



ARMON TECHNOLOGIES KENYA

COMPANY PROFILE



ARMON TECHNOLOGIES KENYA
YOUR PREFERRED TECHNOLOGY PARTNER

ABOUT ARMON TECHNOLOGIES

We are an ICT company that prides itself in delivery of cost-effective future proof solutions, backed by exemplary customer service.

We are a 100% Kenyan owned company that delivers much needed customer satisfaction in the ICT industry. Through a participatory design process, innovation and continued research, our highly skilled technical team has delivered tailor-made solutions across all sectors and industries.

By partnering with world leading technology manufacturers and vendors, we ensure that the solutions we design integrate the latest, cutting edge technology tailored to fit your specific requirements. Working closely with our partners, our highly skilled team is trained and has access to partner resources; this ensures deployment of every project is a success

PURPOSE, MISSION & VISION



Mission & Vision

OUR MISSION VISION & PURPOSE

Our Purpose

To Provide Quality and excellent ICT solutions to meet our clients expectations.

Our Mission

To Ease the operations of our client's core business with the best ICT solutions.

Our Vision

To be the regional leader in The ICT industry offering the best and latest ICT solutions..

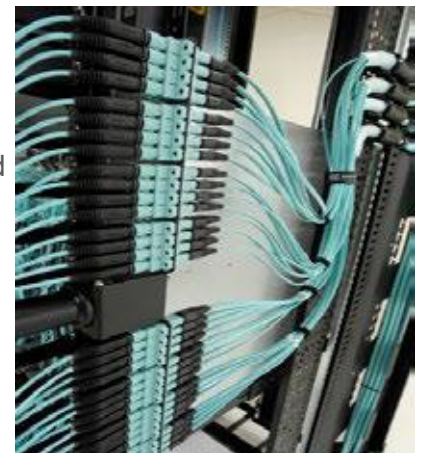


NETWORK SOLUTIONS

We have been recognized and awarded premier partnership by Nexans, an international cable manufacturer, due to our competency and technical experience in the structured cabling industry. We offer the latest range of copper and fiber optic cabling solutions. We were the first in the region to introduce the CAT7 cabling solution that supports speeds of up to 10G. In addition to Nexans we have also partnered with and are certified by other cable manufacturers such as Siemon and Giganet. Backed by 20 years manufacture warranty on all our cabling solutions, customers experience an immediate ROI with assurance of optimal performance of the solution.

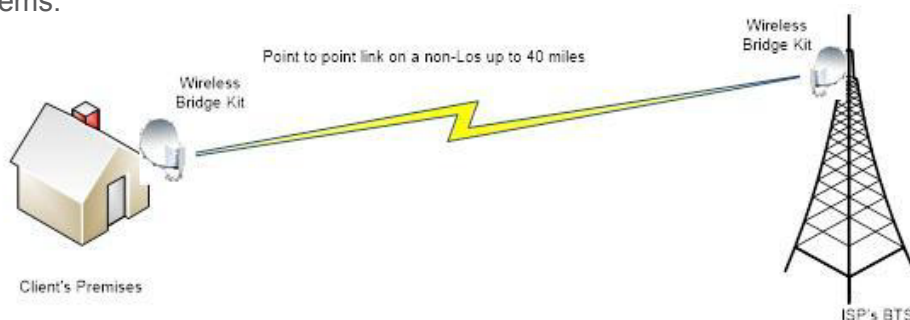
Each solution that we deliver has :-

- Neatly done cabinet with well done, presentable cables & pathways.
- High quality termination - No attenuation or failure of the network
- Easy network management - with proper labeling of all points both at the end user outlets and at the patch panel
- A 20 year warranty on the network system starting from the moment it's handed over.
- Documentation showing the points, their layout and corresponding labels.
- Test certificates with the results of network tests carried out at the end of the installation



We also offer various wireless network solutions ranging from small home W-LANs to large Campus and City WIFI hotspots. For the Hotel industry, we have the RUCKUS Wireless network solution which we have deployed in large Hotels like the Norfolk. RUCKUS is well customized to serve the Hotel architecture flawlessly. In addition to RUCKUS, we offer other solutions such as, UNIFI, D-Link, Cisco Clean air & Meraki.

We also offer wireless bridging systems for non line of sight links up to 40 miles where we link ISP's base stations to clients CPE's with links capable of speeds up to 150 megabits/second through dense foliage, heavy urban environments or any other line of sight obstructions that cause propagation issues with higher frequency 802.11A/B/G/N systems.





VIRTUALIZATION SOLUTIONS

Consolidate multiple, under-utilized physical servers on a single host, running Virtual Machines. Using a wide range of centralized tools, IT managers can increase availability of their servers by applying modern failover and recovery techniques.

Faster deployment of new resources will reduce the time taken to get new employees up and running. It is a deal for businesses in need of highly efficient, low-risk email, networking, virtualization and messaging solutions. Discover why businesses around the world rely on server virtualization solutions for the highest level of efficiency, insight and control. Presco solutions deliver integration experience designed to speed up the implementation of new business computing technology.

Desktop Virtualizations

NComputing In A Box: This solution takes the guess work out of desktop virtualization and allows you to find the right solution for your needs quickly, within budget and with your green computing desires in mind. In a Box solutions are all inclusive, pre-tested and easy to deploy solutions which can be right-sized to suit your current needs and expanded in the future with modular add on. Spanning Education to the Enterprise, NComputing In a Box solutions are the perfect fit for you. The NComputing technology lowers desktop computing costs, improves manageability, and reduces both energy consumption and e-waste. It is the perfect solution for leveraging the power and potential of PCs and cloud computing.



Classroom In A Box: This solution will enable you to provide comprehensive computer resources to more students at a lower cost at every level of education. This solution is ideal for classrooms, computer labs, testing centers, libraries as well as more extensive higher education campus deployments.

Office In A Box: Desktop virtualization provides an excellent alternative to traditional PCs for many organizations, from SMBs to the Enterprise. With Office in a Box, you receive a pre-tested, all-inclusive desktop virtualization solution that will meet the computer performance demands of a growing business.





UNIFIED THREAT MANAGEMENT SOLUTIONS

In today's Information age, need for continuous internet connectivity cannot be denied. As an individual user or as an employee in your organization, blended threats are waiting to attack you by identifying one vulnerable moment when your defenses are low. These can be viruses, malware, spam, Trojans and insider attacks like data theft and leakage. Securing you – the User, thus becomes critical! How do you ensure continuous security against sophisticated IT security threats?

We have partnered with Cyberoam and Sophos to offer UTM identity-based security solutions that can secure your every move at work, at home and while you travel from the network gateway to the endpoints. It binds security with your identity and works as your private security guard, even when you are away from work or at home. Its end-point security protects your sensitive data by securing your endpoints, storage devices and controlling applications.

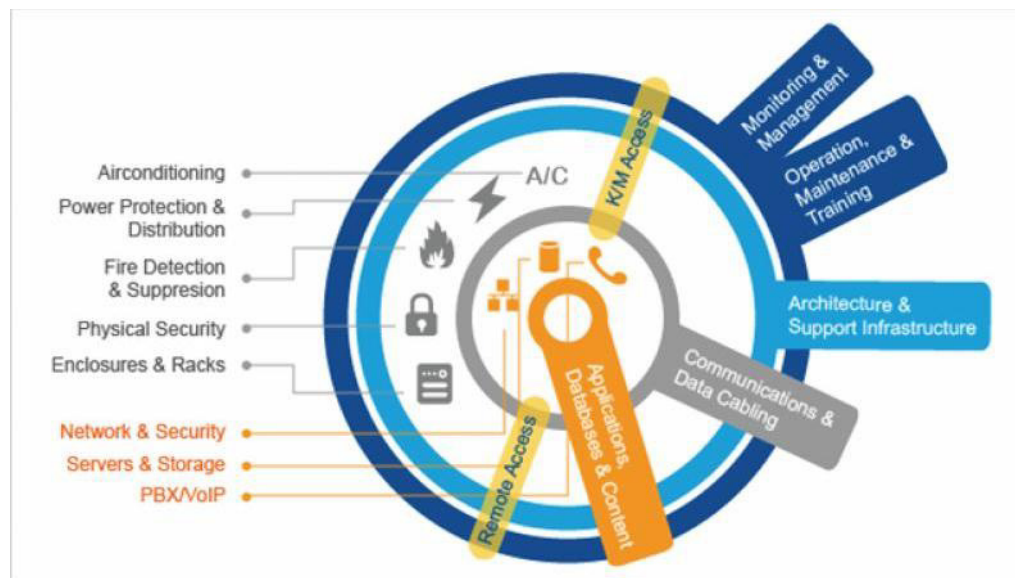


Our UTM solutions offer security without compromising on your connectivity and productivity. It offers a combination of best-of-breed assembly of solutions over a single interface, resulting in a complete, dependable shield that network threats find extremely difficult to penetrate.



DATA CENTRE SOLUTIONS

At Presco Solutions, we believe that your data center strategy should be a source of your strategic advantage. As the market leaders and one of the most experienced data center companies in the region, we put our expertise to work for your business, partnering with you every step of the way to achieve the business outcomes you need.



Our services include:

- **Assessment:** We review the client's requirements with a location assessment that includes technology, systems, designs, integration, and energy management.
- **Strategy development:** We recommend an approach to leverage the most advanced data center technology and systems available and ensure alignment with the client's objectives.
- **Design:** Based on the assessment and approved strategy, Presco designs the data center to provide high availability, flexibility, and simplicity.
- **Construct:** Upon approval of the design, Presco will construct the data center using best practice processes, systems, and services.
- **Commission:** When construction is completed, Presco will commission the data center and monitor operations for a specified period to ensure delivery of anticipated results.

We offer a wide range of laptops and desktop computers starting from the low-end for home users to high end business machines for the busy office users. We have partnered with international computer manufacturers such as Dell, HP, Lenovo, IBM, ASUS, Samsung and Mecer to give our customers wide range of solutions to choose from.

We are DELL preferred partners in the region giving us the exclusive opportunity of working with Dell directly in regards to the various solutions that they have to offer. From its business-savvy Latitude laptops to its gaming powerhouse XPS, Alien ware desktops and self-cooled servers Dell has made its mark on the PC and server landscape. Plus the computer manufacturer offers customization options that few of its competitors can match, making for a unique line of offerings. As preferred partners we in turn pass this to our clients.



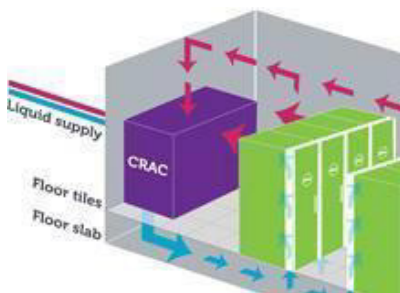
Self Cooling Cabinets

Presco Solutions has partnered with DELL to provide the DELL self-cooling cabinet for data solutions to save on energy and operations cost.

Simple, Cost-effective Deployment.

Imagine your raised floor data center without curtains or dividers, cross-aisle containment panels or even a traditional hot aisle/cold aisle containment layout at all. Energy Smart Racks enable you to:

- Install rack enclosures one at a time instead of setting up whole pods for aisle containment.
- Position each rack directly above a well-ventilated tile to capture cold air directly into a controlled flow environment within the rack enclosure.
- Deploy fewer racks since you can increase the density of IT equipment installed in each one.
- Build out your data center without impacting facilities such as on-site fire-suppression systems.



In addition, the Energy Smart Rack design uses the standard Dell rack frame in standard 42U and 48U heights (40U and 46U of useable internal space, respectively). The 600mm x 1200mm footprint fits on two standard floor tiles. No on-site assembly is required.



UNIFIED COMMUNICATIONS SOLUTIONS

Unified Communications is the integration of real-time communication services such as Telephony (voice), video conferencing, data sharing, instant messaging (chat), presence information, call control, speech recognition and messaging (voicemail, e-mail, SMS and fax)

UC is not necessarily a single product, but a set of products that provides a consistent unified user-interface and user-experience across multiple devices and media-types.

The department oversees design, installation, configuration, maintenance, repair and wiring of all Unified Communications systems.

Services/Products Description

Unified Communications department provides the best products and services to all its clients through trained and qualified Engineers. The products range from Alcatel-Lucent & Cisco among others. We offer various capacity and feature needs depending on the client requirement or specifications.

We have solutions for small medium enterprises (SME's) to large enterprises. The unified communications systems we provide are of the state of the art and provide improved efficiency services and combine multiple applications.

The UC systems also adapt to meet client needs now in the future making, it easy to upgrade or expand and providing a more cost effective solution to suit the client specific needs.

ALCATEL LUCENT

The Unified Communications department deals with Alcatel-Lucent Telecommunications Equipment products that are focused on fixed, mobile and converged networking hardware, IP technologies, software and services.

Among the products Unified Communications department deals with is:

i) **Alcatel-Lucent OmniPCX Office:** Is an “e-communications server” a new “all in one” concept combining proven telephony functions with access to all the resources of Unified Communications. The multi-purpose server provides a global communication solution for small and medium scale enterprises with 6 to 200 employees.



ii) **Alcatel-Lucent OmniPCX Enterprise:** The Alcatel-Lucent OmniPCX Enterprise is a highly scalable solution based on a pure software communication server platform that provides multimedia call processing for both Alcatel-Lucent and third party clients/phones. The OmniPCX Enterprise Communication server combines traditional telephone functions with support for internet-based telephony and multimedia communications to create rich call-handling applications that deliver world class business telephony features for medium, large and very large sized companies.



iii) **Alcatel-Lucent Hospitality:** Our hotel solutions run on two call servers that have received unanimous praise from industry specialists. Both servers have been specifically customized for the hotel industry, with you in mind. So whatever the size or needs of your hotel, we have a solution to match.



iv) **Alcatel-Lucent Contact Center:** Contact centers are a critical component of your organization's interaction with existing and potential customers. Building the most efficient contact center is a challenging and crucial process since:

Customer care depends on the efficient routing to the most knowledgeable customer representative.

Managers need the flexibility and power of a modern contact center system to control and reduce costs and react to market changes.

Supervisors need management applications to monitor service levels and make real time system adjustments regardless of an agent's physical location.



CISCO SYSTEMS

We are **Cisco Premier Partners** that deal with Cisco networks solutions that are worldwide leading in networking and transforms how people connect, communicate and collaborate. We design, sell, install and configure Cisco networking equipments depending on client specifications. Among the Cisco products Unified communications department deals with is:

i) **Cisco Unified Communications Manager**: Cisco Unified Communications Manager is a Unified Communications software and the heart of Cisco Collaboration services, enabling session and call control for video, voice, messaging, mobility, instant messaging (IM), and presence. It offers simplified voice systems that can help cut costs and simplify provision and maintenance. It assists people collaborate more effectively and with its mobility capabilities can help people work anywhere on any device.

ii) **Cisco Business Edition 6000**: Cisco Business Edition 6000 (BE 6000) is designed for organizations with up to 1000 employees. The solution offers premium voice, video, mobility, messaging, conferencing, instant messaging and presence, and contact center features on a single, integrated platform. The solution provides core communication capabilities that midsize businesses need for improved collaboration across their value chain.



v

iii) **Cisco Unified Communications Manager Express**: Cisco Unified Communications Manager Express (Unified CME) provides call processing to Cisco Unified IP Phones for distributed enterprise branch-office environments and retail-specific deployments. It enables the large portfolio of Cisco Integrated Services Routers (ISRs) to deliver unified communications features that business users commonly use to meet the voice and video communications requirements of the branch office. Cisco Unified Communications Manager Express allows you to deploy a cost-effective, highly reliable communications system using a single device with Cisco IOS Software. It is designed for organizations with up to 450 employees and capacity is dependent of type of ISR (router).



iv) **Cisco Unified Communications 560 (UC560)**: The Cisco Unified Communications 560, a central part of the Cisco Smart Business Communications System (SBCS), is an affordable unified communications appliance that provides voice and data communications, voicemail, automated

attendant, video, security, and wireless capabilities while integrating with existing desktop applications such as calendar, email, and tested third-party applications. This easy-to-use solution supports up to 138 users and provides flexible deployment options based on your needs, supporting a wide array of IP phones, public switched telephone network (PSTN) interfaces, and Internet connectivity.

v) **Cisco Unified Communications 540 (UC540):** The Cisco Unified Communications 540, a central part of the Cisco Smart Business Communications System (SBCS), is an affordable unified communications appliance that provides voice and data communications, voicemail, automated attendant, video, security, and wireless capabilities while integrating with existing desktop applications such as calendar, email, and other tested third-party applications. This easy-to-use solution supports up to 32 users and provides flexible deployment options based on your needs, supporting a wide array of IP phones, public switched telephone network (PSTN) interfaces, and Internet connectivity.



CISCO TELEPRESENCE

vi) **Cisco Telepresence:** The Cisco TelePresence is a set of various video endpoints that transform any flat panel display into a sleek and powerful Telepresence system. They are designed to deliver high definition video and multiparty conferencing with the flexibility to accommodate various room size and configurations - all at a value price. They support embedded capability for multipoint support with Cisco TelePresence MultiSite technology, enabling users to add three additional participants to a Telepresence call.

JUSTIFICATION OF OPPORTUNITY

The Internet has opened huge market opportunities for mid-sized businesses, enabling them to gain significant market share. To continue growing our business, we need a real, competitive advantage. This is where the Unified Communications solutions play an important role: it provides you with a great opportunity to improve employee efficiency, increase customer satisfaction and ensure more cost-effective IT operations.

We also can guarantee that the Unified Communication solutions will stimulate:

- The efficiency and collaborative work of your existing teams, mobile sales force and in-the-field teams,
- The development of added-value services for your customers,
- The efficient management of your operations.

We are fortunate as a department to have the technical and service capacity to install and support the Unified communication solutions. Our ultimate goal would be to help turn our clients ICT investments into a profitable venture that allows them to focus more on managing the growth of their business and less on worrying about a possible communication breakdown.



IP SURVEILLANCE SYSTEMS

Presco is a solution integrator for various leading brands of cameras including the ACTi, Arecont Vision and the D-Link cameras. We major in providing quality service to our clients hence committed to providing the megapixel cameras with various features like day/night vision, wide/Superior dynamic range features, Panaromic Viewing among others. Our solutions range from small-scale systems to large-scale networked camera solutions.

Some of our major clients include; Old Mutual Ltd, Techno-brain Ltd, Netherlands Embassy, West Indian Ocean Cable Company, Rentokil, RBA, Africa Fuel, etc.



ACCESS CONTROL SYSTEMS



Presco has branded itself with the **FINGERTEC** brand of biometric and proximity systems for intrusion access and control. We have offered different solutions for RFID proximity cards and the biometric face and Fingerprint recognition systems for our different clients.

The biometric solutions are the most preferred security systems and here are some of the most commonly used models including; R2, AC900, Keylock-7700/8800, H2i, iKiosk-100 plus, Q2i, Face ID2/3, Kadex, etc

Our major clients includes. Malawi Embassy, Retirements & Benefits Authority, Burbidge Capital, ESBC, WIOCC, etc



TIME ATTENDANCE SYSTEMS

We offer automatic systems for registering check in/out for different industries including hospitality, hospitals, organizations and company among others for their staff management. These systems have been incorporated to Human Resource systems & Accounting systems basically for appraisal and payroll processing systems.

Fingertec brand is employed by Presco and the following are some of the re-known brands including the AC100, TA100C, TA200 Plus, TA300, Face ID4 and Ofis-X/Y.

These systems have been deployed in our offices and other clients include Royal City Hotel, Kongoni Camp, Kirimara Springs Hotel, ESBC, etc.



BURGLARY & EMERGENCY SYSTEMS



Presco Solutions offers a wide range of alarm burglary, emergency, explosives/drugs detectors, etc depending on the various corporate and residential client needs.

We offer Digital Security Controls (DSC) alarm systems for burglary and emergency alarm systems connected to an array of panic buttons, motion sensors, vibration sensors, magnetic contacts among others. We have partnered with Adani Systems Inc. for the provision of drugs, explosives and weapons detection systems for both vehicles and pedestrians for surveillance purposes. Solutions will be designed to cater for the individual client needs.



DIGITAL SIGNAGE

Presco Solutions provides Dynamic Digital Signage solutions, including media players, servers, and software, specifically designed for the OOH (out-of-home) digital media network. Digital signage, also known as digital sign, digital place-based media, digital screen network, narrowcasting, and electronic billboards, is a multimedia, or even interactive platform that conveys pertinent information to targeted customers in a variety of industries, such as corporate, education, museum, retail, hotel, government, healthcare, and transportation.

GOVERNMENT / PUBLIC SECTOR DIGITAL SIGNAGE

Public sectors, such as local/federal government, army, police, Parliament, council, etc. can use digital signage as an effective medium for both internal and external communication. It can convey announcements and information to target audiences in a clear, accurate, and timely way across multiple offices or within a particular venue.



Diversified Information Platform

Enhance Internal Communication

As corporate communication, digital signage can broadcast dynamic, updated internal information to officers via flat-panel screens installed in staff-only areas.

Broadcast Alert Messages

Digital signage networks provide officers with an instant alert mechanism in public spaces. Administrators can post network-wide emergency messages immediately from a control center.

Display "Wanted" Messages

Officers can display wanted messages on all government's digital signage networks nationwide.



Improve Public Relations

Officers can use the latest digital signage technology to convey major policy changes, service procedures, meeting information, way finding services, and all other relevant information which keeps citizens well informed and reduces waiting time.

EDUCATION DIGITAL SIGNAGE

School is a place for innovation and creativity, and usually acts as an early-adopter of new technology. Replacing traditional static bulletin board, Presco's dynamic digital signage solution allows schools to display instant multimedia content and manage the whole digital media network across campuses efficiently over Internet. It helps to differentiate school's image, and utilizes advanced multimedia and network technologies to set up an internal information channel for students, teachers, staff, and visitors



VIDEOWALLS

Traditionally, video walls produced inferior images, were costly to operate and offered limited sizes. Additionally, displays were heavy and bulky to carry, making them difficult to install and remove for maintenance or replacement. Many businesses were deterred from using them because the power demands and cooling costs rendered them energy inefficient.

Samsung video wall technology solves these issues. With a slim, lightweight profile, high-resolution imagery, and simply daisy chain connectivity, the Samsung line of video walls delivers superior picture quality, easy installation and simple maintenance. The ability to connect a maximum of 100 video displays into one large-scale video wall delivers a high-impact presentation, which was previously unattainable.

The built-in cooling system helps the video wall stay cool around the clock with minimum energy consumption, ensuring reliability, continual play, and low total cost of ownership (TCO). In the past, video wall manufacturers were presented with the challenge of how to project a multiple-screen picture without the visual distraction of thick mullions intersecting the image. With a super-narrow bezel design and an ultra-thin depth, Samsung video walls project uninterrupted views of business content without the distraction of a thick bezel.



BOARDROOM SOLUTIONS

Boardrooms serve a variety of needs across industries, markets, and sectors. They're a primary site for developing and maintaining client relationships, the efficient sharing of complex information with key constituents, and communication among your organization's leaders. Whether you're considering re-designing your current boardroom or you're building a new one, keep this in mind: your boardroom is all about impressions.

When we talk about boardrooms and impressions, we're really talking about two intertwined functions:

1. Impressions of knowledge and information
2. Impressions of aesthetic value and savvy

KNOWLEDGE IMPRESSIONS

Boardroom participants must be able to see, hear, and communicate clearly regardless of where they're seated. You may even have people who participate via telephone or video conferencing. Every detail of your boardroom design ought to support these needs to ensure the effective knowledge transfer and message reception. Additionally, your boardroom ought to offer easy integration of audio/visual channels to ensure a seamless transition between, and efficient delivery of, information sources.

AESTHETIC IMPRESSIONS

The aesthetic appearance of your boardroom ought to reflect the nature of the dealings that occur in it and your business as a whole. In addition to making an impression of success and technological savvy, a fully equipped and easy-to-use environment puts presenters in the driver's seat during key meetings and throughout the life cycle of your client relationships. Boardroom Tools 5280 Digital has the experience and expertise to understand your unique needs and recommend a solution to meet them. We offer packaged and customized solutions including:

- | | |
|--------------------------------|--------------------------------|
| 1. Projectors | 5. Videoconferencing |
| 2. Screens | 6. Touch-panel Control Systems |
| 3. Sound Systems | 7. Dedicated Computers |
| 4. Integrated Lighting Systems | 8. Custom Furnishings |



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COMPANY PROFILE



ARMON TECHNOLOGIES KENYA

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WORKING DAYS/HOURS:

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