



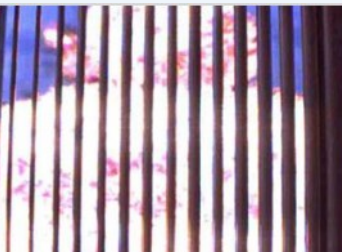
# Palo

## Consulting International

**Seminar Brochure**

**Four Points by Sheraton, Kuwait**

**28th November 2022**



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# Local Information

Kuwait, officially the State of Kuwait, is a country in Western Asia. It is situated in the northern edge of Eastern Arabia at the tip of the Persian Gulf, bordering Iraq to the north and Saudi Arabia to the south. Kuwait also shares maritime borders with Iran. Kuwait has a coastal length of approximately 500 km.

In 2020, Sheikh Nawaf Al Ahmad Al Jaber Al Sabah, may Allah protect him, became the ruler of Kuwait until the present time.

Kuwait is an emirate with a political system consisting of an appointed judiciary, appointed government (dominated by the Al Sabah ruling family), and nominally elected parliament.

As of January 2022, the population of Kuwait is 4,369,485. Of this number, roughly 1.45 million are Kuwaiti citizens. The remaining are foreign nationals that come from over 120 different countries, with Indians forming the largest community followed by Egyptians and then Filipinos.

The native and official language of Kuwait is Arabic with Kuwaitis speaking a dialect of Gulf Arabic. In schools, children learn Modern Standard Arabic. English is the second language children learn in public schools. The foreign population speak many other languages, for instance, Hindi, Urdu and Persian (Farsi).

Kuwait has the sixth-largest oil reserve in the world. The country holds 104 billion barrels of proven oil reserves. This is the world's sixth-largest oil reserve. Oil reserves in Kuwait make up 8 per cent of the oil reserves in the world. According to the Worldometer website, Kuwait's oil reserves is equivalent to 774.6 times its annual consumption, and therefore, without Net Exports, there are roughly 775 years of oil left. This is at current consumption levels and excludes unproven reserves.

The currency of Kuwait is the Kuwaiti dinar. It is the highest-valued currency unit per face value in the world. Officials introduced the dinar in Kuwait in 1960. It replaced the former currency, the Gulf rupee. During Iraq's invasion of Kuwait (1990–91), the Iraqi dinar replaced the Kuwaiti dinar. However, after the invading forces withdrew from Kuwait, officials once more restored the Kuwaiti dinar.

Kuwait is one of 27 countries that does not have any UNESCO World Heritage Sites.



# Palo

## Consulting International

Palo Consulting International Ltd is a specialist export and international business development consultancy providing help for businesses to engage with their world market.

We are a consulting company here to help with your international business development from strategic planning to implementation and will embark on as much or as little as needed.

Palo Consulting can provide detailed research work, assist with the set up of international exhibitions and bespoke seminars, we can work as part of your marketing team, plan and implement projects and can even assist with the broader business development strategy of the business. We develop projects in conjunction with client needs and budget constraints and while Palo can carry out the whole of the development process as a complete out-sourced partner, the most effective approach is for us to work as a member of the clients team.



# Palo

## Consulting International



### **Our Experience:**

After long careers in the security export industry, we decided to that it was time to help others and now we share our passion for export by helping others. Our ramp up process is designed to empower your team and outfit them with the tools they need to succeed. Contact us today to see how we can support your growth, de-limit your turnover, and put you on a solid track to greater success and profitability.

### **Why Us?**

Business mentors are key to good business development — that's why when it comes to client selection, we're very selective. We want to give each of you the time and guidance you deserve. Whether you're seeking a strategic alliance with the right partner or a special skillset or tool, contact us today. Together we'll create and refine your plan for success. We didn't get there alone. And neither will you.

For further information please visit: [paloconsulting.co.uk](http://paloconsulting.co.uk) or email them:  
[info@paloconsulting.co.uk](mailto:info@paloconsulting.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 commensurate with requirements.

Our main aims are to:

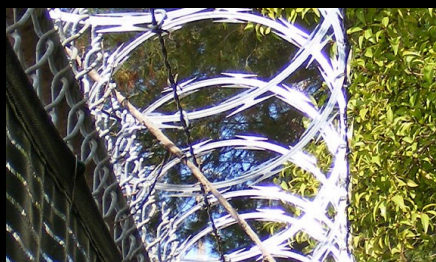
- Ensure professionalism and a strong ethical approach to business within the association
- Raise quality standards in the manufacture and installation of high security perimeter equipment.
- Facilitate and drive interaction between industry / government / academia to improve communication in a fast 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](mailto:admin@pssasecurity.org) or visit: [pssasecurity.org](http://pssasecurity.org)





TiSO is a world class manufacturer of physical security equipment and systems. Established in 1996 TiSO designs and manufactures a comprehensive range of turnstiles, pedestrian gates, emergency doors and high security anti-ramming barriers.

TiSO has in excess of 500 employees covering management, manufacturing and logistics, technical, engineering and sales to ensure that all products manufactured by TiSO comply with both local and global standards. We are committed to continuously provide our customers with high quality products and services, we therefore have a number of management systems in place including ISO 9001: 2015 quality management as well as extensive in house product testing and external certified tests to ASTM, PAS and IWA standards. TiSO products have been installed in over 100 countries worldwide from a fitness centers to nuclear power stations and to iconic buildings. We have subsidiary offices in the Singapore, United Arab Emirates and the United Kingdom ensuring that TiSO is a truly global business.







TISO turnstiles, speed-gates and full-height turnstiles are remarkable with outstanding combination of competitive price, high quality and unique features. Thanks to full-cycle in-house manufacturing, our strong points are ability for customizations and very fast production time.



For more information call their Middle East office on +971 56 799 68 08 or visit [www.tiso\\_global](http://www.tiso_global)



# 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



M  
Post Tes



# KARABLOK



## Ballistic and Blast Wall

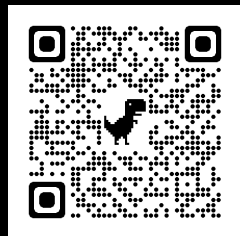
KarabloK units are designed to provide effective ballistic and blast walling and have been successfully tested against many blast, frag and high explosive artillery rounds including:

- 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)





Physical  
Security  
Systems

A long, multi-layered security fence runs across the top half of the image. It consists of a concrete base, a black metal frame with wire mesh, and several strands of barbed wire on top. In the background, a large aircraft tail fin is visible on the right, and a building under construction is in the distance.

As the UK's largest manufacturer and supplier of rigid mesh fencing and security gates, CLD Physical Security Systems provides innovative and trusted solutions that deliver best in class perimeter protection for both temporary and permanent use.

Products are available for every situation, including high security fencing and access control, as well as hostile vehicle mitigation, together with innovative temporary solutions for protecting sensitive construction sites and crowded spaces at public events

CLD Physical Security Systems is widely regarded in the security community as providing the gold standard for high security sites, - with systems accredited in the Secured By Design Recognised Products for Counter Terrorism list and approved for use in Critical Infrastructure by the Centre for Protection of National Infrastructure (CPNI).

With an extensive track record operating in some of the most demanding environments, the business has the knowledge and insight to help security personnel and procurement professionals navigate complex, rapidly changing situations, which can present a variety of challenges to the protection of personnel and facilities.

The company's expertise in temporary solutions is also called upon to help organisations manage the requirements of Protecting Crowded Places, where those responsible for publicly accessible locations should take appropriate and proportionate measures to protect the public from attacks.





Physical  
Security  
Systems

With a reputation largely based on word-of-mouth recommendations, CLD Physical Security Systems' experts offer guidance to the best possible security fencing and gate systems, bringing international experience, backed up by local level intelligence and service delivery on the ground that is second to none.

CLD's dedicated, in-house team includes security experts, research and development specialists, CAD Designers, Structural Engineers, technical representatives and manufacturing professionals, with the vision and insight to constantly deliver the Innovative solutions clients need.

With many decades of combined experience, this dynamic team offers a 360-degree view of clients' requirements, combined with defined processes, procedures and efficiencies in place to deliver a world-leading offer that ensures the company retains its position at the forefront of industry.

CLD Physical Security Systems' customers value the company's discreet, confidential and considered advice.

For more information call their office on +44 (0) 1270764751  
or visit <https://www.cld-systems.com/>



# Atkore<sup>TM</sup>

## Razor Ribbon

The Atkore Razor Ribbon<sup>®</sup> 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<sup>®</sup> 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<sup>®</sup> 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.







# Atkore<sup>TM</sup>

## Razor Ribbon

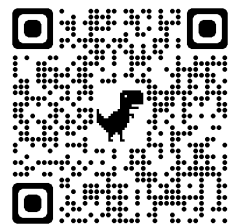
Atkore Razor Ribbon have a wide variety of complimentary products but specialise in maximum security.

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/>





**Avon Barrier**

Member of Perimeter Protection Group

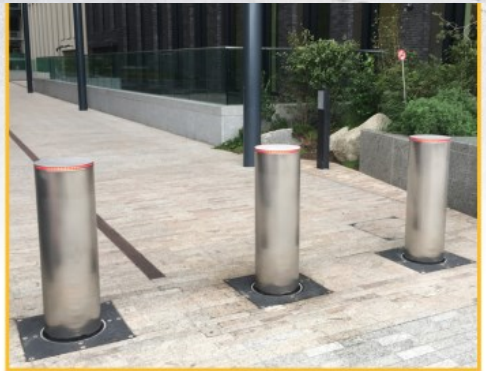
## Avon Barrier

Avon Barrier is an international designer & manufacturer of high security Hostile Vehicle Mitigation (HVM) solutions these include automatic bollards, fixed bollards, barriers, vehicle gates and road blockers.

Their solutions have been independently and successfully crash tested to the internationally recognised standards, PAS 68, IWA 14-1 & ASTM F2656. They are designed to protect perimeters and access points of critical infrastructure and public places against a vehicle with hostile intent, this could be an act of terrorism, criminality, such as a ram raid or just accidental loss of control of a vehicle.

### Sector Solutions

Avon Barrier provide solutions to a variety of industry sectors, their experience is extensive in providing physical security solutions globally to both public and private industries,



including airports, oil & gas, financial institutes, government buildings, data centres, military bases, stadia and shopping malls.

Their business and products have evolved around their knowledge and experience in the development of the vehicle security barrier impact standards PAS68 & IWA 14-1. Their expertise enables them to work closely with consultants, specifiers and contractors to deliver systems that not only meet specifications, but where required, they also have the flexibility to work closely with clients to deliver bespoke system designs.

Quality and reliability are at the forefront of their product development, providing robust solutions to operate within the sectors they are deployed within.





### Security Products

Avon Barrier specialise in providing physical vehicle and pedestrian access control systems. Manufacturing a high-quality product range including:

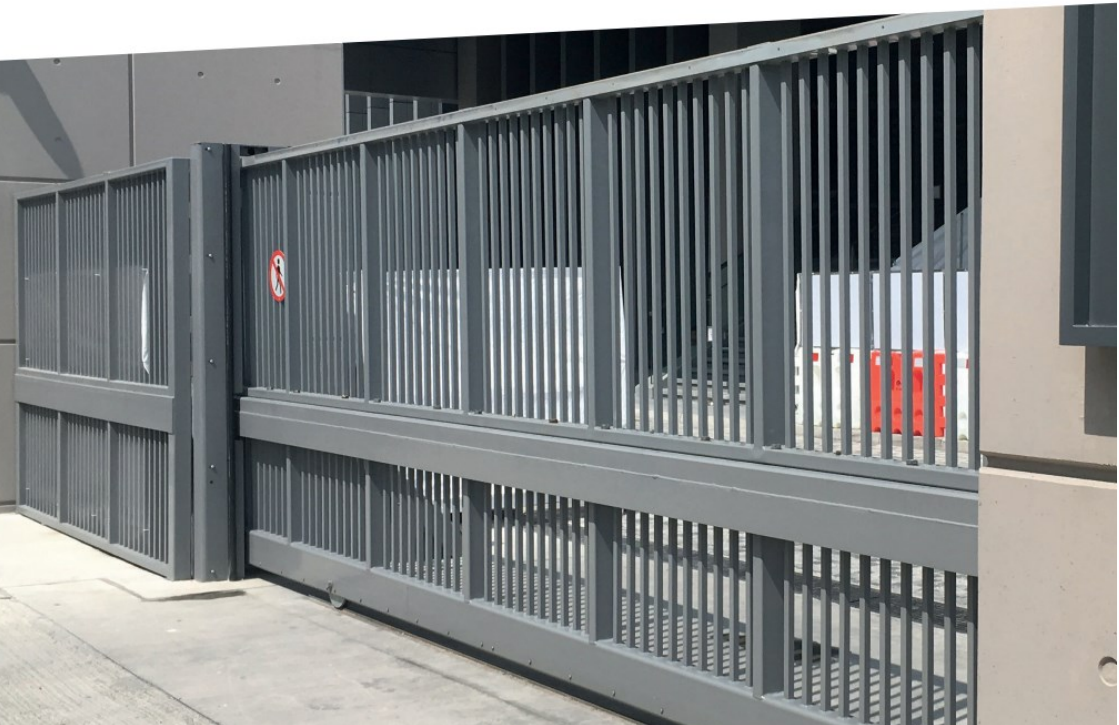
- » Road Blockers
- » Sliding & Bi-Folding Gates
- » Barriers
- » Automated & Fixed Bollards

Their products suit a variety of applications. Foundation depths include, shallow, surface mounted and removeable products. Their range of vehicle security barriers offer solutions that can be fully automated with access control systems or simply manually operated, requiring no power and still provide a high level of physical protection.



Member of Perimeter Protection Group

t: +44 (0) 117 953 5252  
e: [sales@avon-barrier.com](mailto:sales@avon-barrier.com)  
w: [www.avon-barrier.com](http://www.avon-barrier.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.

The way the Blast Protection Blinds protect is deceptively simple. The second a blast occurs in the vicinity of your protected premises, the blades snap shut. This provides an impenetrable barrier, preventing flying glass and debris from penetrating the building, protecting both the internal premises and individuals in them. The building also remains secure from looting.





### 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)



**Palo**  
**Consulting International**