



Your Ultimate Security  
Equipment & Services Provider

**COMPANY PROFILE**

## ABOUT US

ALFACAN SECURITY AND INVESTIGATION LIMITED is a professional provider of security services with specific focus on the Kenyan counties and to expand its operations, share and support in the dream to realize peace and tranquillity as far as security issues are concerned.

This was in response to the need to provide highly competitive construction, IT & manpower services to organizations that were keen to concentrate on their core businesses while capitalizing on competencies provided by outsourced security services, to build and sustain all round competitive advantage.

## VISION

To be the most proactive and effective player in the security industry in Kenya.

## MISSION

To exceed customer expectations, deliver quality service, reward careers of employees, share best practices and have a positive influence on the community.

Our achievements speak volumes as we continue to exceed our customers' expectations with over 98% customer retention, in this competitive market.



# CORE VALUES

Our promise to our customers, our employees and the industry are:

1. **ENTREPRENEURSHIP**

commitment to delivering innovative solutions

2. **COST EFFECTIVENESS**

we want to ensure our clients fairly balance the benefits that come as a result of efficient security and the related cost

3. **INTEGRITY**

Doing the right thing all the time and adhering to the highest ethical standards of honesty and transparency

4. **TEAMWORK**

Promote teamwork and passion for work through clear and effective Communication.

5. **STEWARDSHIP**

Dedicated to efficient and effective use of resources

6. **PROFESSIONALISM**

Developing staff to perform their work with expertise, dedication and care.

“ we want to ensure our clients fairly balance the benefits that come as a result of efficient security and the related cost ”



## OUR CLIENTS

Both in private and public sectors have retained the firm's services to date. The steady growth of our company and the acquisition of new clients across all sectors of both business and private, indicates that our Mission and Vision is in line with the demands of the marketplace and that we are achieving service delivery satisfaction.

Our delivery methods ensure we create an enjoyable project experience for all stakeholders promoting proactive work ethic and encouraging staff to work and grow with the company.

Frankline Omuse and members of the Alfacan security Systems project team have been involved with the following projects.

- Airtel Kenya
- Daima Milk Factory
- The Panafric Hotel
- Intercontinental hotel



# SPECIALIZATION

## A) GUARDING SERVICES

Guarding is a major component of our work, this is a highly effective visual and physical deterrent, remove unauthorised people off site and deter theft. We hold the premise that the performance in guarding services begins with a careful recruitment. Indeed the candidates undergo a thorough selection and vetting procedure before being put through training regime encompassing theory and practice and general guarding duties in a variety of settings.

We devise internal and external patrol routes to act as an effective deterrent, carried out randomly, so that the pattern of patrols remains ambiguous for any unwanted visitors. Our fully trained mobile patrol officers wear the highly recognisable uniforms, which act as a strong visual deterrent to unauthorised people on site, therefore, reducing the likelihood of theft and vandalism. Barcodes are placed at agreed inspection points around your site and they are scanned during patrol by our Officers using electronic equipment



## B) TELECOMMUNICATION SERVICES

Alfacan Systems Ltd is a fully committed turnkey project solutions provider for both the communications and security industries.

- GSM rollout including BTS, RF, Microwave, WiMax
- Fiber optics roll out ISP/OSP
- Radio Network Planning
- Optimization for GSM, CDMA and 3G/UMTS network/ LTE ☒ Site acquisition,
- Site survey,
- Equipment sales, installation and maintenance of telecommunication projects.
- Consultancy in (RNP) network upgrades for both single products or turnkey projects. ☒ HF, VHF, and UHF
- AC/ DC Generators
- Shelters
- Air conditioners for telecoms
- Telecommunication masts and Towers
- EMS solutions and design including implementation
- Batteries and Rectifiers
- Site cleaning
- Wireless Access & hotspots
- GPS Installation and maintenance of aviation warning lights
- Communications business solutions e.g social wifi
- Alarm And Electric Fence system Services

We install various types of electronic alarm systems. The alarm systems we provide include:

- Residential panic system
- Residential automatic system
- Commercial panic systems including Intruder and Radio

## C) ACCESS CONTROL

Access Control regulates the movement of people into and within your building to help protect your employees, your property and your company information. You avoid key problems and have the ability to see where people are on your premises at any given moment. The cost effective means of preventing unauthorized entry also provides a permanent record of anyone on your premises. Employees are issued with cards which grant access through doors via an electronic lock. Access control card are programmed to allow entry according to agreed schedules. The schedules are electronically controlled. Key benefits being:

- Lock doors at programmed times
- Time and attendance for payroll
- Report time and date of employee access
- Restrict employees out of certain areas
- You control access levels





## D) CCTV AND RADIO ALARM BACK-UP

Alfacan security provides fully integrated security solutions including access control and CCTV that can easily be manageable from a single platform. We protect everything from small offices, schools to large institutions. We have been servicing customers for over 15 years

Alfacan security Alarm system offers the highest level of reliability as the transmitter systems installed carry out a self-test every 24 hours and report the results to the system in our control room. The transmitter technical design offers zoning and other advanced features providing the backup crew with information relating to the area of attack, progression of an intrusion and conditions of security personnel on ground.



## E) RADIO PLANNING & OPTIMIZATION





## F) RADIO INTERFACE QUALITY OF SERVICE ASSURANCE

### Drive tests

This is the key practice in ensuring that QoS is offered by every operator today and we are backed by latest tools to perform network optimization including drive tests.

We do Network performance KPI assesment and reporting covering the following;

- Retainability; call setup successs rate
- Accessibility; call drop annalysis
- Mobility; handover success
- Intergrity and traffic volume; Erlang and GPRS (IP throughput)

Owing to the scarcity of the air interface resources, there is an increasing need to monitor and guarantee its optimal usage. We have expertise and experience in the following types of drive tests:

## G) NETWORK BENCHMARKING

This encompasses detailed comparison of mobile networks QOS performance over predefined routes. Benchmarking against industry/ ITU standards can also be done by use of TEMS or GEMS equipments we provide customized comparative reports with predefines thresholds for the various KPI's.

Our technical staff are well versed with use of both Qvoice, TEMS automatic and Agilent equipment for data collection. Generated reports are geographically displayed using Map info software. Benchmarking is offered for both GSM and CDMA networks.

## H) INVESTIGATIVE DRIVE TESTS

Every operator is now focused on improving the customer satisfaction index by guaranteeing good quality. To be able to meet this important need, it is essential that the radio quality service reflects the customers' needs.

Network statistics are predominantly used to detect possible anomalies in the network. Through investigative drive tests, we can simulate the customer feeling and use the collected logfiles to provide a solution.

By use of TEMS investigation, we are capable of detecting BSs network faults or non optimal radio parameter settings. The team of radio experts has the expertise to analyze layer 3 messages on the  $\mu$  m interface and can provide recommendation on BSS settings, physical changes or Hardware fault identification. Scanning the allocated frequency band with a view of detecting possible external interference is within our scope of work.

## I) MODEL TUNING

With the rapidly changing clutter and building heights, there is need for operators to continuously calibrate the radio planning tools to be in line with the changes. With the use of continuous wave transmitter and a scanner, we can provide the input files/measurements for generation of propagation models.

## J) SITE AUDITS AND INITIAL TUNING

We offer complete site audit solutions that includes the following:

- Physical audit of the antenna system i.e. Feeder types, feeder length, bending angles, 360 degs panoramic pictures, antenna types VSWR measurements on the feeder system
- PIM rests
- Output power measurements for transmitters
- Earth measurements and feeder grounding

In addition, we can perform initial tuning of new sites to conform to the target coverage objectives by reviewing the physical parameters.

## K) RADIO ACCESS NETWORK MEASUREMENTS FOR OPTIMIZATION AND TROUBLE SHOOTING:

- Periodic Collection of 2G/2.5G/3G/LTE CDMA drive test Measurements with TEMS/NEMO/ Agilent equipment. An option of use of the Vendors/Operators drive test equipment is available.
- Investigative drive test on hot spots with emphasis on key radio performance indicators by use of TEMS and Huawei Genex investigation equipment.
- Benchmarking drive tests between operators.
- Analysis of drive test logfiles by use of Actix/TEMS software

## L) CONSULTANCY IN RADIO NETWORK OPTIMIZATION

Our teams of experienced radio engineers with Multi vendor skills can be outsourced to vendors/operators. We have a base of talented experts in the following fields:

- Drive test Data collection and log file analysis
- Radio network trouble shooting by use of air interface log files and Abis traces
- RF design and dimensioning-including cell predictions, coverage validation, capacity
- Planning and frequency planning



# COMMUNICATION EQUIPMENT CONSTRUCTION WORKS



Our engineering division offers full construction, installation and commissioning of communication towers, masts and poles.

**a. We specialize in construction of antenna support structures defined as**

- Four-leg lattice tower free standing
- Heavy duty monopole
- Modular type rooftop mast or rooftop mounted pole (self supporting)

**b. Shelter installation**

Integrated green Shelters tailor made and end-to-end energy management solution

**c. Power systems**

- Full genset installation and maintenance.
- Power interface units.
- Batteries and backup systems. ☑ Solar panels.

**d. Air conditioners**

Synchronized air-conditioning free cooling units for both indoor and outdoor sites

## E. SITE CLEANING AND ENVIRONMENTAL MANAGEMENT

### Security equipment

#### Areas of Specialty

- Perimeter fencing: Electric fencing, razor wire and/or composites of the two.
- Full CCTV perimeter surveillance and indoor hidden cameras (nanny cams).
- Access control: Man-traps and magnetic door for controlled access areas using magnetic cards with password or biometric interfaces.
- Fleet management: Field tracking, dispatch and communication.
- Security equipment sales and integration.
- Maintenance crew.
- Metal detectors both fixed and hand held.
- Integrated Traffic cameras and speed traps

## MAINTENANCE

Our Maintenance Department provides high quality service to ensure that our clients operations are achieved at optimal levels. Using the latest technologies and management tools, the maintenance team continuously improves the efficiency of the service by designing and implementing the technical policies & procedures and quality systems that ensure the best results.

The scope of work of the department covers both preventive & corrective maintenance for all GSM sites BTS, BSC & MSC as well as optical fiber cables to ensure optimum performance.

- Level 1 radio maintenance: for all types of BTS, BSC, Node-B, RNC, and MW equipment.
- Level 2 & 3 maintenance: for specific equipment such as BTS equipment, Microwave equipment's, DDF frames, Power systems and others
- Environment maintenance: for all types of air-conditions (split



& central), fire alarms, integrated firefighting systems, power systems, UPS and rectifier systems.

- Generator maintenance: for diesel engines, alternators and ATS control boards in addition to generator fuelling.
- Optical fiber cable maintenance: excavation work, fault rectification, cable splicing and preventive maintenance.
- Spare parts management



## ENERGY MANAGED SERVICES

Energy costs account for approximately 32% of site operation costs; this means that other significant aspects of the operation such as staffing are pressed and little or no money goes to research and development this is where we come in.

It is our constant endeavor to present varied cost efficient solutions to the Telecom Industry, which in- turn contributes in building value for our company's customers and stakeholders.

Similarly we, offer our customers with a solution which aims at reducing operational cost while safeguarding revenue to a great extent, using our Energy Management solutions for Telecom sites.

This offering comes as a logical extension to our varied service models to the Telecom Industry. Our association with the Telecoms has helped us gauge, develop the opportunity to contribute towards reducing Telecom Network's Energy costs without extensive capital-intensive investment by Telecom Companies.

### OFFERINGS

- Energy Audits of Telecom Infrastructure
- Benchmarking the consumption pattern
- Auditing the performance of the power supply, Air conditioning, DG sets at the sites
- Generating energy efficiency reports
- Generating energy supplies quality analysis, Studying demand and supply side management applicability
- Process Improvements & Best Practices
- Monitoring, supervising, controlling the existing diesel filling practices
- Tracking the records of fuel / diesel consumption at site, and calculating the fuel efficiency of the DG sets as a parameter.
- Using innovative systems & procedures to achieve energy savings without affecting service quality i.e. SLAs.
- Proper and timely maintenance and support services to improve energy efficiency
- Close monitoring of AMCs



- Technology Upgrades
- Supplying and maintaining latest state of the art equipment.
- Installing new energy efficient equipment.
- Upgrading of existing passive site power equipment.
- Remote monitoring of telecom sites for better control over energy spending and O&M from a central GNOG
- Alternate Sources of Energy
- Providing Off grid sites with renewable power to get rid of diesel dependency wherever possible.
- Ensuring that the telecom site will keep operating even if utility power is disrupted by reductions in supplies or national emergencies
- Solar, wind, hybrid systems for remote locations.

“

we, offer our customers with a solution which aims at reducing operational cost while safeguarding revenue to a great extent, using our Energy Management solutions ”



# STAFF ESTABLISHMENT.

As a company, we believe that our employees are the biggest and best asset if we are to achieve the success of service delivery. As such we are fully committed to the welfare of all employees regardless of rank in the company.

## Screening and Vetting

- Pre-employment reference checks
- Criminal record checks
- Academic and job suitability checks

## Staff Selection Criteria

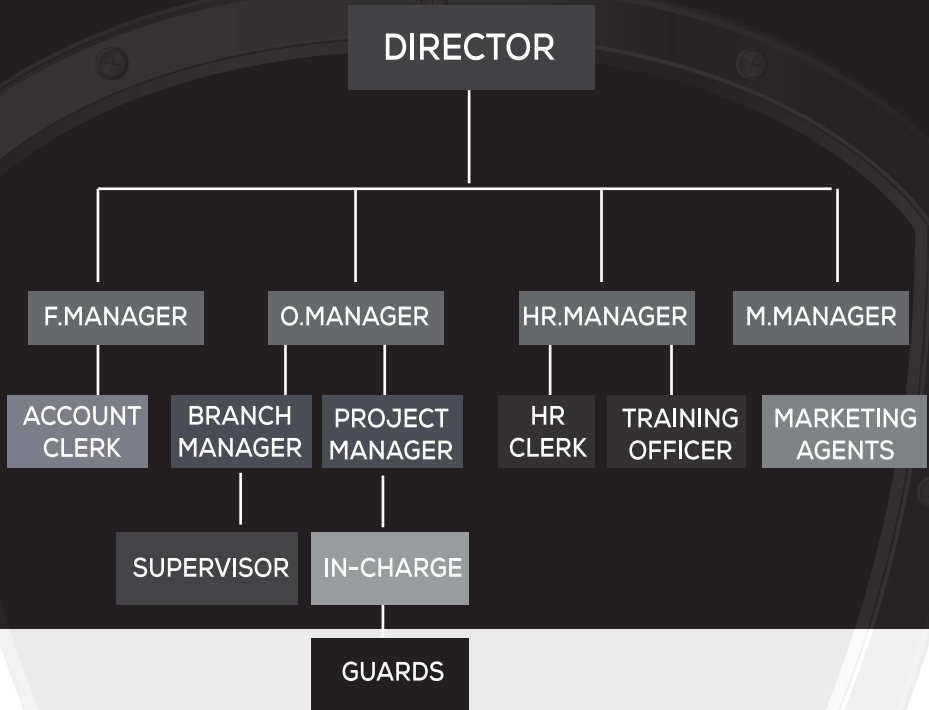
We give Preference to previous industry experience and within the specified service area. Minimum education qualifications; diploma in information technology or telecommunications for the technical staff  
These are the values that lie at the very heart of our operations and provide an insight into the standards and objectives behind our business.

## Our Key Customer commitments

## REFEREES OF ALFACAN SECURITY LTD

NO.	CLIENT	ADDRESS	CONTACT PERSON
1.	RINGVIEW APARTMENTS KILELESHWA	NAIROBI	ALFRED 0724 489 596
2.	LYDIA RESIDENCE (BOMAS KAREN)	NAIROBI	LYDIA 0705786695
3.	PANGANI HEIGHTS	23684 – 00100 NAIROBI	PROPERTY MANAGER 0733868144
4.	SHIMAUILLA APARTMENTS	NAIROBI	CHARLES OMUSE 0739586922 0703300529

# MANAGEMENT CHART



## MR OPILI, MANAGING DIRECTOR AND CO-FOUNDER

Opili, 30 years, holds a Bcom (Hons) degree from MasindeMuliro University Of Science And Technology, Kenya. He also holds a post graduate diploma in Management studies and CPA K, CSIAK,. Enos has worked in various capacities both in the private and voluntary sectors at senior level.

Opilis' specific areas of experience include operations, strategy, HR, compliance, corporate governance, continuity, statutory reporting, finance and more. Opilis' key strengths are commercial awareness, an organised approach, working to deadline, budget and leadership.

## FRANCIS ORAMISI OKITWI, OPERATIONS DIRECTOR

Francis, 39 years is a co-founder, a Bcom graduate in Security Information Systems from Strathmore University in Kenya. He is experienced in finance, Corporate Management, Information management and handling, Customer care and People Management, performance management and service delivery.

## JOSEPH OKWII, MARKETING MANAGER

Joseph, 33 years, holds a Bcom degree, marketing option from Strathmore University in Kenya. He is overly experienced in both private and corporate marketing as well as customer relationship management issues as well as Customer care

## SERVICES WE OFFER

### d) Integrated Security Solution

With the changing trends in crime and the threat of terrorism, an assignment requires more than one security system. A number of devices may be combined like intruder alarm, detection system, fire detection, perimeter security, dog security, remote panic, Search Mirror and CCTV.

The solutions and services are customised to each site and situation based on the individual customer's needs and requirements. A security solution always includes deployment of security officers in combination with some or all of the above components:

The service offering provided by security officers ranges from access control, receptionists, customer care officers and help desk support, to total security solutions.

So, whether your business is a small retail outlet, an out-of-town shopping centre or a distribution centre, gated community, residential premises and institutions like banks, colleges, hospitals etc; Citiguard Systems (K) limited has the solution for you.

## **Commercial automatic system**

### **VALUE FOR MONEY**

Our pricing policy underpins value for money in terms of technical capability, service quality and competitiveness.

### **PRODUCTS**

Safety at work is key priority, we are totally committed to ensuring the safety of our people and those that they are employed to protect. All our people are fully trained to comply with the health and safety requirements of each site that we look after.

#### **Risk Assessment:**

Careful measures are applied to minimise, manage and continuously re-assess potential risks. We offer more than just a highly visible, front of house deterrent, we will identify the risks to your sites and balance essential security needs with the highest levels of customer care and staff protection.

#### **Portable CCTV Solutions:**

Recent advances in digital and cellular technology means that assets can be monitored on a constant or exceptional basis, with these advances, the flexibility of systems allows the solution to be adapted to change in requirements.

#### **Rapid Response:**

The effectiveness of technology depends wholly on the quality and speed of response to a problem. This can take many forms from on-site response through to mobilisation of multi-man teams within a guaranteed time period. We have our very qualified technical staff to enhance installations of security appliances as we also have our reliable suppliers from who we procure

#### **Insurers:**

The Co-operative Insurance of Kenya Ltd, CIC Plaza, Mara Road

# TARIFFS & CHARGES FOR OUR SERVICES

ALFACAN Security Services Limited provides rates which are quite competitive are value for money as follows

The client can chose from any of the tarrifs / clusters listed below  
Ngei Phrase 1

Tariff

Name

4 guards  
2 guards days shift  
2 guards night shift

D. One Private Investigator costs K.sh 120,000/ per month working 12 hours daily, Cost includes suspect mobile phone communication tracking and reports from telecommunication companies that can be used in court against suspected culprits

We provide security and marketing consultancy services and charge depending on the nature and the complexity of the services or assignment required of us by our clientele.

Our rate for consultancy and technical services therefore varies in accordance with the request / demands presented and the duration for which the service provision shall be deem to last. We shall provide a separate technical works guidelines. For more information on consultancy services, our representative shall render advice accordingly





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