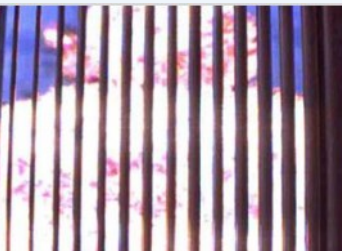




# Palo

## Consulting International

**Seminar Brochure**  
**The Westin, City Centre, Manama**  
**1st December 2022**





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# Local Information

Bahrain, officially the Kingdom of Bahrain, is an island country in Western Asia. It is situated on the Persian Gulf, and comprises a small archipelago made up of 50 natural islands and an additional 33 artificial islands, centred on Bahrain Island which makes up around 83 percent of the country's landmass.

Although Bahrain is an island nation it is connected to the mainland east coast of Saudi Arabia by the King Fahd Causeway, a 25km roadway opened in 1986 that connects the two countries. The border is located roughly halfway across the causeway.

Since 1782 (possibly 1783), the Al Khalifa family has ruled Bahrain and is still in power today.

Politics of Bahrain has since 2002 taken place in a framework of a constitutional monarchy where the government is appointed by the King of Bahrain, King Hamad bin Isa Al Khalifa. The head of the government since 2020 is Crown Prince Salman bin Hamad Al Khalifa, who became Prime Minister following the death of Khalifa bin Salman Al Khalifa, and who also serves as Deputy Commander of the Bahrain Defence Force. The parliament is a bi-cameral legislature, with the Council of Representatives elected by universal suffrage, and the Consultative Council (also called the Shura Council) appointed directly by the king.

The Dinar (in Arabic: دينار) is Bahrain's legal tender. It is divided into 1,000 fils and its ISO 4217 code is BHD. The word "dinar" derives from the Latin term "denarius".

Bahrain is home to the Tree of Life, a single mesquite tree planted around 1583 in the southern desert. It is still unclear what sustains the tree as there are no obvious water sources nearby.

There are more than 100,000 Dilmun-era burial mounds (ancient grave mounds) spread across Bahrain, most of them constructed between 2200 and 1750 BCE. 21 of these archaeological sites have been inscribed as the Dilmun Burial Mounds UNESCO World Heritage Site.

The Bahraini flag consists of a red background, which is the traditional colour for flags of Persian Gulf states, with a white serrated strip separated by five triangles that reflect the five pillars of Islam.



# 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 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)



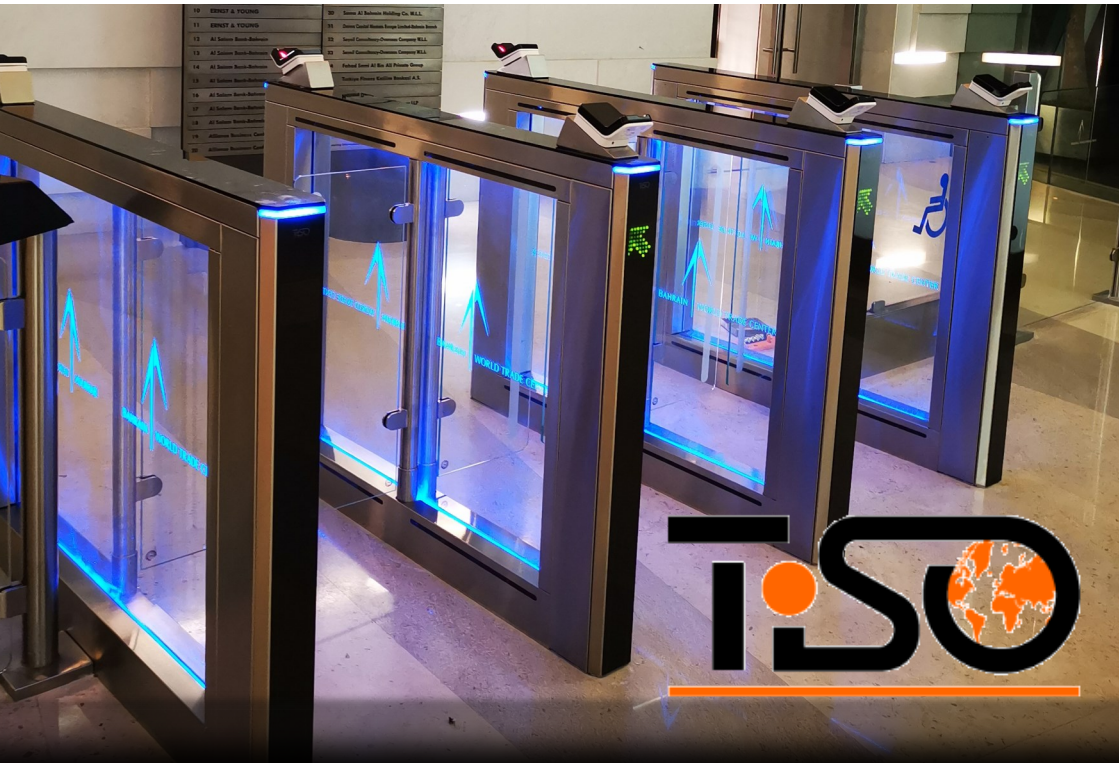


TiSO is a world class manufacturer of physical security equipment and systems. Established in 1996 TiSO designs and manufactures a comprehensive range of turnstiles, pedestrian gates, emergency doors and high security anti-ramming barriers.

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

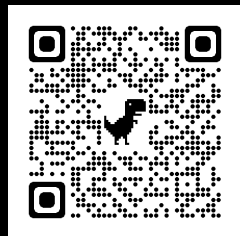
Karablok units are designed to provide effective ballistic and blast walling and have been successfully tested against many blast, frag and high explosive artillery rounds including:

- 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

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

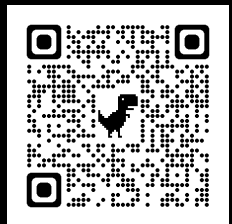
With a reputation largely based on word-of-mouth recommendations, CLD Physical Security Systems experts offer guidance to the best possible security fencing and gate systems, bringing international experience, backed up by local level intelligence and service delivery on the ground that is second to 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™

## 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.







# Atkore<sup>TM</sup>

## Razor Ribbon

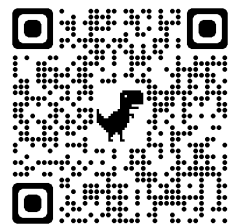
Atkore Razor Ribbon have a wide variety of complimentary products but specialise in maximum security.

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

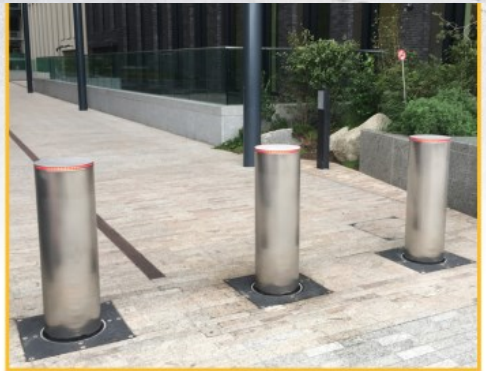
## Avon Barrier

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:

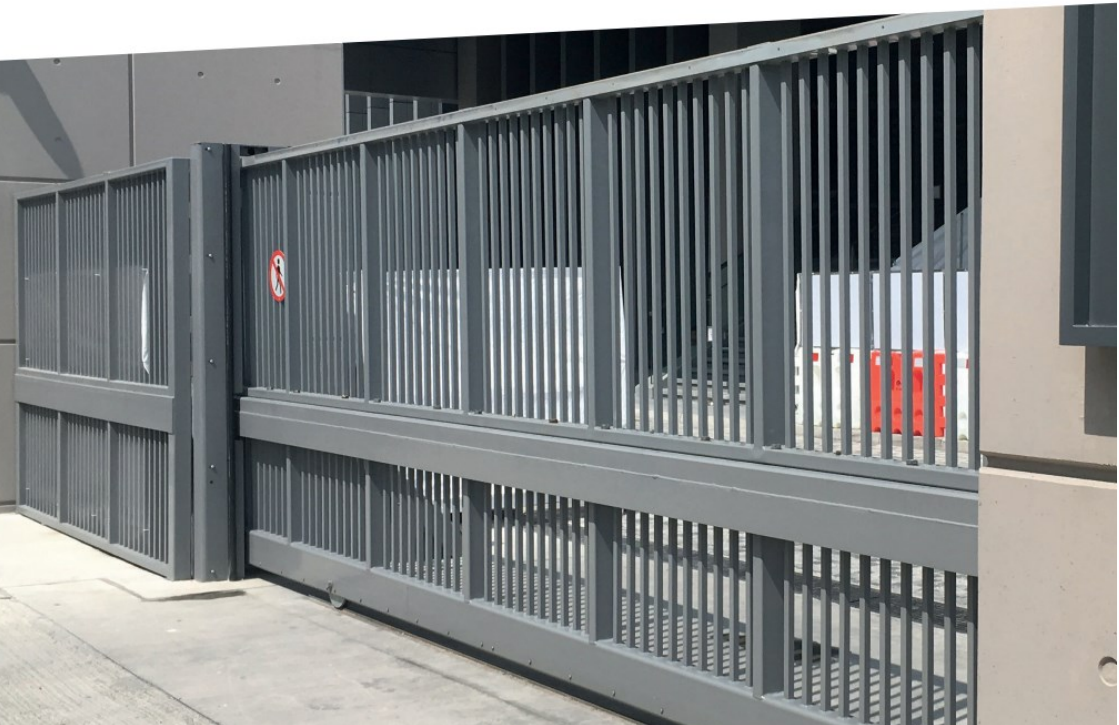
- » Road Blockers
- » Sliding & Bi-Folding Gates
- » Barriers
- » Automated & Fixed Bollards

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

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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**