber optics can be difficult to understand without proper guidance. For this reason, Greenlee is involved in every project from beginning to end. Greenlee is an accomplished authority in the field of fiber optics and applications in harsh environments – we know the right questions to ask and when to ask them. Our engineers work directly with each customer when developing specifications. Because of our unique team of field experts, we can suggest possibilities our customers may not be aware of – saving both time and money.

Falakline offers a broad range of fiber optic test equipment, tools and accessories. We assemble and provide the fiber optic test, troubleshooting and maintenance kits required to support your deployment and continue to provide support as needed.

Falakline has an extensive background in producing custom fiber optic cable assemblies for a variety of military, aerospace and other rugged applications

Specialty PM Termination Services

We specialize in the termination of polarization maintaining (PM) optical fibers using proprietary assembly and alignment procedures to achieve the highest Extension Ratio. We offer cable and pigtail terminations using Greenlee or customer-supplied components and specifications.

Manufacturing and Testing of Fiber Optic Assemblies

We provide:

- ❖ Assemblies for both component and equipment manufacturers
- ❖ Final assembly of ESD-sensitive fiber optic equipment and components

Fiber Optic Component (Device) Termination

We terminate optical components such as lasers, LEDs, modulators, couplers, splitters and receivers – all performed at our state-of-the-art facility in California.

Falakline helps customers take fiber optic technology beyond the benign, protected and controlled environments of telecommunication closets and outside plant facilities.

Our Institution has a unique blend of harsh environment fiber optic cable assembly and test and measurement expertise has won support and supply contracts for several military and commercial aerospace applications in addition to ground and sea applications with the most demanding environmental and optical performance requirements.

Many of these projects involved rugged multimode and single mode fiber optic cable assemblies terminated with:

- ❖ DIAMOND AVIM®
- ❖ DEUTSCH RSC® (Ruggedized Single way Connector); standard and hermetically sealed
- ❖ M38999 Series III style, such as DEUTSCH MC3®
- ❖ RADIALL LuxCis® M38999 Series III style and ARINC 600 and ARINC 801
- ❖ Mil-Std 28876 and Mil-ST
- ❖ MT, LC, FC and SC
- ❖ Other COTS connectors

Cable assemblies may be constructed with COTS and MIL-SPEC connectors, back shells, fibers and cables.

Cable assemblies may also be developed with other fiber optic components at the customer's request or with customer-furnished materials, subject to review.

- ❖ Connectors terminated at Greenlee ensure low insertion loss, high return loss and optimum performance in all fiber optic systems
- ❖ Fiber bundling to allow multiple fibers into a single termini

At the request of our customers, Greenlee often exceeds the typical optical performance as defined by both the military and commercial standards as well as the connector manufacturer's specifications.

Greenlee Builds Lasting Alliances with our Suppliers

For over 15 years, Greenlee has manufactured fiber optic cables using DIAMOND actively aligned PILZ™ ferrules in their rugged AVIM® connector used in many of Greenlee's spaceflight applications.

During those years, Greenlee has also worked very closely with DEUTSCH RSC®, rugged single channel, and enhanced M38999 Series III style MC3®.

Service is our Trademark

Since 1990, Falakline has been providing its customers with custom connectors and cables of the highest quality. Our Zero Defects Policy guarantees perfection.



CONTACT INFORMATION

Should there be any queries and clarifications relating to the content of this report, these should in the first instance be directed to:

Contact Address

Postal Address : Al Falak Line Trading Est.
P.O. Box 79297
Al - Khobar - 31952
Kingdom of Saudi Arabia

Physical Address : King Faisal Street, Cross 8 / 9
Al - Khobar, Saudi Arabia

Contact Numbers

Office : +966 13 867 1887 / 896 3022
Mr. Varghese - Manager : +966 50 387 4309
Mr. Mobin , Business Team : +966 54 340 9577
Fax: +966 13 867 6511
Email ID: sales@falakline.com
sales.falakline@outlook.com



: Saudi Arabian Oil Company
: Projects and Strategic
: Purchasing Department
: A-119, North Park 1
: Dhahran 31311
: Saudi Arabia

: Tel : (966 3) 874-0337
: Fax : (966 3) 874-0015

July 23, 2008

Al-Falakline Trading Establishment
P.O. Box 79297
Dammam 31952
Fax #: 867-6511

أرامكو السعودية
Saudi Aramco



Attn: Yasser Ali Al Safar

Dear Sir:

We are pleased to inform you that your company is now considered a potential supplier to Saudi Aramco under Vendor Code : 10039198. As per your CR, the following Material Service Groups (MSGs) are assigned to you:

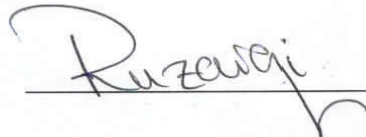
Material Service Group	Description
041000	Wire, LV cable, control & instrument
043000	Conduits, Fittings, Boxes, Enclosures & Accessories
049000	Cable Trays, Covers, Ladders and Accessories
061000	UPS & DC Systems, excluding Cathodic Protection
066000	Electrical Fittings & Connectors
070100	Communication Consumables & Spares
071000	Network Hardware (excluding Cabling) and Accessories
076000	Communication, Cable, Hardware, Eqpt (Outside Plant)
077000	Communication, Telephone C.O. Eqpt (Inside Plant)
128000	Wire, Wire Ties and Wirecloth

This approval, however, should not be construed as a commitment by Saudi Aramco to purchase from you, but your company will have the opportunity along with other approved sources to respond to requests for submitting proposals in accordance with Saudi Aramco's established policies and procedures. All purchase agreements and orders will be issued based on the name and address stated in your commercial registration (CR), as stated above.

Please note that evidence of representation from your supply source(s) must be supported by letter(s) of confirmation stipulating the territorial coverage and specific product lines involved. Your supply sources must have been accepted as qualified suppliers of the range of materials that you wish to supply. It is also important that you advise us immediately of any changes in the agreements which you have negotiated with your supply sources and/or any changes in your contact information such as postal address, telephone and fax numbers.

Should you have any questions, please call Najib H. Al-Sharakh on 874-0318.

Ali S. Al-Ruzaiqi, Supervisor
Supplier Relations Management & Local Manufacturers Unit

 7/23/08

