Majillano
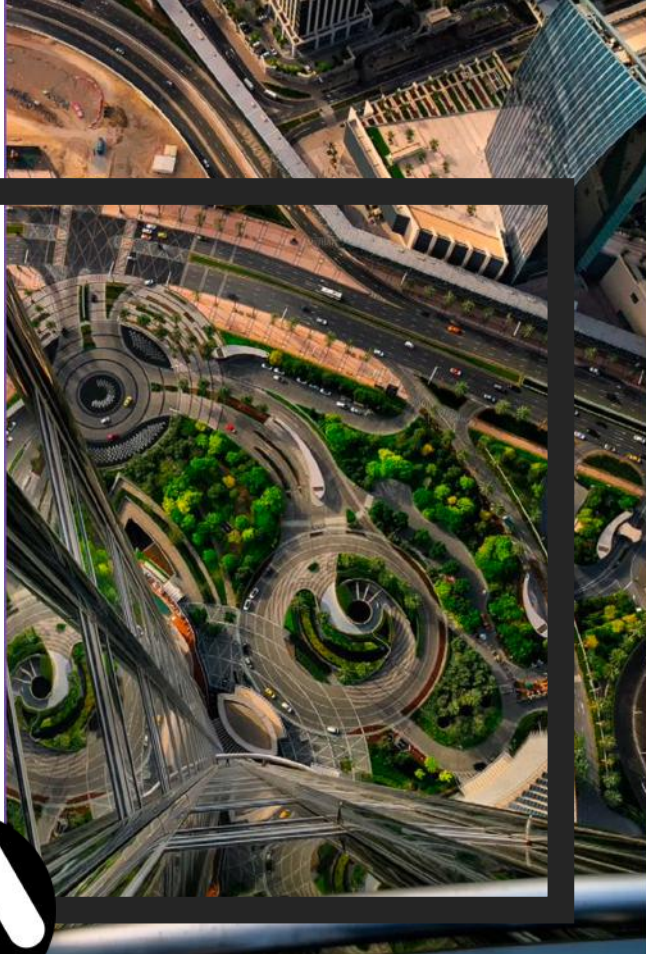
Profile Company

Creative Solutions To Improve Your Business!

Try To Stop Being Everything To Everyone.

To get the most out of the most efforts, you should get the excellent way and choose the perfect and try to set the trust and get the quality and performance with stability & availability along the road

Profile Company - 2021

Content Summary

www.majillano.com

Life is ultimately invaluable but extremely fragile. Values are its pillars, faith is its foundation, and human is its core asset

Our Business

Majillano is a firm established in IRAQ in 2018 to act as an independent consultancy service provider. We are a house of experience teaming up with business partners around the world, contributing an integrated set of multi discipline consulting works.

The company started with a small team doing big jobs. Notwithstanding, currently it is one of the biggest security consultancy companies in the IQ and doing a much bigger business locally and overseas.

Majillano utilises and merges multiple disciplines to produce a sophisticated blend of knowledge to preserve the lives through supreme engineering. Embracing ethics sustains the values we are claiming to convey to our clients. Elaborating concepts results in squared comprehension and providing reliable guidance to achieve assets evolution.

The **Majillano** utilises a flat dynamic organizational structure offering optimum flexibility to adapt to diverse conditions.

Majillano provides four main categories of consultancy services and one training set:

1. Security and Safety,
2. ICT, AV, and ELV,
3. Cyber Security,
4. Software & Data centers, and
5. Training.

Each of them will be detailed in later sections of this
document. Our major clients are governmental entities, enterprise corporates and the big developers. Other clients are varying from lead consultants to retail entrepreneurs.

Headquartered in Dubai, and a sister company is licensed with the different trade name

IRAQ

★ Quality is our Goal ★

MAJILLANO

Certificate authority we own

Company License

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Availability

Quality

Confidentiality

Integrity

MAJILLANO
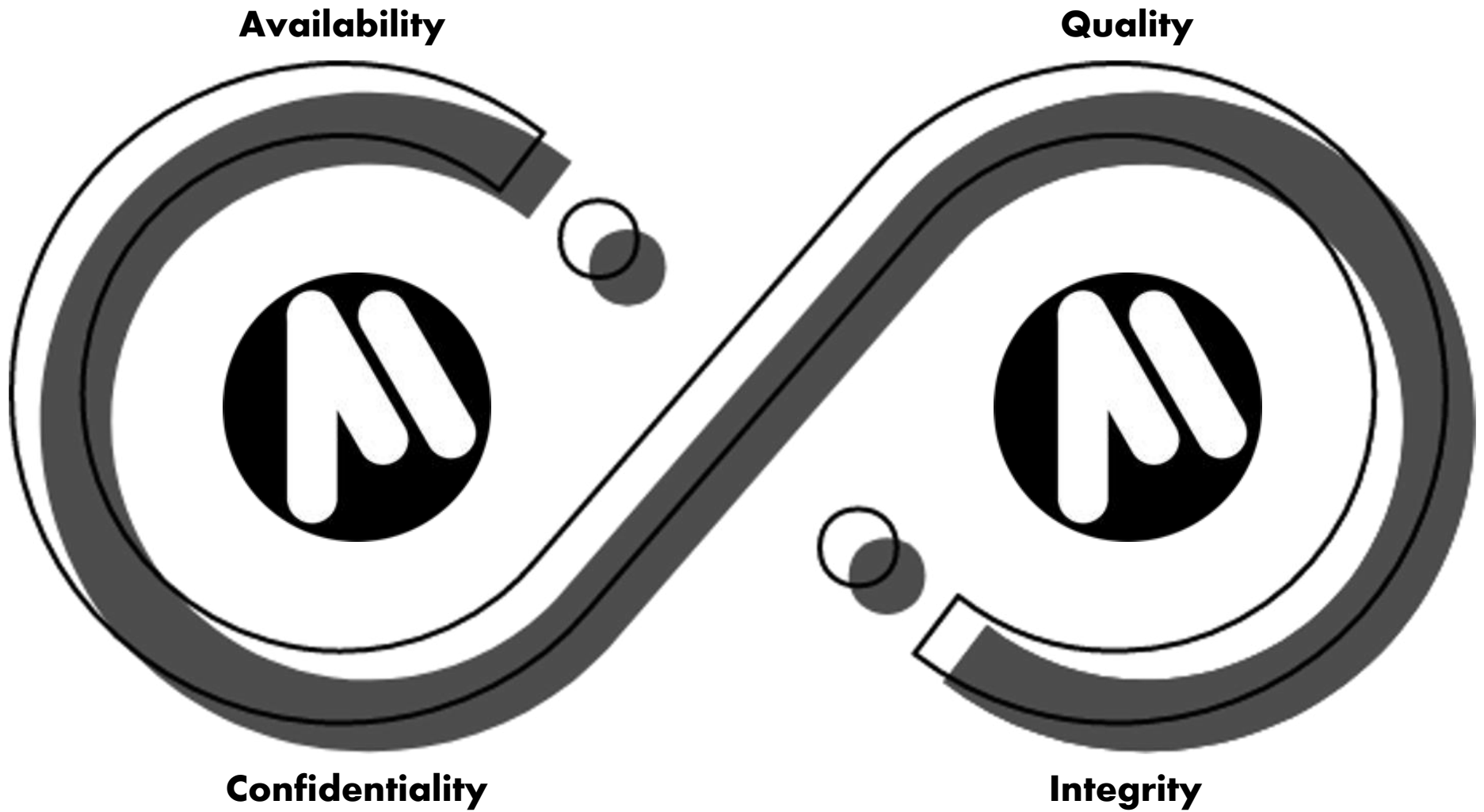
Physical Security

**The real pillars of effective security that we can have in this world
are the reserve of the rights and the combination of knowledge, experience, and ability**

At a glance, we are providing the following main services:
1.Security Master Planning (SMP),
2.Security Threat and Risk Assessment (STRA),
3.Security Design Packages (Pre-concept, Concept, Schematic, and Detailed Designs),
4.Tendering Packages Development,
5.Security Auditing and Inspection,
6.Security Projects Management, and
7.Security Planning and Documentation.

Smart City – Security Services:

1. Smart City Security Strategy (SCSS).
2. Smart City Security Management Plan (SCSMP).
3. Security breach/incident management plan (SB/IMP).

Security Risk Assessment:

1. Qualitative Security Threat and Risk Assessment.
2. Quantitative Security Threat and Risk Assessment.
3. Security Vulnerability Assessment. 4. Cost/Benefit Analysis.

Hostile Vehicle Mitigation (HVM):

1. Functional Assessment of Modus Operandi – Parked, Encroachment, Penetrative, etc.
2. Vehicle Dynamic Assessment.
3. Vehicle Access Control Points (VACPs).
4. Security Landscaping.

Security Master Planning:

1.Security Masterplan Strategy.
    a. Vehicle circulation and access control.
    b. Pedestrian movement frameworks.
    c. Location and access to critical infrastructure and key resources.
    d. Spatial separation of high attractiveness targets, addressing – standoff, offset parking, distribution and land use conflicts.
    e. Plot perimeter definition and protection.
    f. Security Zoning.
    g. Safety and Security Plan.
2.Command and Control Center (C3i) Strategy.
3. Emergency and incident response planning

Security Spatial Planning:

1. City-Wide Security Command and Control Center.
2. Regional Security Control Rooms.
3. Security Equipment Rooms.
4. Security Management Offices.
5. Security Gate Houses.
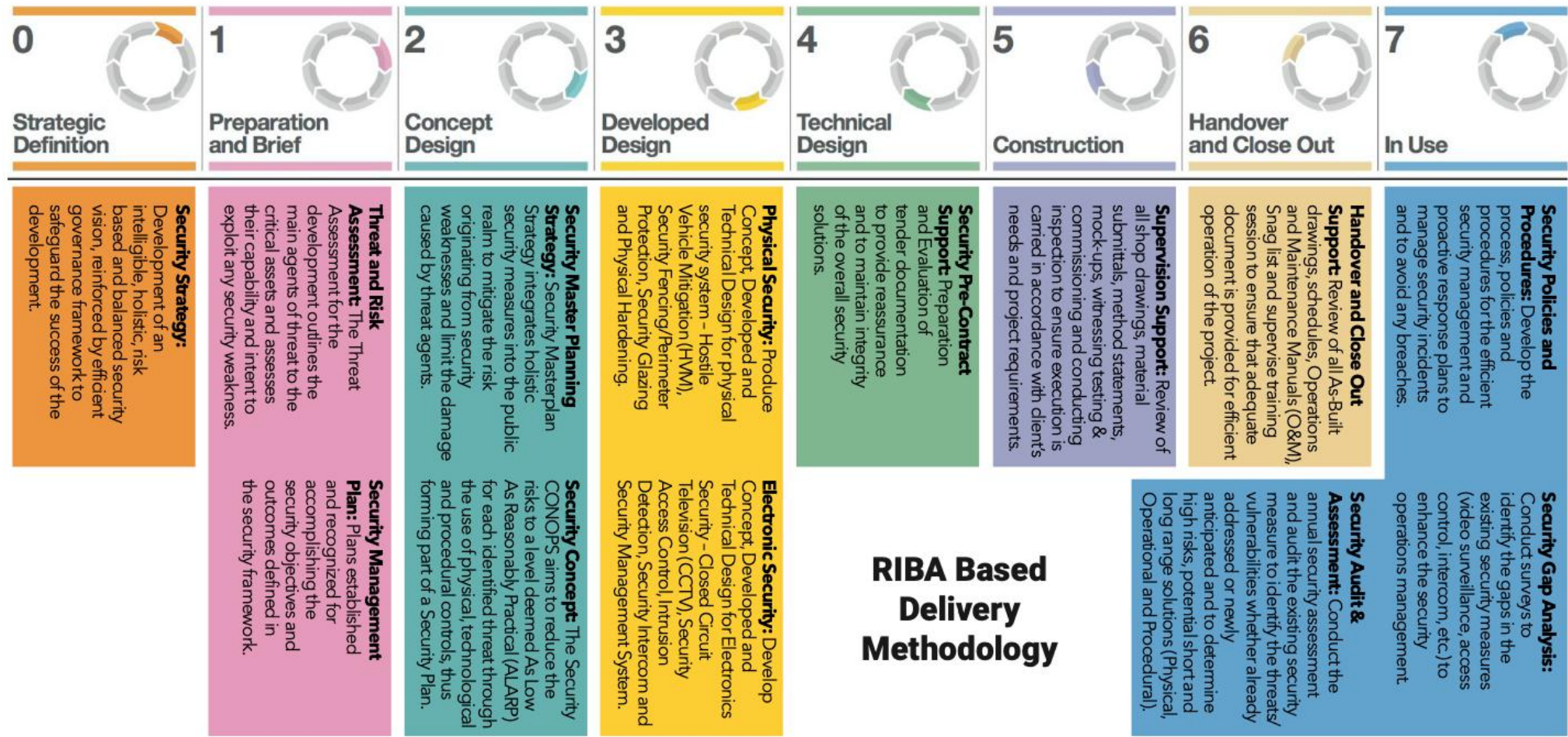6. Lost and Found Rooms.

Electronic Security System:

1.Physical Security Information Management (PSIM).
2.Integrated Security Management (ISMS).
3.Video Surveillance System.
4.Security Access Control System.
5.Intrusion Detection System.
6.Pedestrian Entrance System.
7.Perimeter Security.
8.Audio Video Intercom.
9.Screening Solution (Vehicles/ Pedestrian).

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Operational Security and Training:

1. Security Governance, Risk and Compliance Frameworks.
2. Security Operations Management Plan.
3. Security Police and Procedures.
4. Crisis Management and Business Continuity Plan.
5. Security Audit and Assessment.
6. Security Training Programs.

Physical Security Measures:

1. Security Glazing.
2. Security Doors and Locking Grading.
3. Security Fencing Solutions.

RIBA Based Delivery Methodology

0 — Strategic Definition

Security Strategy: Development of an intelligible, holistic, risk based and balanced security vision, reinforced by efficient governance framework to safeguard the success of the development.

1 — Preparation and Brief

Threat and Risk Assessment: The Threat Assessment for the development outlines the main agents of threat to the critical assets and assesses their capability and intent to exploit any security weakness.

Security Management Plan: Plans established and recognized for accomplishing the security objectives and outcomes defined in the security framework.

2 — Concept Design

Security Master Planning Strategy: Security Masterplan Strategy integrates holistic security measures into the public realm to mitigate the risk originating from security weaknesses and limit the damage caused by threat agents.

Security Concept: The Security CONOPS aims to reduce the risks to a level deemed As Low As Reasonably Practical (ALARP) for each identified threat through the use of physical, technological and procedural controls, thus forming part of a Security Plan.

3 — Developed Design

Physical Security: Produce Concept, Developed and Technical Design for physical security system – Hostile Vehicle Mitigation (HVM), Security Fencing/Perimeter Protection, Security Glazing and Physical Hardening.

Electronic Security: Develop Concept, Developed and Technical Design for Electronics Security – Closed Circuit Television (CCTV), Security Access Control, Intrusion Detection, Security Intercom and Security Management System.

4 — Technical Design

Security Pre-Contract Support: Preparation and Evaluation of tender documentation to provide reassurance and to maintain integrity of the overall security solutions.

5 — Construction

Supervision Support: Review of all shop drawings, material submittals, method statements, mock-ups, witnessing testing & commissioning and conducting inspection to ensure execution is carried in accordance with client's needs and project requirements.

6 — Handover and Close Out

Handover and Close Out Support: Review of all As-Built drawings, schedules, Operations and Maintenance Manuals (O&M), Snag list and supervise training session to ensure that adequate document is provided for efficient operation of the project.

Security Audit & Assessment: Conduct the annual security assessment and audit the existing security measure to identify the threats/ vulnerabilities whether already addressed or newly anticipated and to determine high risks, potential short and long range solutions (Physical, Operational and Procedural).

7 — In Use

Security Policies and Procedures: Develop the process, policies and procedures for the efficient security management and proactive response plans to manage security incidents and to avoid any breaches.

Security Gap Analysis: Conduct surveys to identify the gaps in the existing security measures (video surveillance, access control, intercom, etc.) to enhance the security operations management.

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ICT

Majillano Consultancy services encompass the entire technology requirement for any development. Clients find our 'One Stop Technology Solution' approach reduces their time, expenses, effort and improves coordination.

At a glance, we are providing the following main services and topics:
1. ISP/OSP Telecommunication Services,
2. Converged Infrastructure,
3. Structured Cabling,
4. Wireless Networks,
5. Internet Protocol Television (IPTV) and High-Speed Internet Access (HSIA),
6. Unified Communication (UC),
7. Data Centre (DC), and
8. Distributed Antenna System (DAS)

IT Network

1. Network planning and distributed processing architecture engineering,
2. Active and passive network design,
3. Wireless networks design,
4. Network auditing, analysis and assessment.

Cloud

1. Cloud concept and strategy,
2. Cloud based Extract Transform & Load (ETL), integration and migration, and
3. Cloud application design and development.

Software

1. General Software Consultancy:
   a. Tendering Packages Development,
   b. Software Project Management,
   c. Software and IT Services Quality Assurance,
   d. IT Solutions Evaluation and Test,
   e. IT & Digital Transformation Strategies,
   f. IT Services Delivery, and
   g. Information Security and Architecture Strategies.
2. ERP Implementation & Developments:
   a. Enterprise Resources Planning (ERP) analyses, design and development,
   b. E-government platforms analyses, design and development,
   c. Enterprise Software Strategic Planning,
   d. Implementation services for the following ERP products:
      I. Oracle E-Business Suite,
      II. Fusion,
      III. Odoo.
   e. Solution development using technologies Oracle technologies such as D2K, OAF, ADF, OBIA, OBIEE, SOA, and Oracle Fusion Middle. And Odoo technologies such as Python & PostgreSQL.
3. ERP Support Services:
   a. ERP Functional Support
   b. Technical Support
      i. Database Administration,
      ii. Support Oracle Solutions based on various technologies (EBS, ADF, OAF, MAF..etc.),
      iii. Support Business intelligence Technologies (OBI, OBIEE, DW..etc.),
      iv. Support Odoo solutions.

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ICT

Enterprise Architecture

1. Conceive the intentions,
2. Design the informational model, and
3. Developing the enterprise architecture.

Value Added Services (VAS)

1. Customized enterprise integration and Extract Transform and Load (ETL) services,
2. End-to-end enterprise solution expertise across multiple industry verticals such as retail, healthcare, Telecom, logistics, ports, free zones, public sector, law enforcement, financial institutions, payment gateways, iron & steel and oil & gas.
3. Development of Mobile VAS (MVAS) including but not limited to live and on demand streaming, location tracking, call services and mail
feature, advertisement and shopping, payment gateway and licensing, online interactive applications,
4. Wireless Application Protocol (WAP),
5. Sticker art subscription management,
6. Infotainment platform with full subscription framework implementation,
7. Chatting and conferencing,
8. VAS connection socketing to the operator landing servers using protocols like Short Message Peer-to-Peer protocol (SMPP), link either directly to the Short Message Service Centre (SMSC); or, to a messaging gateway that provides better control of the content, and
9. Over The Top Media (OTTM) services.

Procedures

1. Drafting and updating information technology safety, data security, Software Development Life-cycle (SDLC) and policies,
2. Information governance advice and guidance,
3. ITIL service management assuring correct alignment of organizations' IT
services with the proper operational requirements,

ICT Constructions' Projects

1. Design and tendering management using governmental and international frameworks,
2. Telephone network design and implementation supervision,
3. ICT contracting advisory services and best practice utilization,
4. Radio communication systems,
5. ICT project management consultancy.

Data Centers (more details in the Data Centre section)

1. Comprehensive design of premises based on full engineering approach,
2. Data center IT affairs including active and passive elements,
3. Auditing and analyses for development, troubleshooting and certification preparation,
4. Cloud migration consultancy, and
5. Data center management and operations consultancy.

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Cyber Security

Security leaders are under a lot of pressure to show quick wins while knowing very well that everything they do will be heavily scrutinized and challenged, and ultimately, they will pay the price for things that are not under their control.

At a glance, we are providing the following main services and topics:
Securing passwords and access credentials,
Malware protection,
Privacy protection and anti penetration strategies,
Data breaches and security,
Safe computing and safeguards,
Online scams, and
Mobile security.

Security Threat and Risk Assessment (STRA)

1.Assessment against client's or authorities' proprietary policies and standards,
2.Quantitative STRA, and
3.Qualitative STRA.

Security strategies, procedures, manuals, guidelines, rules, regulations, and plans development,

Network security

1. End point device administration,
2. Device Integration,
3. Device set up configuration and review,
4. Patch Management, and
5. Business continuity planning and testing.

Security auditing, inspection and governance. We conduct audit and

Security Systems Architecture

1. Independent review and validation of recommended security architectures,
2. Register, develop and map IT processes to industry-standard methodologies, e.g.. Sherwood Applied Business Security Architecture (SABSA), The Open Group Architecture Framework (TOGAF),
3. Develop, design and implement Identity and Access Management (IAM) solutions,
4. Comprehensive and detailed network and infrastructure design,
5. Integrated application design,
6. Manage project transitions and systems integrations using traditional or agile approaches,
7. Design and deliver Big data and analytic solutions,
8. Chair or participate in an organization Technical Design Authority (TDA),
9. Develop, design and implement the Security Operations Centre (SOC) and Security Information and Event Management (SIEM) solutions,
10.Deliver Cryptographic and Cryptographic key management solutions,
11.Firewalls and bastions servers,
12.Access Control System (ACS),
13.Intrusion Detection Systems (IDS), and
14.Key generation system.

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Cyber Security

assurance reviews in reference to any international standard, act or regulation including but not limited to:

1. National Institute of Standards and Technology (NIST),
2. Control Objectives for Information and Related Technologies (COBIT),
3. Information Security Management System ISO27000,
4. Payment Card Industry Data Security Standard (PCI-DSS),
5. Product standards,
6. Data Protection Act,
7. General Data Protection Regulation (GDPR),
8. Cyber Essentials and Strategies,
9. Security and resilience – Business continuity management systems – Requirements ISO 22301:2019, and
10. Security techniques – Key management ISO 11770.

Supportive services to achieve international certificates like ISO and BS.
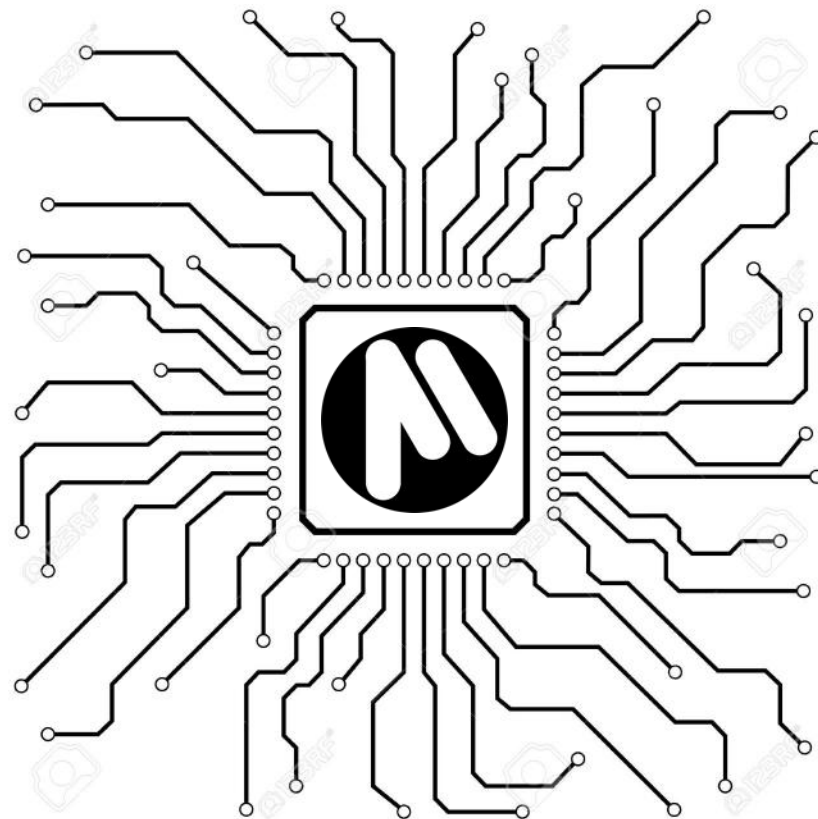
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ELV

Extra-Low-Voltage consultancy set of services is an essential division in Majillano Consultancy that participates in most of our business activities.

At a glance, we are providing the following main services and topics:
1. Audio Visual Technology,
2. Security Systems,
3. Network Solutions,
4. Life Safety Systems,
5. Building Automaton and Control, and
6. Other Systems.

Audio Visual (AV) Technology

1.Large format screen of LED, seamless and edge blended displays,
2.Audio Video (AV) distribution, control and processing systems and conferencing solutions,
3.Digital signage and smart guidance systems, and
4.Background music (BM) systems. a

Security Systems

1. CCTV,
2. Access control,
3. Intrusion detection,
4. Security integration platforms, and 5. Smart security platforms.

Life Safety Systems

1.Fire alarm and fire suppression systems,
2.Emergency lighting systems, and
3.Public Address (PA) and Guidance System (GS).

Building Automation Systems and Control Systems

1. Building Management System (BMS),
2. SCADA,and
3. Lighting control system.

Other Systems

1.Queue management systems,
2.Master clock systems,
3.Nurse call systems, and
4.SMATV and IPTV.

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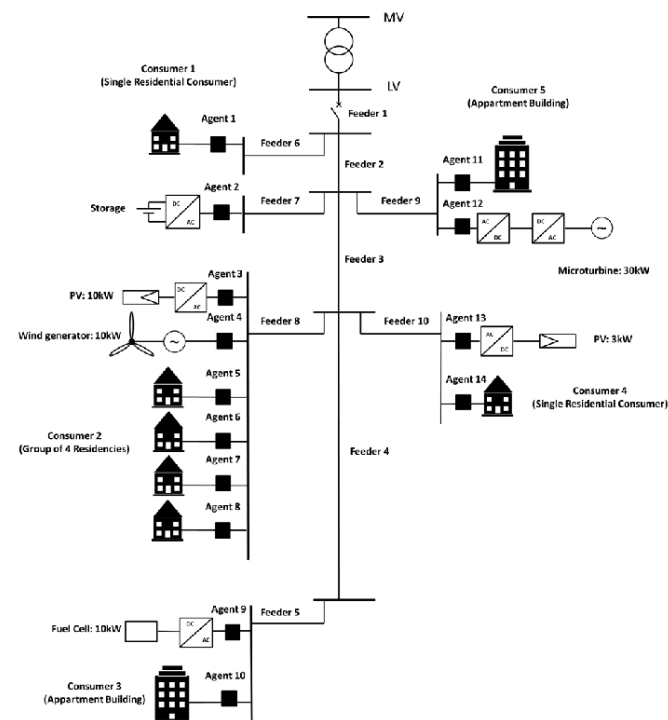
Data Center

The data center is the most critical resource within any organization. It affords the ability and capacity for all data storage, management and distribution. It is the heart of data, applications and associated communication for the entire business.

At a glance, we are providing the following main services and topics:
1. Initial assessment and site selection,
2. Pre conceptual and concept design,
3. Detailed design and tendering packages development,
4. Building Information Modelling (BIM) services,
5. Cooling and power efficiency,
6. Operations guidance, and
7. Certification assistance.

Initial Assessment and Site Selection

1. Full risk assessment,

2. Site selection criteria development,
3. Setting up the compliance criteria,
4. For existing data centers, comprehensive gap analyses to determine enhancement opportunities, and
5. Preliminary requirements for specified certification.

Pre Conceptual Report and Concept & Schematic Designs

1. Specifying the constraints,
2. Setting functional, sustainability and efficiency expectations,
3. Determining the complexity, modularity and future expansion parameters,
4. Presenting the pre conceptual report to the stakeholders,
5. Concept design development including:
   a. Overall business objective,
   b. DC and Critical areas MEP load calculations,
   c. Power and cooling strategies and distribution options,
   d. Indicative MEP rooms and installation layouts (e.g. location and size of fuel storage tanks, generator system, MEP plant rooms, CRAC/cooling units including condensers/chillers, fire suppression and security systems),
   e. ESD options considered and related lifecycle costs,
   f. Design recommendations,
   g. Architectural layout and recommendations for the data center and IT related areas,
   h. Preliminary budget,
   i. IT Cabling design and distribution philosophy,
   j. Physical Security philosophy (including zoning and tiers), and
   k. Physical Security Threat & Risk Assessment (STRA).
6. Schematic design including:
   a. Overall business objective,
   b. Floor plans, stacking plans and layouts,
   c. MEP design including indicative layouts, power and cooling distribution,
   d. IT design including schematics, distribution and IDFs (if required),
   e. Physical Security schematics and indicative layouts in line with zones and tiers,
   f. ESD options to be incorporated,
   g. Overall project budget to an accuracy of ±10%.

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Data Center

Detailed Design and Tendering Packages

1. Value engineering formulation,
2. Holistic facility, equipment and services design, including:
    a. Structural recommendations,
    b. Structured cabling design,
    c. Architectural floor plans and layouts,
    d. Sections and details for CR and core services elevations,
    e. Ironmongery package including door schedules,
    f. Firefighting & emergency packages,
    g. Fire escape routing drawings,
    h. Wall details and schedules, and
    i. Civil defense drawings.
    j. Structured cabling,
    k. Generators and Uninterruptible Power Supplies (UPS),
    l. Computer Room Air-Conditioning/Air-Handling (CRAC/H),
    m. m.Power Distribution Units (PDUs),
    n. Heat Rejection System,
3. Tendering packages:
    a. General Specifications:
    b. Standards
        i. Climatic Conditions and Equipment
        ii. Product Guarantee Period
        iii. Operating and Maintenance Manuals Requirements
        iv. Site Safety
        v. Quality Assurance
        vi. Environmentally Sustainable Design
    c. Technical Specifications
        i. System Description
        ii. Scope of Service
    d. Testing and Commissioning
        i. Off-site Tests
        ii. On-Site Tests
        iii. Heat Load Test (HLT)
        iv. Integrated Systems Test (IST)

e. Completion Certificate,
f. Employers instruction in the use of the system,
g. Operations and Maintenance
        i. Preventative Maintenance
        ii. Service Level Agreement
h. Specification Data Sheets, and
i. Schematic and Layout Drawings.

Building Information Modelling (BIM) Services,
Cooling and Power Efficiency,
Operation Guidance, and
Certification Assistance.

Certified Data Center Design Professional

CDCDP®

Expires: December 31 2023

MAJILLANO

Some Past Performance

This business requires a team with extensive experience in the associated professional fields.

During the age of our company, many worthwhile projects have been finished successfully and considered as achievements. This section highlights some points of pride, providing full consultancy services to the following sectors:

1. Governmental Sector,
2. Law Enforcement,
3. Public Transportation and Traffic,
4. Telecommunication,
5. Entertainment Industry,
6. Retail Industry,
7. Real-estate Industry,
8. Industrial Sector,
9. Money and Precious Material,
10. Oil and Gas Industry,
11. Communities,
12. Sports Industry,
13. Educational Industry, and
14. Health Industry

Our Project

All of our projects are pillars of our success, and we are genuinely gratified at participating in them. The projects list is enormous, and the challenges are incredibly various, but our pride is unique, and promises are successfully achieved. Each project is an inspirational journey of team synergy, achievement delight, and knowledge gaining. Concurrently, it is a bridge to new networks of relationships and more business opportunities.

ICT

Information and telecommunication-technology related activities.

ELV

The extra low voltage systems design and tendering packages covering the Separated ELV, Protective ELV and Functional ELV.

Security

Physical and Cyber security incorporating all stages of the project and operations.

Supervision

To ensure the correct implementation of the approved design.

Al-Safeer Hospital - Baghdad, IRAQ

Majari Baghdad – Baghdad , IRAQ

ROAD AND TRANSPORT AUTHORITY (RTA) - DUBAI, UAE

BLUEWATERS ISLAND - DUBAI, UAE

SMART PARKS AND RESORT - DUBAI, UAE

COCA COLA ARENA - DUBAI, UAE

Dubai (DUBAL) Aluminium

Dubai Safe City Project (Oyoon)

KING ABDUL AZIZ ROAD (KAAR) - MAKKAH, KSA

Dubai Financial Centre (DFC)
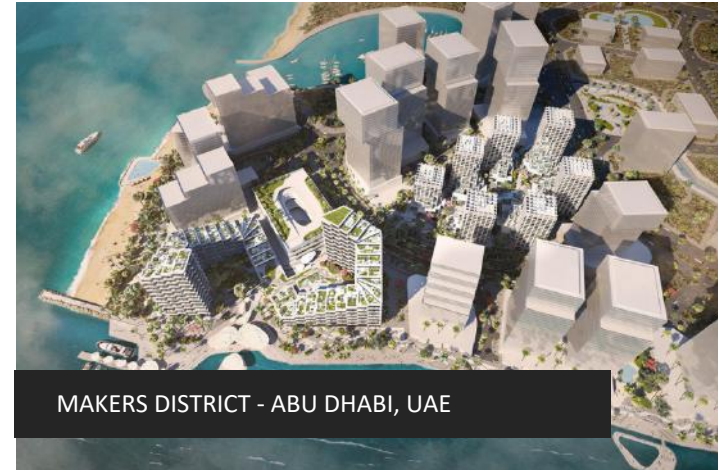
MAKERS DISTRICT - ABU DHABI, UAE

EXPO2020 - DUBAI, UAE

DUBAI HARBOUR - DUBAI, UAE

AMERICAN UNIVERSITY IN SHARJAH (AUS) - SHARJAH, UAE

DUBAI WATER CANAL - DUBAI, UAE

MAKERS DISTRICT - ABU DHABI, UAE

DUBAI HARBOUR - DUBAI, UAE

DRAGON MART - DUBAI, UAE

IBN BATTUTA MALL - DUBAI, UAE

AL AWIR CENTRAL JAIL - DUBAI, UAE

AL MURAGGABAT POLICE STATION - DUBAI, UAE

SMART POLICE STATIONS (SPS) - DUBAI, UAE

MARSA AL SEEF, DUBAI, UAE

DATA CENTRE FOR THE FEDERAL MINISTRY OF ENERGY - UAE

GLOBAL VILLAGE - DUBAI, UAE
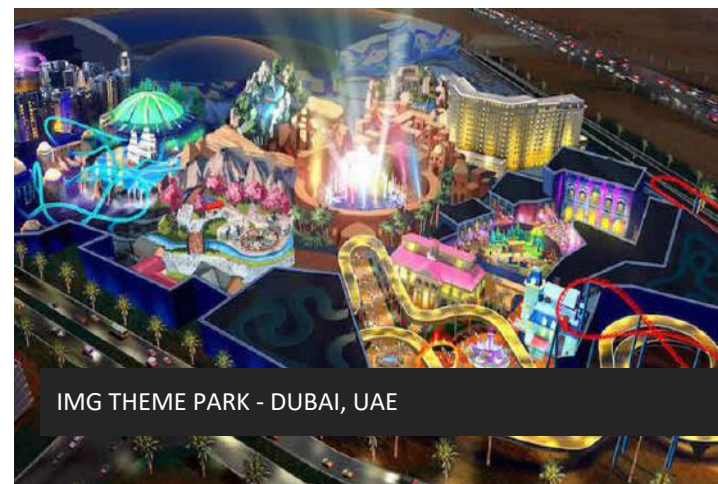

LEGOLAND HOTEL - DUBAI, UAE
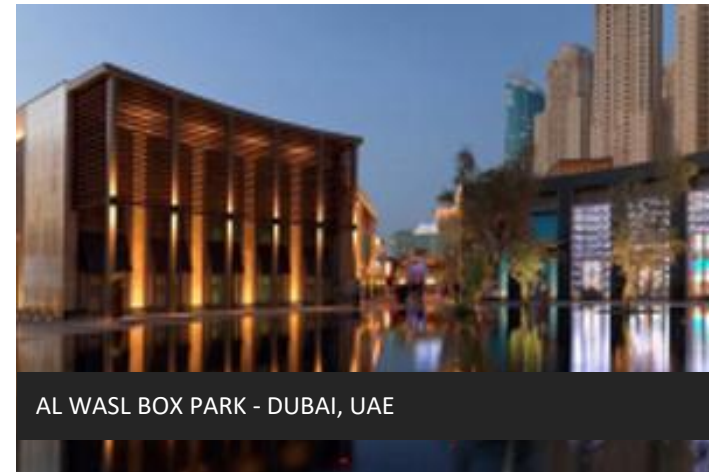
LEGOLAND THEME PARK - DUBAI, UAE

BOLLYWOOD THEME PARK - DUBAI, UAE

MOTIONGATE THEME PARK - DUBAI, UAE

IMG THEME PARK - DUBAI, UAE

IMG THEME PARK - DUBAI, UAE JUMEIRAH BEACH RESIDENCE (JBR) - DUBAI, UAE AL WASL BOX PARK - DUBAI, UAE

AL WASL BOX PARK - DUBAI, UAE

FEDERAL MINISTRY OF HUMAN RESOURCES AND EMIRATISATION DATABASE - UAE

NAKHEEL MALL OF JUMEIRAH PALM - DUBAI, UAE

GOLDEN MILE OF JUMEIRAH PALM - DUBAI, UAE

ATLANTIS HOTEL OF JUMEIRAH PALM - DUBAI, UAE

COMMUNICATION SECURITY POLICY FOR DU TELECOMMUNICATION - DUBAI, UAE

CENTRAL PRISON - SHARJAH, UAE

VICEROY HOTEL OF JUMEIRAH PALM - DUBAI, UAE

DUBAI MALL, DUBAI, UAE

IKEA THUMAMAH - RIYADH, KSA

BAYLASUN CANAL RESIDENTIAL COMPOUND - KING ABDULLAH ECONOMIC CITY, KSA

SHAMS PARK - ABU DHABI, UAE
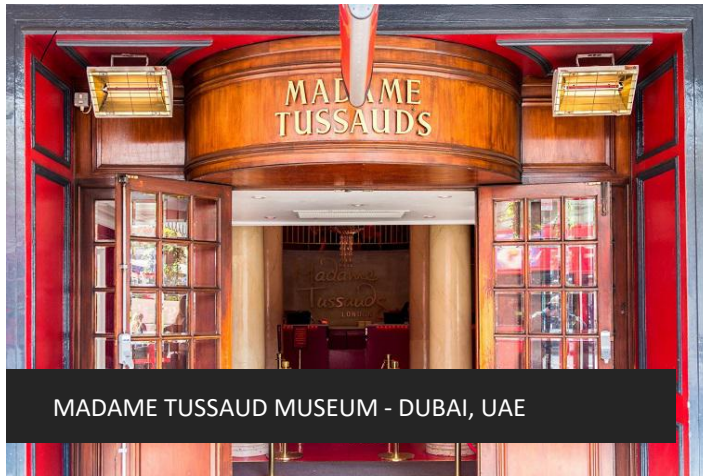

QASR AL JURF - ABU DHABI, UAE

THE NEW DOHA INTERNATIONAL AIRPORT - DOHA, QATAR

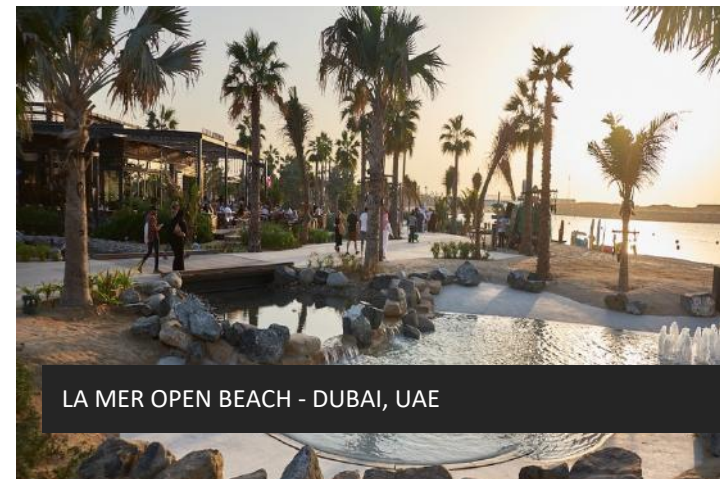COVE RESIDENCE APARTMENTS - DUBAI, UAE

SHARJAH CRICKET STADIUM - SHARJAH, UAE

JUMEIRAH EMIRATES TOWERS HOTEL - DUBAI, UAE

MEYDAN - DUBAI, UAE

DUBAI OPERA HOUSE - DUBAI, UAE

MADAME TUSSAUD MUSEUM - DUBAI, UAE

SIX FLAGS ADVENTURE PARK - DUBAI, UAE

AKOYA OF DAMAC - DUBAI, UAE

LA MER OPEN BEACH - DUBAI, UAE

OPUS TOWER- DUBAI, UAE

BADR DEVELOPMENT - DUBAI, UAE

IMPERIAL TOWER - DUBAI, UAE

Company Profile

Telephony

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UAE : +971503935292

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Email : m.jubouri@majillano.com

Links

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