



ORCHID SERVICES

Company Profile 2019

Your preferred telecommunications specialists





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COMPANY PROFILE

Mission Statement

To align the group with the evolving Telecommunications and Energy sectors on the Asian Continent, to the mutual benefit of all stakeholders

Vision

To become the partner of choice for our clients, and a company whose staff are proud to be an integral part of.

Values

- Leadership
- Collaboration
- Integrity
- Accountability
- Passion
- Diversity
- Quality



ABOUT US

ORCHID SERVICES is a 100% privately owned Partnerships Firm, leading Pan INDIA Infrastructure provider in the Telecommunications, Interior and Energy Services sector, delivering turnkey solutions to its clients.

Established in 2019, ORCHID SERVICES has strived to deliver projects on time, within budget and to the required quality, while maintaining focus on continuous improvement on internationally adopted policies and procedures applicable to the technologies the company operates in. Today, ORCHID SERVICES delivers one of the telecommunications industry's broadest portfolios of engineering, materials and services to operators, as well as partnering with infrastructure providers within the telecommunications, Interior and energy sectors.

Recognizing a worldwide need for ground breaking expertise in the energy market, ORCHID SERVICES has begun focusing its extensive engineering experience and resources on providing innovative and practical solutions to clients' complete system management across all of the technologies deployed in Telecommunications Networks.

In addition to engineering excellence, ORCHID SERVICES has wide ranging in house business acumen and considerable local knowledge in the countries where offices have been established. Key staff are fully qualified in their fields and registered with internationally respected organizations such as the Project Management Institute, the Association of Chartered Certified Accountants, The Institute of Safety and Health and the International Institute of Management. This combination of business and technical acumen, along with in depth local knowledge, relieves our clients of costly and time consuming activities, allowing them to effectively run a profitable enterprise comfortable in the knowledge that their service provider is dependable.



Site acquisition:

We are able to offer a full suite of site acquisition services, covering the following:

- Site Surveys coordinated with radio and MW planning
- Landlord negotiations
- All general permit handling including council and land board approvals
- Environmental impact assessments
- Civil Aviation Authority (CAA) approval
- Ongoing management of lease agreements
- Cable trenching and power access way leaves

Civil works:

Teams of experienced local workers are managed to construct all types of sites to specification. ORCHID SERVICES has a verifiable track record of high quality site builds. Rigid quality control procedures ensure that all equipment provided to site is handed over to the client fully functioning with warranty compliant documentation.

BSS:

Our qualified technical staff and subcontractors carry out network design, project management, installation, commissioning, Integration and Optimization of all major suppliers' base stations, base station controllers and trans coders. Antenna optimization forms part of the integration and optimization process.

Transmission:

Fully resourced and trained teams of riggers install and commission all major suppliers' radio and optical transmission equipment, providing documented frequency and tributary management records as part of the acceptance procedures. Transmission planning, including compression, timeslot grooming and cross connection for expanding networks is offered as part of a full range of transmission services.

Power:

Certified electricians, trained on telecommunications power supply equipment such as rectifiers, batteries, standby generators, uninterruptible power supplies and all associated reticulation, ensure that power systems on site are adapted to local conditions providing stable supplies to critical equipment. Where possible and practicable, renewable systems are utilized such as photovoltaic panels and wind generators. Our engineers are on constant technology watch for useable developments in cost effective power supply equipment.

Opticfibre:

Full installation, commissioning and maintenance services on fibre optic and cable trenching and ducting projects. Leasing of dark fibre can be negotiated on behalf of clients where available. Trenching is conducted according to internationally accepted standards where restitution and public safety is concerned. Cables professionally blown into ducts, spliced and commissioned according to industry accepted practices.



Vendor and supplier liaison:

Drawing on a wealth of local experience ORCHID SERVICES can assist with contract negotiation, SLA formation, and site build specifications suitable for networks in circle. The unique operational environment requires that contracts, standards and specifications are adapted to each individual situation.

Maintenance:

ORCHID SERVICES subscribes to the maxim “design for support, design the support, and support the design”, and realizes that logistic support and resources (maintenance, spare parts, training, etc.) is an operators’ largest expense over the useful life of their networks. In order to moderate these expenses, the goals of the ORCHID SERVICES logistic engineering effort are to:

- Have the logistical support considerations influence the design where possible
- Identify and develop logistical support requirements that are related to the system and are supportive of readiness objectives of the system
- Acquire the necessary logistical resources
- Provide the required logistical support at the minimum cost

Logistical engineering management plans based on broad practical experience can be generated defining the logistical support concept and providing guidance on the logistical engineering tasks to be executed, realizing an optimal support system for networks, keeping them on the air. ORCHID SERVICES engineers are able to man network operations centers, and have a network wide view due to their varied experience.

Supply, purchasing, clearing, warehousing:

We have extensive experience in multiple vendor equipment and product ranges and invest time and resources in training our staff on the latest equipment to make sure that we stay current with the latest technology. In addition we research, source, purchase, import, clear and warehouse all the site equipment necessary in our field of work. This ensures total service to our customers at all levels.

Lease to Own:

ORCHID SERVICES is able to offer Telecommunications Companies and Tower Infrastructure Providers with payment terms on the construction of towers to cater for individual company’s needs. We would be happy to discuss the terms on a case by case basis. With our competitive pricing a leasing option we emphasize our focus on partnering with our customers.



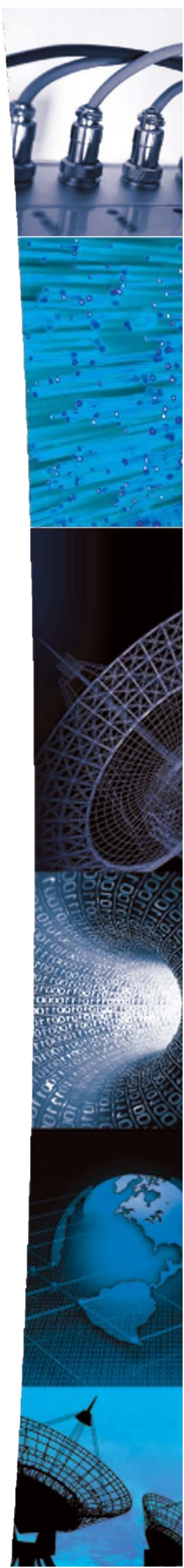
HOWWEDOT

We offer optimized full turnkey network rollout and maintenance solutions, and maintain high standards by a process of continuous improvement, utilizing to maximum effect lessons learned serving a diverse range of clients and implementing a range of equipment types in multiple environments.

ORCHID SERVICES's strategy is to ensure that high quality, cost-competitive services are provided from the best possible mix of onshore and offshore locations. This enables our clients to respond quickly to changing market dynamics.

ORCHID SERVICES has a combined knowledge base of over 15 years with its senior management and through a process of progressive elaboration on projects, we have refined our techniques and honed our skills to keep pace with developments in the industry, gradually broadening the spectrum of our services in a managed fashion to meet the increasing requirements of our clients as the management of networks evolves. Our loyal and motivated staff and supplier/subcontractor base operate according to internationally accepted industry practices in every field we operate in, ensuring the delivery of safe and functional solutions that are fit for purpose.

The head office is located in PATNA (INDIA) and we have offices located throughout INDIA capable of providing turnkey services to the telecommunications and associated industries. ORCHID SERVICES sub contracts to TSP's and approved vendors working for OEM's. All of our staff have significant multiple vendor experience, and are trained and developed to cope with the demands placed on them as they occur. This approach has produced a motivated and well-resourced team of multi skilled individuals capable of thinking on their feet in any circumstances.



WHAT MAKES US DIFFERENT

We differentiate ourselves in the telecommunications marketplace by providing outstanding service, innovation and industry thought leadership. To monitor our progress and encourage candid collaboration with our clients, we established the 'Service Excellence' program, in short, we get the job done! This is instrumental to our success in cultivating and maintaining long-term business relationships.

Health and safety:

ORCHID SERVICES is committed to providing and maintaining a healthy and safe working environment for all of its staff, customers and anyone who may be affected by its activities.

ORCHID SERVICES, as a company, has made detailed arrangements for the implementation of their Health and safety policy as outlined:

- To comply with relevant local and international health and safety legislation
- To set and maintain high standards of construction and installation safety with an annual review of the ORCHID SERVICES safety policy
- To identify hazards, assess risks and implement control procedures
- To ensure that staff, customers and visitors are adequately informed of risks, and where appropriate, receive instruction, training and supervision
- To document and review risk assessments
- To implement this policy through codes of practice, schedules, guidance notes and training
- To safeguard the environment from the effects of ORCHID SERVICES's service activities
- To monitor and review the effectiveness of controls
- To ensure the provision of a trained health and safety coordinator having adequate time, resources and facilities to carry out their responsibilities
- To ensure that all sites conform to local and international standards
- To ensure that all personnel are issued with the necessary safety resources, such as personal protective equipment, and receive appropriate training in order to carry out their functions safely.

Experience and reputation:

ORCHID SERVICES has broad ranging experience with many leading OEM's of Network equipment Provider, power and microwave equipment.

Financial stability:

ORCHID SERVICES is a financially stable entity.

Service excellence:

ORCHID SERVICES prides itself on providing top quality throughout its portfolio of services. All work delivered through the company or its subcontractors will be supported for the duration of the guarantee period.



SENIOR MANAGEMENT TEAM:

Amit Kumar:

Chief Executive Officer

Navin is the founder and Group CEO of ORCHID SERVICES.
Having obtained his Master Degree in Business Application (MBA) .

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Amit Singh:

Chief Commercial Officer

Amit has 15 years' experience in the Mechanical and Electrical field in the Telecom industry, and 15 years' experience in the Telecom Industry across East and North INDIA as well as the Middle East Asia.

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Tel: + 91(0)9955790074

Pravin Kumar Singh:

Chief Financial Officer

Amit Kumar is a Chartered Accountant with a keen focus on linking finance and operations. He has extensive experience with multinational companies and has successfully worked on items varying from business restructures to start up entities, linking operations and finance and streamlining business process. He understands the challenges of running projects in

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Vikas Kumar:

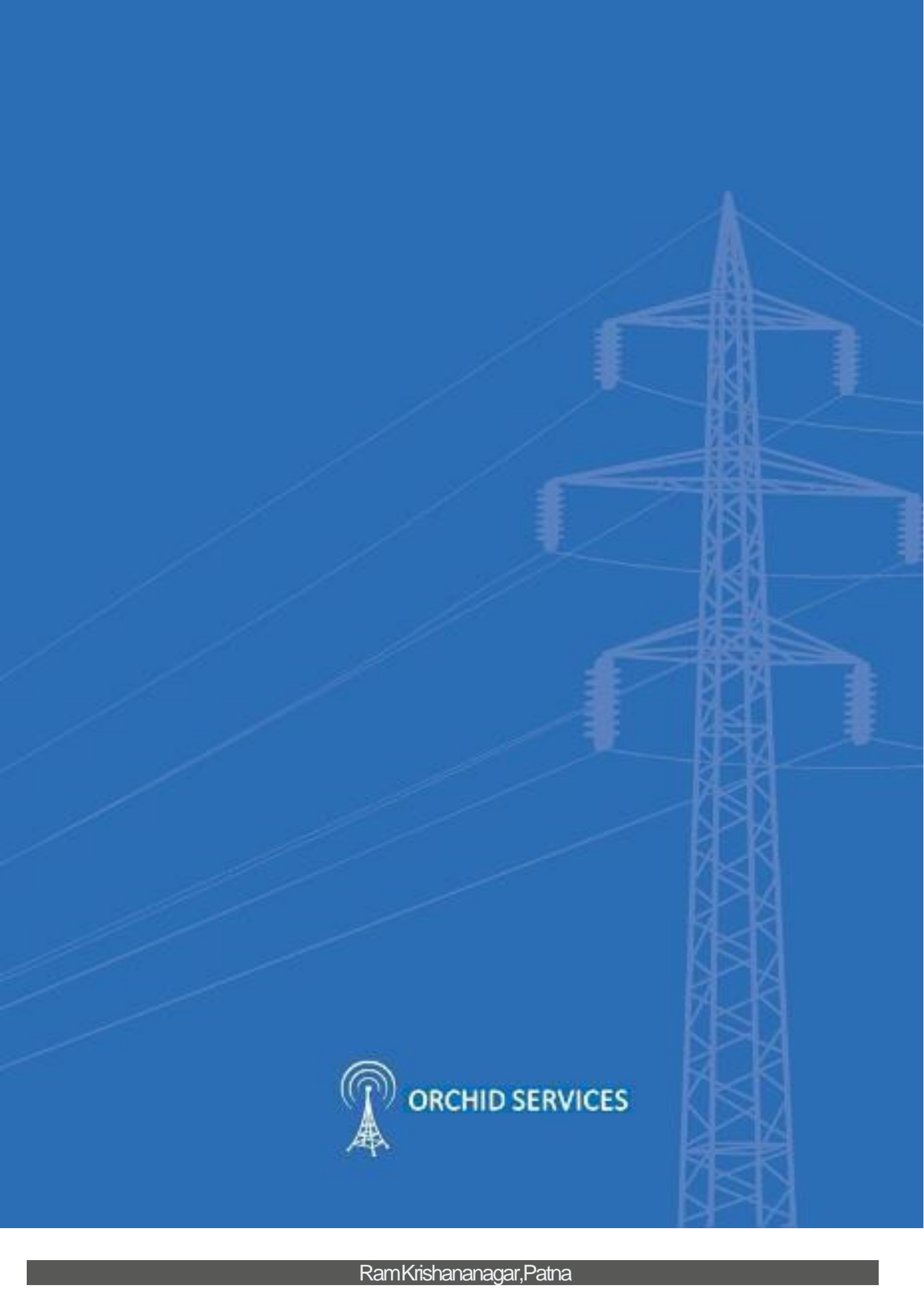
Chief Operations Officer

Dheeraj has been working in the telecommunication industry for 8 years and initially specialized in Project Management. He has proven himself to be a leader and his core strength is in his ability to offer a solid foundation from which to grow an organisation.

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