



# Palo

## Consulting International

**Seminar Brochure**  
**Westin Hotel & Spa**  
**27th July 2022**

Partnered with Almana Security



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# Local Information

The Head of State in Qatar is Emir Sheikh Tamim ibn Hmad Al Thani, assisted by Prime minister Sheikh Khalid ibn Khalifa ibn Abdulaziz Al Thani.

The size of Qatar is 11,571km<sup>2</sup> with Saudi Arabia as the only country that share a boarder with Qatar which is 87km long and a coastline of 563km.

Qatar has 7 main Ports which are: Port of Hamad, Ras Laffan Port, Al-Ruwais Port, Port of Mesaiee-d/Umm Said, Al Rayyan Marine oil Terminal port, Al-Shaheen oil Terminal and Port of Halul Island.

The Population of Qatar is 2,974,046 and about 90% of the population is made up of expats.

The main exports in Qatar are: Petoleum gas, Crude Petroleum, Refined Petroleum, Ethylene Polymers and Nitrogenous fertilizers.

Qatar is the second flattest country in the world and the name Qatar dates back to 50AD.

Khor Al Adaid is one of the only places in the world where the sea meets the desert.

The Doha metro opened in 2019 and runs up to 100km/hr which makes it one of the fastest driverless trains in the world.

Qatar was a centre of fishing and pearl trading for centuries which began around the 8th century.



**Almana Security Services is an industry leader in low voltage systems, solutions deployment and IT service provider in Qatar that helps maximize the value of technology investments. Founded in the mid-2005, they have achieved exponential growth in terms of their service recognition and have established a significant local market presence as low-voltage systems contractors in Qatar.**

### **Fields of Expertise:**

1. Structured Cabling System.
2. Active Component System.
3. Fire alarm System.
4. Audio Visual and Public Address System.
5. CCTV System.
6. Access Control System.
7. Intercom System
8. Gate Barriers / Road Blockers /Sliding Gate/Turnstile
9. Building Management System.
10. IT/Networking Components.
11. Guestroom/Home Management System.
12. IPTV/SMATV System.
13. Lighting Control System.

### **Our Service Methodology:**

Almana provides the following services in the physical security systems environment:

#### **Technical Proposal & Pre-Bid Support**

- Preparing Commercial Offer
- First Level CAD Drawings

#### **Design & Engineering**

- Schematics & Datasheets
- Technical Submittals
- Site Surveys

#### **Implementation**

- Project Management & Resource Mobilization
- Supervision, Installation, Testing & Commissioning, Training • As Built drawings, O&M Manuals
- Warranties and corrective action management

#### **Maintenance & Field Services**

- 24\7\365 Service Level Agreements
- Systems Specialist Response

# KARABLOK

**KarabloK is a blast-proof and crash-proof modular precast concrete system that forms a highly effective security barrier. Tests have shown it provides protection against multiple cannon strikes, large blast loads and vehicle impact attack. It can be quickly installed and is designed to look good.**

## Hostile Vehicle Mitigation

KarabloK has been tested and certified to the following standards as a rapid deployment, surface-mounted hostile vehicle mitigation system or HVM:

- IWA14-1:2013 Barrier V/7200 [N2A]/64/90:0.4\*
- IWA14-1:2013 Barrier V/7200 [N3C]/80/90:1.1\*
- M50 P1 rated to ASTM
- STANAG 2280



For further information please visit: <https://www.karablok.global/> or email them: [gneale@karablok.global](mailto:gneale@karablok.global)

# KARABLOK

## Ballistic and Blast Wall

KarabloK units are designed to provide effective ballistic and blast walling and have been successfully tested against many blast, frag and high explosive artillery rounds including:

- 30mm HE Rounds
- Swingfire warhead
- 155 NATO warhead
- Milan warhead
- 36kg of High Explosive

Using the results from these tests, the KarabloK units are proven to be compliant with STANAG 2280, the NATO standard for ballistic, blast and impact barriers.



For further information please visit: <https://www.karablok.global/> or email them: [gneale@karablok.global](mailto:gneale@karablok.global)





**UK based consultant manufacturers and suppliers of temporary, surface mount, high security fence and Hostile Vehicle Mitigation (HVM) systems and crowd control fencing product.**

### ARX High Security Temporary Fencing

Designed to offer basic to high security protection for temporary and/or semi-permanent sites for boundary, perimeter and demarcation purposes to reduce any impact from security concerns.

Tested and accredited with the LPS 1175 A1/B3 attack certification, the ARX Security Fencing system is available with varying levels of added security from the basic 2.4m tall system to a 3.6m and even a 4.8m tall fence with panel covers, security toppers and razor wire brackets as well as options for pedestrian and vehicle gate access.



Call their UK office on +44 (0)1332 814080 or email [info@arxuk.co.uk](mailto:info@arxuk.co.uk)  
or visit [www.arxuk.co.uk](http://www.arxuk.co.uk)



ARX STOPPER!™ Hostile Vehicle Mitigation (HVM)  
System.

With a design based around the very effective WWII tank traps seen on the Normandy beaches and elsewhere, the ARX STOPPER!™ is a 2-piece, man portable, fast deployment HVM barrier system which when used in arrays of 3 units for UK CPNI accreditation or an array of 7 units in two rows for PAS68/IWA14 accreditation, offers good protection for perimeter control against vehicle borne attacks at speed or probing vehicle attacks at low speed.



The barriers are connected by means of wire ropes and D-shackles with optional correx covers available to protect pedestrians from the crowns of the unit and which can be printed for marketing purposes.



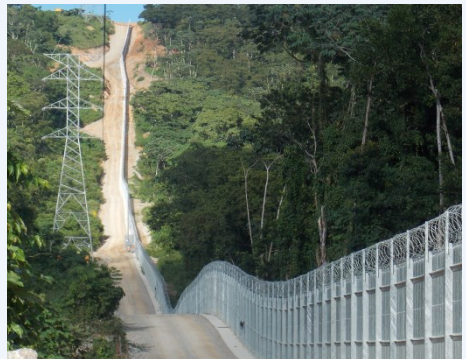
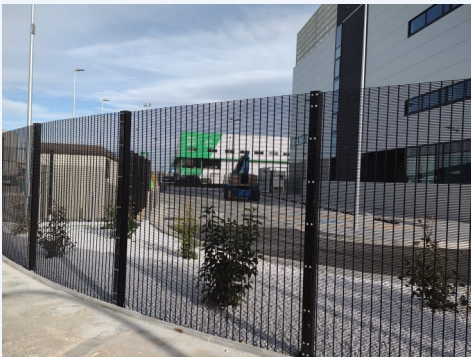
Call their UK office on +44 (0)1332 814080 or email [info@arxuk.co.uk](mailto:info@arxuk.co.uk) or visit [www.arxuk.co.uk](http://www.arxuk.co.uk)



# BARKERS

**Barkers Fencing is the leading UK manufacturer of steel fencing and gates. Whatever your perimeter security fencing and entrance security requirement, Barkers Fencing has the solution to protect your property, people and reputation. Providing a turnkey solution that's within budget, fit for purpose and designed for your requirements, giving you confidence and peace of mind.**

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For more information call their office on +44 (0) 1782 319264 or Email on [sales@barkersfencing.com](mailto:sales@barkersfencing.com) visit [barkersfencing.com](http://barkersfencing.com)

# BARKKERS

## Products

Barkkers Fencing make lots of different types of fencing ranging from:

- LPS1175 Fencing
- ASTM Fencing
- Deterrent Fencing
- Security Fencing
- High Security Fencing
- Entrance Security



For more information call their office on +44 (0) 1782 319264 or Email on [sales@barkkersfencing.com](mailto:sales@barkkersfencing.com) visit [barkkersfencing.com](http://barkkersfencing.com)

# Atkore™

## Razor Ribbon

The Atkore Razor Ribbon® range of barbed tape products are the optimal choice for perimeter security protection. Manufactured for use in the most secure and restricted environments, Razor Ribbon® has enhanced fenceline protection for a variety of industrial, military, and institutional facilities.



The products are razor sharp and can create serious cuts to anyone trying to overcome any barrier. The products are not only used as a physical barrier but also work as a psychological deterrent. Razor Ribbon® is designed to deter, delay, and detect intruders.

Specialising in fenceline protection using razor wire structures, Razor Ribbon products can combine to significantly increase the delay rating of your fenceline and in most cases can entangle and retain intruders at the point of attempted intrusion.



For more information call their office on +1 877-285-4066 or visit

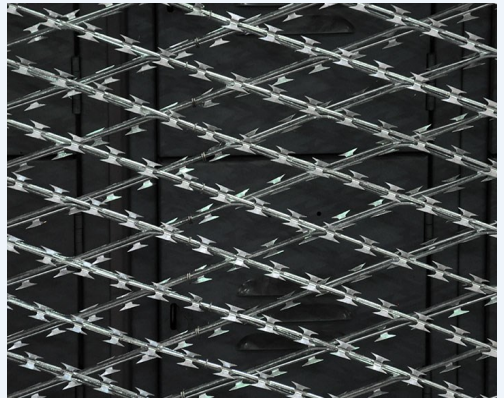
<https://www.razorribbon.com/>

# Atkore™

## Razor Ribbon

Atkore Razor Ribbon have a wide variety of complimentary products but specialise in maximum security.

Rapid Deployment systems are also manufactured and can be used for the fast deployment of either coils or razor structures should a situation require urgent resolution.



For more information call their office on +1 877-285-4066 or visit

<https://www.razorribbon.com/>





# ATG ACCESS

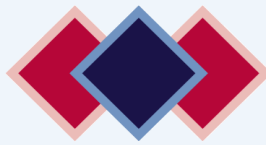
**ATG Access strive to enhance urban and industrial environments, creating spaces where everyone can feel safe and live protected from vehicle borne threats. ATG believes that physical security solutions should be accessible for all, forging a world without fear of vehicle borne threats, subsequently improving the environments in which we live, work and play.**

ATG's physical security solutions are innovated by their passionate engineers, designed to ensure that clients are getting superior solutions created with thought to everyday use, serviceability, and longevity. Solutions consider realistic threat profiles and operational requirements whilst not compromising on site aesthetics.

Over the years ATG have crash-tested countless high-security barriers to ensure that customers are provided with tested, certified solutions. From BSI: PAS 68 to ISO IWA 14-1 and ASTM F2656, ATG security solutions have been tested to the highest standards.



For more information call their office on +44 (0)345 350 3799 or email [sales@atgaccess.com](mailto:sales@atgaccess.com) or visit <https://www.atgaccess.com/>



# ATG ACCESS

## Impact Tested Static & Automated Bollards

ATG Fixed and Automated Bollards offer impact tested security for sites ranging from urban to industrial. Whatever the threat level, ATG has a suitable solution.

Security bollards have been designed and tested to major crash test standards including BSI PAS 68 & IWA 14-1. Foundations range from traditional depth designs to shallow foundation variants. Each automatic bollard system comes with a variety of operational options and has been designed with serviceability in mind and have safety protocol at the heart of all operating methodologies

## Wire Rope, Anti-Vehicle Fencing Systems

Part of the Bristorm range, ATG offers a wide selection of wire rope fencing ideal for perimeter security applications. Anti-vehicle fence is designed for high-security protection and has been crash-tested to BSI PAS 68 and ASTM standards. Whether the requirement is to secure the perimeter of a data centre, army base or industrial site, wire rope systems can cope with securing long and remote perimeters.



For more information call their office on +44 (0)345 350 3799 or email [sales@atgaccess.com](mailto:sales@atgaccess.com) or visit <https://www.atgaccess.com/>



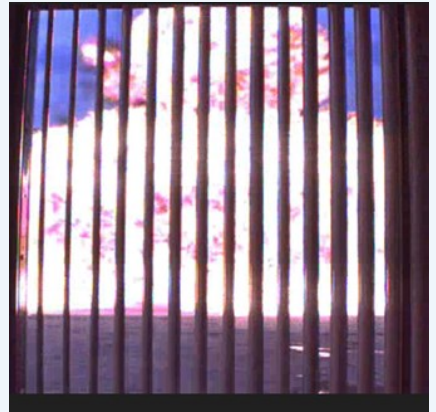


**Eruma Security International Ltd are a specialist provider of protection for windows against a wide range of threats. The protection afforded by Eruma Security ranges from forced entry protection through to blast / explosion protection.**

### Blast Protection Blinds

The Blast Protection Blinds protect people, assets and Critical Infrastructure against explosive impact.

Blast Protection Blinds provide substantial protection against a wide range of explosive attacks from rucksack/satchel bombs through to car and truck bombs.

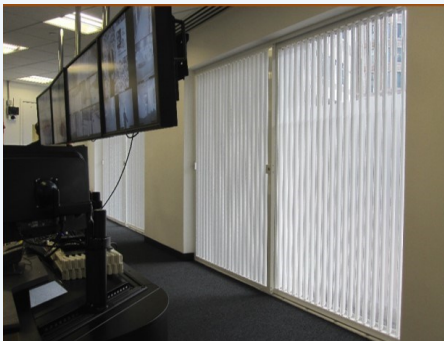


### Forced Entry Protection Blinds

The Forced Entry Protection Blinds have been tested to meet the UK's exacting standards for forced entry protection. The Blinds safe-guard your business, assets and property.

It's not just businesses that can benefit from the product, the Forced Entry Protection Blinds are an attractive and appealing option for use in the home blending comfortably with both offices and home settings alike.

This will give the usual convenience of normal vertical blinds with the added benefit of high level security against intrusion and forced entry.



For further information please call +44 (0) 1709 377736 or email: [info@securityblinds.co.uk](mailto:info@securityblinds.co.uk) or visit: [www.securityblinds.co.uk](http://www.securityblinds.co.uk)



**Originally founded in the UK in 2009 the PSSA is an international specialist security association that focuses on high security perimeter protection with an emphasis on hostile vehicle mitigation (HVM). Our members include the significant majority of the premium manufacturers and installers of HVM and high security perimeter products.**

**While all of our members already operate at the highest professional level, we have introduced codes of conduct and operational schemes to ensure that the communication and quality provided by our members are clear, consistent and commensurate with requirements.**

Our main aims are to:

- Ensure professionalism and a strong ethical approach to business within the association
- Raise quality standards in the manufacture and installation of high security perimeter equipment.
- Facilitate and drive interaction between industry / government / academia to improve communication in a fast developing requirement
- Encourage development of high security products to counter evolving threats

To maintain our standards, all members are thoroughly vetted before being accepted as members and the association carries out a continuous process of revalidation of this vetting to ensure that all members maintain the strict standards required of association membership.

PSSA membership is already considered the benchmark for professionalism and integrity in the high security perimeter industry and continues to develop its focus with its regional chapter structure.

For further information please call +44 (0)20 8253 4509 or email:  
admin@pssasecurity.org or visit: pssasecurity.org