

Company Profile

Prime Industries is a leading telecommunications solutions provider, headquartered in Faridabad, India. Almost all major Telecom Industries as customers we worked for industry directly or indirectly in the past few years. We have state-of-the-art manufacturing Unit-I for Power Cables (Aluminum/Copper), Fabrication Unit-II for Microwave & GSM Mounts-Brackets, BTS Stands, OD Cabinets Stands, Cable Tray's, RTP Poles (6 mtr, 9 mtr & 12 mtr) & Guy Wire Mast (as per customer specifications & design).



Prime was formed with a straight forward decision of providing world class services to Indian Telecom Industry. Prime Industries is controlled by Allied Group, a group dealing in supplying & service provider, fully dedicated to Telecom Industry of India. Group currently having a turnover of Rs.120 million last financial year, advancing rapidly to achieve its desired goals.

Prime is a leading solution provider for telecom industry , including civil work, equipment and systems integration, IT solutions and PMC/OME solutions in North India and a growing presence in the Central India.

We serve over 4 clients, maintains offices in 2 states and sales its products and services to more than 6 states. Prime Group has over 40 employees of whom approximately 10 are involved in research and development.



PRODUCTS, SOLUTIONS, SERVICES

Prime Industries manufactures, develops and provides products, solutions, and professional services primarily for telecommunications operators and large enterprises. The company's main activities include:

- Manufacturing ISI Power Cable (Cu/Al)
- Fabrication Unit (Poles, Mast & GSM / Microwave Mounts)
- Cable Hosting
- Weather Proofing & Grounding Kit
- Telecom Racks & Cabinets
- Surge Arresters
- Grounding Bars/Earthing Bars
- Cable Entry Systems
- Network Management Systems
- PIU, SMPS & others cabinets
- Battery Racks, DG Canopy etc.
- Solar Power Project (Sheet Metal, Civil & Installation Work at Site)
- Total Sheet Metal Solution as per customer demand.
- Cable laying and trenching (Moiling & Open Trench)



Active Infra Solutions

Prime has been delivering Active Infra Installation & Network Implementation Services successfully. The service delivery team comprises of:

- TEI Teams (Telecom Equipment Installation)
- NI Services Delivery Team (Responsible for Software/IP Configuration, NMS Visibility, Upgradation, Commissioning, Provisioning, SWAP, Traffic Shifting & Integration of BTS/DBS sites or MW Links) Based on scope of work
- Quality & ATP Teams (Responsible to convert Active Infra work to invoice promptly with required approvals from customers)

Services we deliver under Active Infra and Network Implementation:

- BTS, GSM Antenna & RF Feeder Cable Installation, Commissioning, Integration & ATP for 2G, 3G & 4G network implementation.
- DBS (BBU-MU & RRU) Implementation (Commissioning & Integration) for 3G & 4G network implementation, with required Power & CPRI/Fibre Cable Installation, and connectivity to DCDB/SMPS.
- SRAN Network Implementation (with required New or SWAP Activity) for 2G, 3G & 4G network implementation.
- BTS / DBS and GSM Antenna SWAP
- MW I&C, Link Alignment & NMS Visibility (Node Management) for different antenna sizes.
- MW SWAP & Upgrade Activity.
- GSM (RF) Antenna Installation
- If Cable Installation for MW Implementation
- BTS Site RFI Survey and Report Submission
- MW RFI Survey and Report Submission
- Android based quality closure e.g. EPMS,
- ISDP, 11A/11B, L1/L2, MS16-17 based on customer quality closure requirements.



Passive Infra Solutions

With a phenomenal increase in the subscriber base of mobile telecom users and rapid upgradation of technology, telecom service providers have to upgrade their cell sites periodically. We have executed an numbers of telecom sites as total services provider (TSP) which includes civil, electrical, installation and commissioning. The scope of our site-upgradation services includes:

- Site Survey
- Load based technical planning
- BOQ preparation
- Infra material transportation
- Infra Up gradation i.e. Cable tray, MW mounts, GSM mounts
- Electrical Upgradation, Installation & commissioning i.e. Battery Bank, SMPS, DG, AC, PIU, Servo etc.
- Civil construction i.e. AC platform, Boundary wall, foundations for DG, PIU, BTS. Etc.
- Documentation & Reporting
- Safety compliance assurance & Quality Audits
- Site handover to O&M
- Quantity verification



In-Building Solutions (IBS)

We offer In-building solutions with 2G/3G and WiMax technologies. The number of mobile users inside airports, railway stations, hotels, shopping centres, Large Corporate buildings and basements has increased by leaps and bounds. The network inside these places is often weak.

Good in-building coverage is provided by Distributed Antenna System. This solution not only provides good coverage and capacity inside the building but also reduces load on the outdoor cell site. These solutions are based on Distributed Antenna Systems (DAS) Fiber Optic Distribution Antenna Systems (FODS) or Pico BTS. We have the skill set and experience in IBS designing and Implementation:

- Identification of potential buildings for IBS
- Trace and identify coverage and capacity weak spots in building
- Propose best suitable RF source to resolve coverage & capacity issues
- Design Distributed Antenna system using Passive, Active elements and prepare complete Link engineering diagram with each antenna's EIRP calculation
- Implementation of IBS solution in the best professional way without disturbing aesthetic of the building
- LOS & Link Planning for site connectivity
- Installation of Passive Infra
- RF parameter planning for site
- RF walk test and call quality testing
- IBS solution fine tuning for coverage, quality and capacity
- Maintenance of IBS solution



Solar Project

There is no better source of clean and natural energy than the sun. It radiates more than 10,000 times the amount of energy that the entire world would consume annually. In the long run, electricity generated from solar energy systems will be far more cost-effective than any other type of power supply.

We at Prime has entered into Solar projects as well. Our scope includes Design, Engineering, Fabrication, Assembly, Inspection and Testing at works, Installation of super structure with all fitting & Accessories. We have group of skilled people for the task.



Project Management

Our experienced Project Management Teams works hand-in-hand with customers to manage project milestones and ensure delivery as per schedule and quality. We have successfully done several projects of telecom sites:

- Site Survey
- Technical planning & BOQ finalization
- Site Supervision and Co-ordination with equipment suppliers
- Milestone Management
- Documentation & Reporting
- Safety compliance assurance & Quality Audits
- Quantity verification



The company is also active in various types of development and provision of managed and outsourcing services.

Priority Markets

The systems and products offered by Prime address the network and service requirements of incumbent and competitive local exchange carriers operating wire line, wireless, and mobile communications networks. Prime focuses on the development of infrastructure and application products that empower operators to offer new value-added services to their customers, enabling them to produce higher return and prevail over the continuously growing competition.

Quality Process

Operations in services operations are controlled to ensure that the internal and external standards of quality are met or exceeded. All team members, support personnel, and management share the responsibility and authority to make sure that the product is processed to specified requirements, in keeping with the quality standards and the documented procedures.

Quality Management

Prime represents Quality through consistent communication with our clients and employees; we plan our business to exceed the expectations of every client. In our endeavor to reach this goal successfully, we meticulously follow the following points:

- Distinguish us by unrivaled quality of service and customer satisfaction.
- Maintaining a long-term relationship with customers.

- Conducting our business honestly, ethically and with the highest degree of professionalism.
- To look at all emerging opportunities with enthusiasm and positive attitude.
- To appoint Individual Accounts Manager for all projects. The Account Manager thus acts like a single window for all queries of Engineer

Workforce

Human Capital is a key factor of Prime Industries. The nature of our services means that quality depends on staff expertise. For this reason, and in order to keep up with the rapid organic growth, policy is directed towards the active recruitment of talented people, continuous investment in improving our staff's level of expertise and retaining staff by offering optimum terms of employment and working conditions. We invest relatively strongly in training of existing and new staff.

Social Responsibility

Prime Industries is strongly committed to the values of corporate social responsibility. Adhering to comprehensive social contribution to environmental conservation, and through its progressive HR policies, we play a dynamic role both in the society's economic growth and quality of life issues. Every project implemented by Prime integrates a wide range of innovative products and services that modernize the communications infrastructure of large organizations & businesses. As a result, Prime is a key in improving the communications services offered to enterprises and to the general public by facilitating daily transactions, achieving improved living conditions and a better quality of life.

Prime, leveraging its over 7 years successful track record and its strong presence in north India, is ideally positioned to benefit from a new era of growth in the markets it serves. Its local presence and proven service delivery capabilities in the region are unrivalled in this underserved market.

Prime has established and maintains certifications for Quality Management (ISO 9001 : 2008) Whereas our Group maintains high Quality Management Standards (ISO 9001 : 2008, 14001, OHSAS 18001) etc.

Safety Norms

We at prime adhere to all HSW norms related to safety and wellbeing of Human Lives. Our team is fully occupied with {ISI} Certified "Karam" Safety tools and had time to time training through "Karam Training Centre".

**PRIME
MOTTO**

"Our Motto is delivering value through service aim at delivering high quality solutions to our clients at the lowest total cost of ownership".